



# The Iowa Automotive Recyclers NEWS

DECEMBER 2007/JANUARY 2008

## IAR Member Profile Trail's End Auto & Truck Salvage, Inc.

By Kelly Salseg

Trail's End Auto & Truck Salvage, Inc. is owned by brothers Mike & Steve Swift. Operating under the Swift brothers since December of 1999, Trail's End Auto & Truck Salvage currently employs 16 individuals.

Located in Des Moines (1600 N.E. 44th Avenue) Trail's End Auto & Truck Salvage encompasses approximately 25 acres. The main building measures 200 x 80, and plans are in the works to erect a new dismantling building measuring 100 x 100.

Trail's End averages 3600 vehicles per year. Says owner Mike Swift, "We buy more cars and trucks on the older side because of our scrap operation, but we also buy some late models." Trails End offers both a standard 90 day warranty and extended warranties.

Trail's End Auto & Truck Salvage is truly a multi-generational business. Mike Swift explains, "My grandfather, Orie Swift, started Swift Auto Salvage in the 1940's, when the business was located in downtown Des Moines. In 1961 Swift Auto Salvage moved to its current location of 1720 East Washington in Des Moines. My dad, Dale Swift, along with my mother, Gretchen, purchased the business from my grandfather in the late 1970's."

Both Mike and Steve worked at the Swift Auto



Trail's End Auto & Truck Salvage in Des Moines,

Salvage family business for twenty some years, until they purchased Trail's End Auto & Truck Salvage from then owner, Dean Godwin, in December of 1999. Mike & Steve's sisters, Susan Fedler and Wendi Rousch, continue to work at Swift Auto Salvage.

Mike Swift states, "We realize that family is the number one thing. The kids are also included in the family business. We have a saying once the "junk" gets in your blood you can't get it out. The auto

*Trail's End continued on page 7*

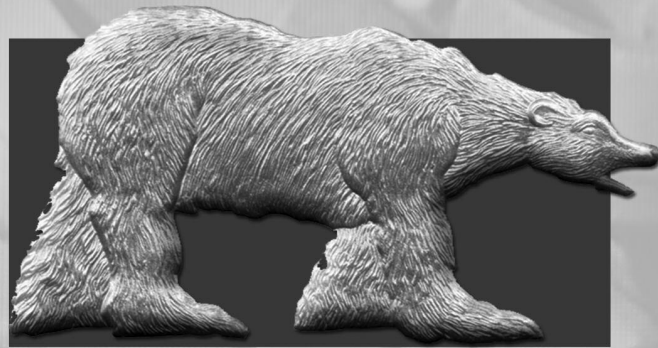
### INSIDE...

IAR Board of Directors	.....3	IAR News	.....5
IAR Board News	.....4	Industry News	.....22

# IAR News



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THE IOWA RECYCLER

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Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

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# IAR News

## IOWA AUTOMOTIVE RECYCLERS BOARD MEETING FALL OUTING

**OCTOBER 6, 2007 – 9:00 A.M.**

**TRAIL'S END – DES MOINES**

Jami Schnoebelen called the meeting to order at 9:15 a.m.

The members present were: Jodi Kunde, Mike Swift, Eric Piper, Brent Nugent, Dave Wood, Tom Snyder, David Hesmer, Joel McCaw, Tracy Hurst, Scott Frank, Tim Smith, Jami Schnoebelen, Mike Waterbury, Dianne VanGorp, David Scott and Jeff Smid.

**MINUTES:** The minutes of the previous meeting were read silently by the board. It was noted that Scott Frank also attended the last meeting so the minutes were amended to include him. *Joel made a motion to approve the minutes; Tom seconded the motion; motion carried.*

**LEGISLATIVE COMMITTEE:** David Scott opened discussion with the shared problem of salvage pools selling to the public. Mike handed out the following for David: a list of House Transportation Committee members, a Draft Letter for reference and information on House Study Bill 247. The State has a list of other committee members on their website. David suggested sending a letter to our representatives. *Dave Scott would like our feedback on this.*

**FINANCIAL REPORT:** Joel handed out the

financial report for the period of June 30, 2007 through October 6, 2007. The board reviewed the report and *David Hesmer made a motion to accept the financial report; it was seconded by Scott; motion carried.* There was discussion on the bond, the coverage and the premium for the bond.

**PAC REPORT:** Dianne noted that nothing had changed except for interest. *David made a motion to approve the PAC report; it was seconded by Brent; motion carried.*

*Jodi made a motion that the money from the October 6th auction go to the scholarship fund. It was seconded and the motion carried.*

**NOMINATING COMMITTEE:** Scott presented the state for the board positions up for election. They are as follows: Mike Swift for president, Mike Waterbury for vice-president, Jeff Smid for secretary, Joel McCaw for treasurer, and Jodi Kunde and Tom Snyder for the 2 board positions. The vote is to be held this evening during the general membership meeting.

**MEMBERSHIP COMMITTEE:** Dianne reported that Accordia has changed its name and has paid their dues. Mid State has not paid their dues yet.

**ENVIRONMENTAL COMMITTEE:** Tom did not have any new information to report.

**SCHOLARSHIP COMMITTEE:** Jodi discussed her email and read through the application criteria. It was agreed to add "GED/Graduated High School Senior equivalent" and "up to \$5000 will be available for fall term" to the application.

**OTHER:** Mike Swift gave the time of 6-7:00 as Happy Hour then dinner to follow. There would be an auction afterwards. The next meeting will be on Thursday, October 18, 2007 in Des Moines.



# IAR News

Dianne reported that no one attended the IDA meeting. Tom stated that the GMARE meeting will be Friday, October 12, 2007; next year's GMARE will be in Des Moines. There was discussion on the ex-director's position. *A motion to table this was made by David and seconded by Jeff; motion carried.* Mike Swift handed out

information which I did not receive as he ran out of copies.

*A motion to adjourn was made by Joel and seconded by Tom; motion carried and the meeting was adjourned.*

Respectfully submitted,  
Jeff Smid, Secretary

## The President's Pitch

By Mike Swift

### Trail's End Auto & Truck Salvage, Des Moines

First off I would like to thank all who attended the Fall Outing this past October. I must also extend a huge thanks to all of our event sponsors: Behr Iron, Gerdau Ameristeel, Alter Trading, Automotive Cooling Products, Petersen Hill Insurance and Desco, Inc. Thank you as well to HotLines, Inc., Check-Mate, Car-Part.com, Desco, Inc. and RAS Core, for attending and showing us their products. I would like to thank all the folks at Plaza De Mexico and Adventureland Inn for the great food and service they provided. Lastly, I would like to thank my wife, Tracy, for helping get everything organized at Trail's End for the lunch. She had a very busy day with picking up the food, serving, and clean up. Man – am I a lucky guy or what!

We had a great turn out for the Fall Outing. Out of the 49 yards that make up the full membership of Iowa Automotive Recyclers, we had 19 yards represented. I think that's a good number – but would like to see more yards attending the outings. If anyone has ideas or suggestions as to what they'd like to see or have at the next Fall Outing, please contact either myself or another IAR board member. Remember – this is YOUR association and we can always use more input!

I am excited about all the new things the association is working on. The first thing is this

newsletter. About a year ago, I talked with Diane Van Gorp, and got into investigating other association newsletters. I looked at the Automotive Recyclers of Minnesota (ARM) newsletter and it was pretty cool. So I called Kelly Salseg, who is the Executive Director of ARM, and researches for and writes their newsletter. She introduced me to Ron McClellan, who publishes the Minnesota newsletter. I talked with Ron, and after he tested the waters regarding generating revenue through advertisement sales, he reported to me that "it was a go". Kelly and Ron prepared a mock up of the newsletter for the IAR board, and the board passed a motion to move forward. I hope everyone enjoys the newsletter. Anyone with information to add to the newsletter or ideas for articles should contact either myself or any IAR board member.

Another issue we are working on is keeping the public from buying salvage from the pools. We will be sending out information to all members and we need all of your help! This is a very important issue and the more involved everyone gets, the better chance we have of getting something done at the Statehouse.

We have also added another reason to join IAR – the Scholarship Fund. Jodi Kunde (North End - Dubuque) and Tracy Hurst (Hurst Salvage – Spencer), have worked hard to get this in motion.

# IAR NEWS

We have set aside funds and will be awarding 4 - \$1,000.00 scholarships for the next school year. We also raised money for the Scholarship Fund through the auction at the Fall Outing. If you or an employee is interested in the Scholarship Fund, please make sure to check out the Scholarship Application materials in this issue of the newsletter!

I know that all of you are very busy and I know that there is never enough time. I have learned a lot about time in the last few weeks. We lost Tim Hedges on August 25th to a massive heart attack. He was our Counter Man/Sales Manager & Go To Guy. Anyone who talked to Tim on the phone or dealt with him could tell he was a pretty good guy. He loved being a "Junk Man" and we miss him every day. I hope that we all learned something from Tim Hedges about time and making the best possible use of it. He was 46 years old and lived life to the fullest. He worked very hard for our company and treated it like it was his own. At the time that I am writing this letter, it has been 8 weeks since we lost Tim, and it's still hard to believe.

I hope that over the course of the year, we will add some new members and get some current members more involved. We are all in this together! Is there an issue that bothers you? If it makes you mad I bet it makes a lot of the other IAR members mad. Please contact me or any IAR board member about issues that you feel we might be able to address! This is YOUR association - get involved!!

Thanks ~ Mike Swift

## TRAIL'S END Auto and Truck Salvage



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**Mike Swift • Steve Swift**

1600 NE 44th Avenue • Des Moines, IA 50313

# IAR NEWS

*Trail's End continued from page 1*

recycling business has been very good to our family. We went from the first computerized yard in the state to now operating 2 yards as a family. We've also suffered huge losses over the years. This past August, Trail's End Auto & Truck Salvage lost suddenly our Manager and my best friend, Tim Hedges, to a massive heart attack. I can't say enough how much he is missed. We are so grateful to our entire staff, who have stepped up and grabbed the bull by the horns in order to keep the business running smoothly at this very difficult time. They have just been great. Four years ago, Swift Auto Salvage lost a key counter man, Austin Moss, also quite suddenly and unexpectedly, to a massive heart attack."

Mike Swift adds. "One of the things that really helps our business succeed is that we take care of our customers as soon as possible. We try to ship parts the same day or at least the next day. We deliver in the Des Moines area all day long. I really love the day to day business of selling parts and all of our good customers that we deal with each day."



Trail's End Auto & Truck Salvage has been an IAR member for 6 years. States Mike, "Being an IAR member has really helped our business. Through IAR we've met so many nice people in the auto recycling industry. We've been able to learn a lot from these IAR recyclers about how other yards do things on a day to day basis, from dismantling to pay for performance."

Mike sits on the IAR Board of Directors, and as of October 2007 serves as the Board President. Mike would like to see IAR work on the issue of public buying in pools as well as developing strategies on how to deal with scrap "bad times".

Trail's End Auto & Truck Salvage, Inc. contact information:

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Des Moines, IA 50313

Phone: (515) 265-5696

Toll Free: (800) 717-6505

Fax: (515) 265-0817

Email: [info@trailsendauto.com](mailto:info@trailsendauto.com)

Website: [www.trailsendauto.com](http://www.trailsendauto.com)

**"Defeat never comes to any man until he admits it."**

**Josephus Daniels**  
*Attitude is Everything*

# IAR NEWS

## IAR Introduces New Format for Newsletter

By Kelly Salseg

As you can see, the Iowa Automotive Recyclers have adopted a new, improved and expanded format for their newsletter – *Iowa Automotive Recyclers News*. The newsletter will be delivered to you every other month (December, February, April, June, August and October).

Each issue will feature a front page article on an IAR member, so don't be surprised if you are contacted in order to gather information for a profile of your business. Each issue will also contain an IAR Board News section with an up-to-date IAR Board listing and contact information as well as minutes from the most recent IAR Board meeting.

The IAR News section will feature original articles from the IAR Board President and the IAR Executive Director, as well as original articles covering such topics as IAR and other automotive recycling events, trainings and symposiums, IAR specific legislative issues, new IAR programs and association issues, and many other articles we hope you will find informative and helpful. If you have ideas for articles or topics you would like to see addressed in the Iowa Automotive Recyclers News – please do not hesitate to contact me (Kelly Salseg) at 612.782.8786 or [kssalseg@bitstream.net](mailto:kssalseg@bitstream.net). Your input is both wanted and appreciated! In addition, you will soon start

# IAR NEWS

## IAR Releases Association Scholarship Information

In this issue you will find one copy of the IAR Scholarship Application. **All applications must be complete and received by the IAR scholarship committee by midnight, March 1, 2008 to be considered.**

Please provide copies of this notice, along with a blank application and recommendation form, to all interested and eligible parties. Please see applicant criteria information to determine eligibility.

Up to \$5,000.00 will be awarded in scholarships for the fall term. Winners will be informed by mail in May of 2008. Any questions regarding this application or scholarship should be directed to: IAR Scholarship Committee, Attn.: Jodi Kunde, 55 West 32nd Street, Dubuque, Iowa 52001. ([iarscholarship@gmail.com](mailto:iarscholarship@gmail.com)). Thank you and good luck!

receiving requests for any news specific to your operation (birthdays, new hires, business expansions, civic commendations, etc.) This is an easy format for you to share your news with the rest of the IAR membership so please take advantage of these requests for information and respond!

There will also be an Industry News section that includes timely articles from many different sources – all intended to help you keep up-to-date on current issues in the automotive recycling field. If you come across an article that you think would be a good addition to this section - by all means send it along ([kssalseg@bitstream.net](mailto:kssalseg@bitstream.net) or fax 612.781.7052.)

You will also note that there is a complete listing of all IAR Associate members in each issue, and that many of those members are supporting IAR through advertisements. Don't forget to thank and support our Associate members like they support us!

### Iowa Automotive Recyclers • Newsletter Advertising Rates

Submit by the 10th day of the month prior to publication date of newsletter.  
(For instance, submit items for the Dec newsletter by Nov 10th.)

<i>Rates</i>	All rates per issue. Each issue is billed when printed		
<i>Ad Size</i>	<i>Dimensions</i>	<i>One Time Rate</i>	<i>Six Time Rate</i>
Business Card	2" x 3.5"	60.00	50.00
1/4 Page	3.5" x 4.75"	90.00	80.00
1/2 Page	7.25" x 4.75"	130.00	120.00
Full Page	7.25" x 10"	220.00	210.00
Inside Covers	7.25" x 10"	260.00	245.00
Back Cover	7.25" x 7.5"	280.00	260.00

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<b>Behr Mason City, LLC</b> 641-424-9521	<b>S &amp; L Auto Parts</b> 641-521-0156	

# IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP

## APPLICANT CRITERIA:

- Be a graduating high school senior or equivalent, or a college student who has been accepted to an accredited university, state college, community college, business or liberal arts school.
- A minimum 3.0 GPA during high school or first year college.
- Applicants (or their eligible dependent/relative) must be affiliated with the Iowa Auto Recyclers Association to participate.

## EITHER:

- Be a recycling yard owner or relative of the recycling yard owner who is a direct member of the Iowa Auto Recyclers. The owner of the recycling yard must be employed at the recycling yard, and not at other enterprises owned by the recycling yard.
  - "Relatives" may include a son, daughter, grandchild, son-in-law, daughter-in-law, or spouse of the owner.
  - Brothers, sisters, uncles, aunts, nieces, or nephews of the owner will not be eligible to participate unless employed in the business.

## OR

- Be an employee or dependant of an employee of the member yard who has been employed for one year or more.
- Applicant must remain a degree-seeking student, enrolled at least full-time (a minimum of 12 credit hours per term).

## APPLICANT GUIDELINES:

- Complete attached application.
- Enclose an official copy of the applicants' high school transcripts (in separate sealed envelope) with application.
- Include a one to two page essay on one of the following topics:
  1. What do you think the industry of Auto Recycling will be like in the next 10 years?
  2. Evaluate a significant experience, achievement, or risk that you have taken and its impact on you.
- Two recommendation forms filled out from a school counselor, school official, employer or high school teacher who is familiar with the applicant.
- Applicants must remain enrolled in the same accredited four-year college, accredited university, state college, community college or business or liberal arts school for at least one year after accepting scholarship funds to be eligible for the full award.
- Obtain a letter from your parents' employer confirming date of hire with the firm. Your parent must have been or will be employed with a full member of the Iowa Automotive Recyclers for at least one year prior to application.

All candidates will be required to submit a complete application package, which includes a completed application form, transcripts, essay and two recommendation forms to: IAR SCHOLARSHIP COMMITTEE ATTN: JODI KUNDE 55 WEST 32<sup>ND</sup> STREET DUBUQUE IA 52001, you can e-mail any questions to Jodi at iarscholarship@gmail.com.

## DEADLINE DATE:

The deadline for receipt for all application materials must be received by the IAR scholarship committee by midnight MARCH 1ST. Up to \$5000.00 will be awarded in scholarships for the fall term. The winners will be notified in writing in May and will be announced at the IAR summer outing.

The scholarship award check will be forwarded to the scholarship recipient's school upon written certification of his/her enrollment for the fall term of the year the scholarship was granted. If the scholarship winner does not provide enrollment verification for the fall term the scholarship monies will be forfeited.

## SCHOLARSHIP SELECTION:

The scholarship will be awarded based on review of the following: coursework in high school, course distribution, activities, the one page essay and recommendations. **Standardized test scores will NOT be used as a factor in the selection process.**

# IOWA AUTO REYCLERS SCHOLARSHIP APPLICATION

NAME: \_\_\_\_\_  
(First) (Middle) (Last)

MAILING ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

HOME PHONE: \_\_\_\_\_ CURRENT GPA \_\_\_\_\_

DATE OF BIRTH: \_\_\_\_\_ GENDER: MALE / FEMALE

CURRENTLY ATTENDING: \_\_\_\_\_  
(INDICATE HIGH SCHOOL OR OTHER SCHOOL)

HIGH SCHOOL HONORS, AWARDS, AND ACTIVITIES:  
\_\_\_\_\_

COMMUNITY SERVICE AWARDS AND ACTIVITIES:  
\_\_\_\_\_

STATE YOUR FINANCIAL NEED, WHAT PORTION OF EDUCATION FUNDED BY YOURSELF:  
\_\_\_\_\_

## SCHOLASTIC INFORMATION:

ACT TEST SCORE \_\_\_\_\_ SAT TEST SCORE \_\_\_\_\_

RANK IN CLASS \_\_\_\_\_ # OF STUDENTS IN YOUR CLASS: \_\_\_\_\_

HONORS AND AWARDS (STATE NATURE AND YEAR OF AWARD OR HONOR):  
\_\_\_\_\_

OFFICES AND POSITIONS OF LEADERSHIP (STATE NAME OF ORGANIZATION AND YEAR, EX: BAND 9, 10)  
\_\_\_\_\_

WHAT ARE YOUR SHORT AND LONG-TERM CAREER OBJECTIVES?  
\_\_\_\_\_  
\_\_\_\_\_

WHAT DO YOU SEE YOURSELF DOING FIVE YEARS FROM NOW?  
\_\_\_\_\_  
\_\_\_\_\_

ANY ADDITIONAL INFORMATION WHICH MAY BE USEFUL TO SCHOLARSHIP COMMITTEE:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

SCHOOL YOU WILL BE ATTENDING: \_\_\_\_\_

ANTICIPATED MAJOR: \_\_\_\_\_ EXPECTED GRADUATION DATE: \_\_\_\_\_

NAME OF PARENT WHO HAS BEEN EMPLOYED BY A DIRECT MEMBER OF IAR FOR AT LEAST ONE YEAR?

\_\_\_\_\_

START DATE? \_\_\_\_\_

WITH WHICH DIRECT MEMBER/YARD ARE YOU AFFILIATED?

\_\_\_\_\_

**NOTE:** transcripts, essay, and recommendation forms should accompany scholarship application.

APPLICANTS SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

## RECOMMENDATION FORM IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP

NAME OF APPLICANT: \_\_\_\_\_

SCHOOL: \_\_\_\_\_

HOW LONG AND IN WHAT CAPACITY HAVE YOU KNOWN APPLICANT:

\_\_\_\_\_  
\_\_\_\_\_

PLEASE STATE WHY YOU FEEL THIS APPLICANT WOULD BE A GOOD CHOICE AS A RECIPIENT OF THIS SCHOLARSHIP?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

HOW FIRM IS THE APPLICANT'S COMMITMENT TO HIS OR HER CAREER?

\_\_\_\_\_  
\_\_\_\_\_

SIGNED: \_\_\_\_\_

DATE: \_\_\_\_\_

TITLE OR POSITION: \_\_\_\_\_

### SCHOOL VERIFICATION

AS OF \_\_\_\_\_, THE STUDENT LISTED ABOVE HAD A GRADE POINT AVERAGE OF \_\_\_\_\_.

ACT TEST SCORE: \_\_\_\_\_ SAT Test Score: \_\_\_\_\_ Rank in Class: \_\_\_\_\_

# OF STUDENTS IN APPLICANTS CLASS: \_\_\_\_\_

Signed: \_\_\_\_\_

Position: \_\_\_\_\_

# IAR NEWS

## In Memory of Tim Hedges February 14, 1961 – August 25, 2007

On August 25, Tim Hedges, Manager of Trail's End Auto & Truck Salvage, Des Moines, suffered a massive heart attack at work. He was taken to Mercy Medical Center but did not survive the attack. Funeral services were held on Wednesday, August 29, 2007 at Hamilton's in Des Moines.



Tim was born February 14, 1961 in Des Moines, Iowa to Loyal and Norma Hedges. Tim graduated from North High School in 1979 and worked for Farm Bureau, Weyers, and ended as manager at Trail's End Auto. Tim eloped with wife, Melissa (Reed) at the Little Brown Church in Nashua, Iowa with their four children by his side on September 24, 2005.

Tim loved his job, his co-workers, and all of his customers. He was very proud of the fact that he was a "junkman". He was an avid Husker and Chief's fan. He was a collector of Harley Davidson memo-

abilia from lighters to tank tops. He never owned one, but always dreamed about it. He loved his annual deer hunting trip with his Dad and

buddies. He loved standing out on the deck of his new house grilling and thought if he ever needed a second career, he would go to culinary school. In the past year, he and Melissa bought a camper and he found it very relaxing to sit by the campfire. It may have taken him 45 minutes to get the fire started, but he loved it. Tim's latest addition to the family was Layla, a miniature Australian shepherd that he loved to spoil rotten. Tim loved spending time with his children and stepchildren. He loved his "dates" with his wife and almost never left a room or the house without saying to her "smooch"?

Mike Swift, Tim Hedges boss and best friend for over 30 years told us, "Tim Hedges was my best friend and a brother to my whole family. His last name was Hedges but I will let you know he was a Swift to all of my family. I said in my eulogy about Tim that he was my person – the one who knew everything about me. I told his whole family that in my heart the greatest thing is that I know was that he was very, very and truly the happiest he has been in his whole life. Not many people have that but he did. At his funeral there must have been 400 people. He had a lot of customers that he talked to on a daily basis and they all truly miss him. All of the guys at Trail's End have picked up for Tim. taking on a lot of the little things that he did on a daily basis. Tim was a hard worker and cared a lot about the business at Trail's End. He treated our business like it was his own and it was his. Tim will be truly missed."

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*Charles H. Kellstadt  
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# IAR NEWS

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Aikey Auto Salvage	Cedar Falls	Pat's Auto Salvage	Waterloo
B & B Salvage	Sioux Center	Poell's Enterprises Inc.	DeWitt
Boyes Auto & Truck Wrecking	Dubuque	P.Q. Auto Parts	Sioux City
Carroll Auto Wrecking	Des Moines	Quandt Auto Salvage	Carroll
Charlie Brown Auto, Ltd.	Creston	Sam's Riverside Auto & Truck Parts	Des Moines
Chase Auto Parts	Waterloo	Sandhill Auto Salvage	Tama
Delp Auto & Truck	Fort Dodge	Smith Auto Parts & Sales Inc.	Fairfield
Don's Auto & Truck Salvage	Des Moines	Smitty's Auto Parts	Des Moines
Dumont Auto Parts	Dumont	Snyder's Auto Body	Clarinda
Hawkeye Auto Salvage	De Soto	Spilman Auto Parts	Bloomfield
Hogeland Auto Plaza and Salvage	Marshalltown	Stuber Trucks	Waterloo
Hulett & Sons Auto Salvage	Creston	Sun Line, Inc.	Cedar Rapids
Hurst Salvage	Spencer	Sunset Beach Auto Salvage	Des Moines
JBS Auto Parts, Inc.	Britt	Swift Auto Parts	Des Moines
Jeff Smid Auto, Inc.	Iowa Falls	Trail's End Auto & Truck Salvage	Des Moines
Jerry Carney & Sons	Ames	Vander Haag's Inc.	Spencer,
John's Auto	Aplington	Council Bluffs, Des Moines, Sioux Falls	
Kabele Truck & Auto Parts	Spirit Lake	Van Gorp Used Cars, Inc.	Oskaloosa
Lems Auto Recyclers	Doon	Van Horn Auto Parts	Mason City
Lyle's Auto Salvage	Oto	Walker Auto Salvage, Inc.	Waverly
Mid State Truck & Auto	Pleasantville	Waterloo Auto Parts, Inc.	Waterloo
Midwest Auto Parts, Inc.	Waterloo	West Edge Auto Salvage	Independence
North End Auto Wrecking	Dubuque	Wrench 'N Go	Des Moines

# IAR NEWS



## Why Should You Join Iowa Automotive Recyclers?

**NEWSLETTER** - The Iowa Automotive Recyclers News, *free to all members*, is mailed out six times a year. The newsletter will keep you up-to-date on IAR members, events, current legislation, business and market conditions, industry related news, announcements, advertisements and more.

**IAR WHO'S WHO MEMBERSHIP DIRECTORY** - A listing of all IAR members, which is distributed annually to members, insurance adjusters, body and mechanical shops, and state legislators. *FREE LISTING to IAR members!*

**ANNUAL MEETING** - *Free to all members.* Every August, IAR members and their families meet to choose future leadership in the organization, attend educational sessions, exchange ideas and information, meet and socialize with others in the industry and have fun!

**GREATER MIDWEST AUTOMOTIVE RECYCLERS EXPOSITION** - Recyclers from Iowa, Nebraska and Kansas gather for a trade show, to hear from industry leaders, for educational presentations, and to become better acquainted with members of the other states' organizations.

**LEGISLATIVE REPRESENTATION** - IAR retains a lobbyist who monitors the state legislature for actions which affect IAR members.

**WEB SITE** - [www.iowaautorecyclers.com](http://www.iowaautorecyclers.com) - An information source for recyclers, body and repair shops, and retail customers. Our Members Page contains complete contact information and web site links to all IAR members - *FREE!*

**MEMBERSHIP PLAQUE** - All IAR members are provided with a plaque denoting membership in IAR, for daily display in their place of business.

**IMPROVED PUBLIC AWARENESS AND RESPECT** - By working together, IAR members promote awareness of the advantages of recycling.

**MEMBER OF AUTOMOTIVE RECYCLERS ASSOCIATION** - IAR is an affiliate of the international Automotive Recyclers Association and receives valuable information and alerts - which are passed on to IAR members.

**BOARD MEETINGS** - The IAR Board of Directors meet at least quarterly to make sure your association is running smoothly and to deal with issues affecting the association.

# IAR NEWS



## Iowa Automotive Recyclers Application for Membership

Company Name \_\_\_\_\_

Contact Person & Title (Name in directory) \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax \_\_\_\_\_

Toll Free: \_\_\_\_\_

E-mail: \_\_\_\_\_

Web Site: \_\_\_\_\_

Recyclers License # (If applicable): \_\_\_\_\_

Dealers License # (If applicable): \_\_\_\_\_

### ENCLOSED IS MY IAR MEMBERSHIP CHECK:

- \$250.00 Regular Membership**  
(businesses which dismantle and sell used parts)
- \$150.00 Associate Membership**  
(suppliers to the industry and out-of-state dismantlers)

*Rates are based on annual membership.  
Membership subject to approval of IAR Board.*

Signature: \_\_\_\_\_

**Please return this form with your membership check to:  
Iowa Automotive Recyclers, P.O. Box 628, Oskaloosa, IA 52577**

# IAR NEWS

## 2007 ARA Convention Recap

By Kelly Salseg

This year the ARA held its 64th Annual Convention & Exposition in Orlando, Florida from September 26 – 29. Held at the beautiful Caribe Royale Orlando All Suites Resort and Convention Center, it was a very well attended conference with ARA reporting numbers at approximately 825. The trade show was one of the best I've seen, with a large number of vendors and an extremely high energy level throughout.

The event began Wednesday morning with an Affiliate Chapters Meeting. ARA held brief informational meetings on their committee work throughout that afternoon.

Thursday is the day that things kicked into full gear. The first meeting of the day was the Annual Membership & Board of Directors meeting. Throughout Thursday, Friday and Saturday, ARA offered the opportunity to attend several workshops such as Marketing & Advertising for Self-Service Yards, ARA University, Cashing in on Cores, a Facility Design & Yard Picture Presentation, EPA Issues forum, and various Yard Management Systems Seminars, to name just a few. There were also presentations by great speakers such as Dan Risely with the Society of Collision Repair Specialists, and the keynote address by Tom Bradley, President and CEO of Zurich Financial Services Group.

The Trade Show, featuring more than 80 vendors opened Thursday evening and ran from 5 – 9 p.m., Friday from 12 – 4 p.m., and Saturday from

11 a.m. – 3 p.m. It was a great opportunity to put a face to many of the vendors that we deal with on a daily basis and to meet new vendors for the first time.

In the evening there were also activities to attend. Wednesday evening a Membership Reception, Thursday evening a Past Presidents Reception and the Opening of the Trade Show, Friday evening a Yard Tour and BBQ hosted by U-Pull-&-Pay in Orlando, and Saturday evening the Annual Network Dinner & Awards Ceremony.

One of the greatest things about these conventions are the opportunities they afford you to meet others in the industry on an informal basis, whether it's grabbing a quick drink in the bar, lounging around the pool, meeting for dinner, or a casual conversation between seminars. I never come away without feeling that I've made new friends and gratified by what a superb group of individuals work in this industry.

Next year the ARA convention will be held in Kansas City, Missouri, October 22 – 25, 2008. If you haven't attended an ARA convention before, seriously think about attending next October, and if you have attended one before – I'm sure I'll see you there!

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willing heart."*

*John Heywood  
Attitude is Everything*

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# IAR/INDUSTRY NEWS

## Scrap Commodities Market Report NOVEMBER 2007

### Approximate Pricing

Crushed Cars	155.00 NT
Prepared Iron	170.00 NT
Motor Blocks	165.00 NT
Aluminum Rims	0.80/LB
Aluminum Condensers	0.65/LB
Copper Radiators	1.40/LB
Aluminum Case Transmissions	0.13/LB
Dirty Aluminum	0.20/LB
Batteries	0.08/LB
Lead Wheel Weights	0.25/LB

\*This Report is for the sole purpose of informing members of current metal market activity.

\*\*For more accurate and current pricing call your scrap metal vendor.

## Mercury Switch Recovery Update

Iowa currently has 357 facilities participating in the National Vehicle Mercury Switch Recovery Program. As of September 1, 2007, Iowa has collected 4,653 switches (10.24 pounds of mercury).

End of Life Vehicle Solutions Corporation (ELVS) manages the Iowa Mercury Recovery Program. They will provide vehicle recyclers with collection buckets and pay the costs of transportation, resorting/recycling or disposal of elemental mercury from the automotive switches. ELVS also has available educational materials to promote vehicle recycling and proper management of mercury switches.

If you are not currently participating in this program, but would like more information, please contact Kelly Salseg at (612) 782-8786 or [kssalseg@bitstream.net](mailto:kssalseg@bitstream.net) or Mary Bills at [gswitch@twmi.rr.com](mailto:gswitch@twmi.rr.com).

## ARA Introduces Stricter Standards

The Automotive Recyclers Association recently added stricter guidelines to its CAR and Gold Seal programs.

Both programs include a set of standards for general business practices and environmental and safety issues.

The CAR Program added to its guidelines a requirement that members participate in the National Vehicle Mercury Switch Removal Program. CAR facilities are charged with locating, removing, and safely disposing of the toxic material.

The Gold Seal Program, available only to qualifying members, is a unique program focused on customer service satisfaction. Additions to the Gold Seal Program standards include the institution of a minimum composite Customer Service Index score, minimum warranties on mechanical parts, the mandatory use of the ARA Parts Grading system, and the disclosure of the Gold Seal Customer Complaint Hotline number on all part tags.

*Reprinted with permission of ARA.*

# INDUSTRY NEWS

## Cars' Catalytic Converters Hot Items for Scrap Thieves

In an ever-changing world of late-night auto parts theft, the catalytic converter – or maybe just some of its metal – is now a prized commodity and increasingly a target for thieves.

Steve Stoermer, a manager of the Midas auto shop at Southridge Mall in Des Moines, said: "It's becoming common now. I've replaced about five of them that were stolen. It's getting to be a big deal, and I think it's going to get worse."

Des Moines police have tracked copper and aluminum thefts for nearly two years, ever since the price of scrap metals began to climb. Copper pipe and wiring has been ripped out of new housing and taken from unoccupied structures. Markers have been stolen from cemeteries and Des Moines

police have even investigated the theft of bleacher seats.

Catalytic converters reduce toxicity of emissions from engines. The converters also contain several metals that have risen in price in the last year because of shortages.

In Rockford, Ill., where converter theft has happened frequently in the last year, Police Sgt. Russ Nelson said the converters "have some valuable metal in them, and I think they were getting more for scrap than just copper."

The metals of greatest value in a catalytic converter could be platinum, palladium and rhodium, said Wayne Borean of N.E.T.T. Technologies Inc. of Mississauga, Ontario. Converters may use a

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# INDUSTRY NEWS

combination of two of those metals. Borean said, however, that they are commonly in small amounts, and likely would not be worth much more than \$170, if that much.

The Bidwell Riverside Center in Des Moines still is trying to squeeze a few precious dollars out of its insurance company following the theft of a catalytic converter from its truck.

"Apparently these things depreciate over time," said Sammy Palmer, an employee of the nonprofit early childhood development center and part of the Des Moines Area Religious Council food pantry. She learned replacement of a catalytic converter on the center's truck would cost nearly \$3,000. So far Bidwell Riverside, 1203 E. Hartford Ave., has received only \$624 from its insurance company; the rest will have to come out of the budget.

Jed Hampton, a manager with U-Haul in Des Moines, said catalytic converters were stolen from two U-Haul vans parked on Second Avenue earlier this year. Police said the thieves took exhaust pipes and mufflers, too.

Such thefts have not cropped up in West Des Moines or Urbandale, according to police there. But thefts of catalytic converters have been reported this year across much of Illinois.

Sgt. Nelson of the Rockford, Ill., police said, "Our tactical teams staked out some auto repair dealerships and got some arrests, and it dropped off after that."

He said thieves were visiting repair shops in commercial districts, where the chances of being discovered were less than in residential areas, and

crawling under vehicles awaiting repair. The converters were taken off in just a few minutes with a reciprocating saw.

Theft of catalytic converters is also last year's news in Kansas City, Mo. This year thieves have moved on to stealing copper from large air conditioning systems.

Des Moines police cannot say how many converters have been stolen in the city this year, but a new city ordinance may help reduce the number of thefts.

"We just had the last reading of a new city salvage ordinance, and I think that is going to help," said Des Moines Police Lt. Mark Morgan. Police have been meeting with salvage dealers to help iron out the ordinance which now requires more information about people selling junk and scrap metal.

Reporter Tom Alex can be reached at (515) 284-8088 or [talex@dmreg.com](mailto:talex@dmreg.com)

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there are ways that lead  
to everything."**

**Francois de La Rochefoucauld**  
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# INDUSTRY NEWS

## Alter Metal Recycling Introduces New Payment Method

Thursday, September 6, 2007

Alter Metal Recycling is introducing a new method for suppliers to be paid for their metals.

Starting this month, Alter is introducing an Alter Cash Card Program at each of its locations. The program will run through the end of this year.

By opting to receive payment through the single load or reloadable Alter Visa® Prepaid Card, customers are given the convenience of a card that is accepted in many retail establishments.

Subject to certain limitations, suppliers will have two options—they can go online and sign up for a reloadable Alter Visa Prepaid Card, usable with every sale of scrap metal to Alter, or they can choose a single load Alter Visa Prepaid Card as payment.

When suppliers bring in their metal, the value of the scrap is loaded onto an Alter Visa Prepaid Card and is immediately available for use. It can then be cashed out at any of Alter's on-site ATMs, taken to another ATM, or spent like cash.

For more information on the new Alter Cash Card Program, visit [www.altermet-alrecycling.com](http://www.altermet-alrecycling.com).

Alter Metal Recycling also announced that it has merged its two Des Moines, Iowa,

locations into one site. The new site will be located at 1801 E. Euclid Ave. The site will have oper-

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## INDUSTRY NEWS

ations for both ferrous and nonferrous metals.

Recently, Alter purchased the Namasco Steel building and 14 acres of land adjacent to the Euclid location, increasing the size of the facility. The expanded facility has two separate entrances: one for ferrous metal recycling and one for non-ferrous metal recycling.

Founded in 1898, Alter Trading, founded in 1898, is a privately owned, fourth-generation company. The company operates 30 metal recycling facilities and seven trading offices in nine states as well as a representative sales office in Shanghai, China.

*Reprinted with permission of Recycling Today.*

### “Junk Jackpot”

**Portland Business Journal (OR) (08/20/07) Kish, Matthew**

Despite recent market volatility, scrap metal recyclers continue to post satisfactory profits, and some analysts foresee consolidation in the market. In Portland, Ore., three national firms alone have seen sales rise significantly, including Schnitzer Steel Industries. Schnitzer, which posted record third-quarter sales of \$709 million in July, said that although metal prices may have dropped a bit, they are still above previous selling prices. The higher metal prices allowed Schnitzer to invest \$166 million in capital projects, acquisitions, and share repurchases since the beginning of its fiscal year,

and other scrap metal firms are likely to complete similar deals. Schnitzer CEO John Carter says, “There are plenty of opportunities for acquisitions.” Meanwhile, analysts note that scrap metal firms could become takeover targets for other companies and private equity groups, though some critics caution the markets are too volatile for takeovers and the current strength of the industry makes many acquisitions cost-prohibitive.

*Reprinted with permission of Information Inc./Scrap Magazine*

## Justice Department to Seek Monthly Report from Auto Recyclers

After 15 years, the Criminal Division of the U.S. Federal Bureau of Investigations (FBI) is on the verge of issuing regulations to implement the National Motor Vehicle Title Information System (NMVTIS). As required by the 1992 statute, 49 U.S.C. section 30504(a), the regulation will direct automotive recyclers, [junk yards] and [salvage yards], operators and insurance carriers to file monthly reports with the operator of the NMVTIS concerning the vehicles in their possession.

ARA has held several discussions with FBI officials over the past couple of months. While it is still unclear what information will be required, the Association will work with the Agency to minimize any difficulties in providing this information required by the statute to law enforcement. ARA will provide additional details as they become available.

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## INDUSTRY NEWS

### Minnesota Firm Buys Carlisle Rubber Recycler

Welch Products Inc. of Carlisle, a maker of products from recycled rubber, has been purchased by GreenMan Technologies of Savage, Minn.

Welch Products, which produces playground safety tiles and roadside anti-vegetation products, employs 17 people, and has annual revenues of about \$3.5 million.

The deal was structured as a share exchange in which 100 percent of Welch common stock will be exchanged for 8 million shares of GreenMan stock, a GreenMan statement said.

GreenMan shares were trading at about 37 cents Tuesday, making 8 million shares worth about \$3 million.

Welch was owned by about 30 investors, including the company’s top managers.

GreenMan recycles about 12 million scrap tires a year and operates a 17-employee recycling center in Des Moines.

The company’s total employment is about 80. Annual revenues are about \$19 million.

Reporter William Ryberg can be reached at (515) 284-8104 or bryberg@dmreg.com

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### Healthy Workforce Act of 2007 Offers Significant Tax Credit

On July 9th, Senator Tom Harkin (D-IA) introduced the Healthy Workforce Act of 2007. This legislation would provide tax incentives to businesses, particularly small and medium sized employers, that provide opportunities for their employees to lead healthier lives and prevent chronic illnesses. According to the Healthy Workforce Act, companies that spend \$400 per employee on comprehensive wellness plans would receive a tax credit of up to \$200 per employee for the first 200 employees and up to \$100 per employee thereafter.

The types of employee wellness programs eligible for the tax credit must include three of the four following provisions: health awareness programs, behavioral change programs, an employee engagement committee, and an environment to encourage employee participation, including offering incentives such as lower health insurance premiums.

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**Samuel Johnson**  
*Attitude is Everything*



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