



# The Iowa Automotive Recyclers NEWS

DECEMBER 2009/JANUARY 2010

## IAR Associate Member Profile Trissel Graham & Toole

In business since 1896, Trissel Graham & Toole is a closely held corporation employing a staff of over 100 insurance professionals with an emphasis on education and risk reduction services. Unlike many insurance agencies, whose staff are “general practitioners”, at Trissel Graham & Toole they have individuals who specialize in areas such as auto salvage, manufacturing, municipalities, health care, contractors, contract bonding, financial institutions, river marine, life insurance, employee benefits and disability income.



Trissel Graham & Toole offers their clients in-house risk consulting, human resource consulting and experienced claims adjusters to assist in case management. Their markets include many national and regional carriers, as well as a vast array of specialty carriers. Significant profitable premium volume with many carriers gives them their respect and attention.

Says Tracy Jones, Trissel Graham & Toole Vice President, “We provide nothing less than the right coverage. We understand the importance of price. And we are dedicated to providing superior service. It’s our job to maintain the proper balance among all three. Since 1896, the success of Trissel Graham & Toole is

proof of our adherence to these goals.”

When asked about special services that Trissel Graham & Toole provides, Jones provided the following information.

- We have an exclusive insurance program especially designed for Auto Salvage and Auto Dismantlers. This program provides coverage from one insurance carrier.
- We provide our clients excellent claims advocacy by employing claims professionals within our agency to help assist with any claim our customer may have.
- We provide Human Resource consulting where a client can access HR assistance with difficult issues such as employee hiring procedures or termination procedures, performance review assistance and policy creation or updating.
- We provide Safety consulting, OSHA guideline reviews, and general assistance with difficult situations that arise from safety issues.
- We focus on helping our clients drive profitability for their business.

Trissel Graham & Toole offers a total risk reduction approach. This is achieved by learning about the clients business, taking interest in the needs and desires of the client and then designing a total risk

*TGT continued on page 11...*

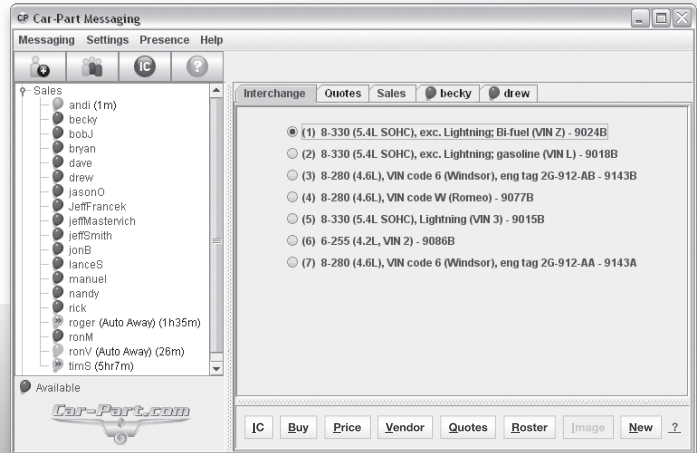
**NEW!**

Car-Part  
Messaging



## Buy & Sell Recycled Parts

- Interchange built in
- Locate Parts from 3600 recyclers
- Find Aftermarket Parts
- Wheel Images
- Auto Match requests with your parts.
- Real Time Communication
- Management system not required



**\$99/mo \$99 set up** (2 users)

<http://products.Car-Part.com>  
859-344-1925

*Looking to make \$  
in tough times?*



Join Car-Part.com where buyers  
are looking up parts  
**100 million times a year!**



**\$105/month**

859-344-1925

Products.Car-Part.com



**THE  
IOWA  
RECYCLER  
NEWS**

*The Iowa Recycler* is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, it's officers, directors, staff, members or it's Publisher. Statements of fact and opinion are the responsibility of the author alone.

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to the Executive Director, Kelly Lynch-Salseg. Articles may be edited for length.

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.

Advertising rates: Contact Publisher for Advertising.

## Executive Director

**Kelly Lynch-Salseg**

3333 Skycroft Circle  
Minneapolis, MN 55418  
Phone: 515-943-3516

Email: [iowaautorecyclers@bitstream.net](mailto:iowaautorecyclers@bitstream.net)

## Lobbyist

**James Piazza, Jr.**

Atty at Law  
2415 Ingersoll Avenue  
Des Moines, IA 50312  
Phone: 515-243-2080  
Fax: 515-288-9477

Email: [JamesPiazzaJr@hotmail.com](mailto:JamesPiazzaJr@hotmail.com)

## Newsletter Publisher

IAR retains the services of  
**R. J. McClellan Inc.**

Call any staff member,

Monday through Friday, 9 a.m. – 4 p.m.

Phone 651-458-0089 Toll Free 877-525-4589  
Fax 651-458-0125 E-mail: [newsletters@rjmc.com](mailto:newsletters@rjmc.com)  
Ron McClellan President, Advertising Sales  
Sheila Cain Vice President, Layout and Design

## IAR's 2010 Board of Directors

**Mike Waterbury, President**

Sandhill Auto Salvage  
1981 Hwy. E64  
Tama, IA 52339  
Phone: 641-484-2057  
Fax: 641-484-5555  
Email:  
[parts@sandhillautosalvage.com](mailto:parts@sandhillautosalvage.com)

**Brent Nugent, Vice President**

Nugent Auto Sales, Inc.  
115 South Clark  
Maquoketa, IA 52060  
Phone: 563-652-2231  
Email: [brent@nugentautos.com](mailto:brent@nugentautos.com)

**Jeff Smid, Secretary**

Jeff Smid Auto, Inc.  
10330 Hwy. 65  
Iowa Falls, IA 50126  
Phone: 641-648-2375  
Toll Free: 800-528-3147  
Fax: 641-648-2445  
Email: [jeffsmid@yahoo.com](mailto:jeffsmid@yahoo.com)

**Joel McCaw, Treasurer**

Ace Auto Recyclers, Inc.  
2752 S. Riverside Drive  
Iowa City, IA 52246  
Phone: 319-338-7828  
Toll Free: 800-223-2886  
Fax: 319-337-3234  
Email: [parts@aceautorecyclers.com](mailto:parts@aceautorecyclers.com)

**Mike Swift, Immediate Past President**

Trail's End Auto & Truck Salvage  
1600 N.E. 44th Avenue  
Des Moines, IA 50313  
Phone: 515-265-5696  
Toll Free: 800-717-6505  
Fax: 515-265-0817  
Email: [mike@trailsendauto.com](mailto:mike@trailsendauto.com)

**Tracy Hurst**

Hurst Salvage  
4019 4th Ave. West  
Spencer, IA 51301  
Phone: 712-262-3011  
Email: [hsalvage@ncn.net](mailto:hsalvage@ncn.net)

**Jodi Kunde**

North End Auto Wrecking  
55 W. 32nd Street  
Dubuque, IA 52001  
Phone: 563-556-0044  
Fax: 563-556-5097  
Email: [NorthendWrecking@aol.com](mailto:NorthendWrecking@aol.com)

**Eric Piper**

Spilman Auto Parts, Inc.  
20311 Old Highway 2  
P.O. Box 31  
Bloomfield, IA 52537  
Phone: 641-664-2463  
Fax: 641-664-2477  
Email: [eric@spilmanauto.com](mailto:eric@spilmanauto.com)

**Tom Snyder**

Snyder's Auto Body  
1526 E. Washington Street  
Clarinda, IA 51632  
Phone: 712-542-5316  
Fax: 712-542-6002  
Email: [snyder@iowatelecom.net](mailto:snyder@iowatelecom.net)

**Andy Wilkens**

Wilken & Sons, Inc.  
1157 – 275th Street  
Nashua, IA 50658  
Phone: 641-435-4077  
Cell: 319-215-0146  
Fax: 641-435-2515  
Email: [wilkenauto@yahoo.com](mailto:wilkenauto@yahoo.com)

**Dave Wood**

Van Gorp Used Cars, Inc.  
2696 Hwy. 63 S.  
P.O. Box 1007  
Oskaloosa, IA 52577  
Phone: 641-673-8459  
Fax: 641-673-0450  
Email: [parts@vangorpia.com](mailto:parts@vangorpia.com)

Visit our website  
[www.iowaautorecyclers.com](http://www.iowaautorecyclers.com)

# Iowa Automotive Recyclers Teleconference Board Meeting

September 9, 2009 10:00 A.M.

President Mike Swift called the meeting to order at 10:06 a.m. Members present were: Mike Swift, Kelly Salseg, Mike Waterbury, Scott Frank, David Hesmer, Jodi Kunde, Tom Snyder, Tim Smith, Eric Piper, Brent Nugent, Dave Wood, Tracy Hurst and Jeff Smid.

**NEW MEMBERSHIP:** Kelly asked for a vote on three new Associate Members: Full-Line Core (IN), E Z Crusher (MN) and David Ruberg Repair Service (MN). Scott made a motion to accept these memberships with a second from David; motion carried.

Kelly reported on the total membership: 61 Direct Members and 36 Associate Members.

**FALL OUTING:** Kelly said the registration materials have been sent. She urged everyone to make their motel reservations as soon as possible and get their registrations into her. She also stated the sponsorship money, which adds up to \$4300 to date, is coming along well. Kelly said the amounts aren't as

high as last year's but there are more businesses sponsoring so the volume has made up for the lower amounts. She hopes to get enough to cover the expenses, which will be around the \$4500 mark.

David H., Scott and Kelly will have a conference call to get the golf outing organized. Kelly will get that call set up soon. Mike S. said he has ordered the towels, tees and ball markers.

**OTHER BUSINESS:** Mike S. informed the board that Jim Piazza's contract would be due soon. It was decided that the Legislative Committee would have a conference call to discuss the contract then report to the board, hopefully in time to get Jim to sign a new contract at the Fall Outing.

David H. made a motion to adjourn; Brent seconded it; motion carried. The meeting was adjourned at 10:20 a.m.

Respectfully submitted,  
Jeff Smid, Secretary

## Scrap Commodities Market Report October 2009

### Approximate Pricing

Crushed Cars	145.00 NT	Copper Radiators	1.10/LB
Prepared Iron	200.00 NT	Aluminum Case Transmissions	0.10/LB
Motor Blocks	110.00 NT	Dirty Aluminum	0.12/LB
Aluminum Rims	0.50/LB	Batteries	0.12/LB
Aluminum Condensers	0.45/LB	Lead Wheel Weights	0.23/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.

# Iowa Automotive Recyclers Board Meeting

Friday, October 16, 2009 4:00 P.M.  
Raleigh Hills Country Club – Ionia, IA

President Mike Swift called the meeting to order at 4:30 p.m. Members present were: Mike Swift, Kelly Salseg, Mike Waterbury, Tracy Hurst, Joel McCaw, Eric Piper, Dave Wood, Jodi Kunde, Brent Nugent, Tim Smith, Tom Snyder, Scott Frank and Jeff Smid.

Also present: Jim Piazza, Judy Wilson and Sue Schauls.

**MINUTES:** The minutes were distributed and read silently by the board members present. Jodi made a motion to accept the minutes as written with a 2nd from Tracy; motion carried.

**PAC REPORT:** Jodi reported the balance of the PAC fund as of September 30, 2009. Brent made a motion to accept the PAC report. Mike W. seconded the motion; motion carried.

**LEGISLATIVE REPORT:** Jim Piazza began with a thank you to the board and stated that the last year has been a successful year. Our legislation was brought in front of a lot of people and got moved but didn't get to where we want it yet. It did have support from the DOT, Attorney General and the DNR so now we need to get it pushed forward. With a year of financial setbacks, Jim said the session this year will most likely be shorter. We will need more funds and need everyone to keep calling their legislators. Jim said he gets a number of calls from legislators because of the calls they have received. He advised us to make contributions to those people and get out to talk to them so that we develop relationships with our legislators. It's time to make a stance for the industry, Jim emphasized. Sue Schauls brought up the idea of trying to get a new 2-year environmental program at the community colleges in Iowa to develop "green collar" jobs within the industry. Mike S. said

he has contacted DMACC and they seemed excited about a new program like that.

**ENVIRONMENTAL REPORT:** Sue Schauls distributed her I-CARE 2009 Annual Report which is basically a reporting tool from the IAR to the ARA. She also discussed her safety subscription/training program, hazardous waste program and the use of her website.

Judy Wilson from the IADA talked a short time about a new subscriber program for legal counsel that Jim Piazza will get to make use of on our behalf soon. Judy said she is looking forward to working with the board on legislation and invited us to their convention in March.

**FINANCIAL REPORT:** Joel distributed the financial reports and reviewed them with the board. Tom made a motion to approve the financial report with a 2nd from Dave W.; motion carried. Joel then reviewed the year-to-date report. Brent made a motion to approve this report; Tracy seconded it and the motion carried.

**EXECUTIVE DIRECTOR'S REPORT:** Kelly asked for a vote on a new associate member, Integrated Recycling Technologies. Jeff made a motion to accept them with a second from Tim; motion carried.

There was some discussion on filling the empty board seat but currently there is not a candidate. It was decided to have a conference call soon to fill that seat.

**NEWSLETTER/WEBSITE:** There was nothing to report.

**SCHOLARSHIP COMMITTEE:** Jodi said the four scholarship checks were mailed as approved to do so earlier.

## ASSOCIATION NEWS

## The Iowa Automotive Recyclers News

**CMARC 2010:** Mike S. said he has talked to several vendors and they are all excited about the convention. He has been talking to the other states, too, and will continue to work on their attendance to CMARC.

**FALL OUTING:** Kelly reported there were 75 registered attendees at the outing. The sponsorship money should cover the expenses with some left.

She also asked the board members to thank the Raleigh Hills Country Club for the work they've done and their hospitality. Kelly said the golf outing is set to go Saturday at 9:00 a.m.

**OLD BUSINESS:** None was brought forward at this time.

**NEW BUSINESS:** It was brought to the board's attention that Sue Schauls should be reimbursed for her expenses paid to attend the national convention. Jeff made a motion to pay these expenses; Tom seconded the motion; motion carried. In the future Sue will give the board advanced notice of her costs to the convention and we can vote on it at that time so she knows before she goes. The next one will be held in Austin, TX.

The next board meeting will be called by Mike Waterbury so he will contact the board members of this teleconference call.

There was a motion by Jeff to adjourn with a second from Brent. The meeting was adjourned at 6:10 p.m.

Respectfully submitted,  
Jeff Smid, Secretary

*"Bite off more  
than you  
can chew,  
then chew it.  
Plan more than  
you can do,  
then do it."*

# TRAIL'S END

## Auto and Truck Salvage



*The best value. The best price. The best service.  
When you need quality used auto & truck parts,  
look no further than Trails End.*

Phone: 515-265-5696

**Toll Free: 800-717-6505**

Fax: 515-265-0817

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

**Mike Swift • Steve Swift**

1600 NE 44th Avenue • Des Moines, IA 50313

## The President's Pitch

By Mike Waterbury  
Sandhill Auto Salvage, Tama

I would like to welcome all members and associate members to the Iowa Automotive Recyclers Association. I am new to the position of president but no stranger to the board of the association and the issues that exist. After serving on the board for the last nine years I hope to continue the progress the association has made and move forward to solve future issues of the industry. We also have a new board member to fill Brent Nugent's position on the board. I would like to congratulate our newly elected board of director Andy Wilken. I would like to thank Brad Osborn and Mike Davidson for considering the position on the board.

We will continue to move forward with our legislative schedule. Jim Piazza strongly encourages all of us to remain in contact with our legislative representatives. He also spoke at the Fall Outing Saturday night banquet on how important it is to keep contributing to our PAC fund. It will soon be time for us to be back at the state house pushing for our cause. Currently, there is action at the federal level for an amendment to the cash for clunkers bill. This amendment would consist of having one year rather than six months for disposal of the vehicle.

We continue to work on putting together the Central Midwest Auto Recyclers Convention (CMARC). The dates for this convention & trade show are April 30 & May 1, 2010 and will be taking place at the Iowa State Fair grounds in the Varied Industries Building. There will be more information in the up coming months on this.

Sue Schauls continues to work on I-Care certification with fellow recyclers. She is working her way through members and if she hasn't gotten to you, she will in the future. We are very fortunate to have her assist with our association. I believe this program will become a model for the rest of the country in the

future.

I would like to thank Mike Swift for all the time, effort, and energy he has put into this association while president. He has worked very hard at fighting for our cause and recognition. I would like to thank Wilken and Sons for hosting the fall outing and making it a success. Golfing in layers of clothing and winter gloves only made the sport more challenging, I believe it was a good time had by all. I would like to extend my thank you to all of those who attended and contributed to the auction and making it a success. We were also fortunate to have the Department of Transportation chair, Brian Quirk at the fall outing and to speak at Saturday nights dinner. I believe he gained an understanding of our association, the industry, and the bill we tried to pass last year. Judy Wilson, the director from IIADA, donated a poem she had written for the auction to assist in contributing to our PAC fund. I would also like to thank Pat Williams with Alter Metal Recycling for his generosity in contributing his share of the 50/50 to the IAR.

May a happy harvest bring us deer running with vehicles to fix and many parts to sell.



# From the Executive Director's Desk Annual Meeting & Fall Outing A Real Hit

By Kelly Lynch-Salseg

The Iowa Automotive Recyclers held our Annual Meeting and Fall Outing this past October 16 & 17 in Ionia, Iowa, at the Raleigh Hills Country Club. Hate to report to those of you that couldn't join us – but you missed a great event! The facilities, food and hospitality at Raleigh Hills were second to none!

The weekend activities kicked off on Friday afternoon at Raleigh Hills Country Club with a 4 p.m. IAR board meeting. Following the board meeting was a Welcome Reception with great food and even better company.

Saturday activities began bright and early back at Raleigh Hills for the Golf Outing. Although the morning was quite chilly and we got started about 30 minutes later than hoped for (had to give the frost some time to thaw off the course) all 50 golfers bundled up, headed out, swung away and had a great time. We were very pleased to have special guests Brian Quirk (Iowa State Representative/District 15), James Piazza Jr. (IAR Lobbyist) and Judy Wilson (IIADA Executive Director) in attendance on Saturday as well.

After golf our guests enjoyed lunch and prizes for the golf tournament were awarded. "Team One" made up of Brian Quirk, James Piazza Jr., Judy Wilson & Dave Hesmer (Action Auto Parts) won the competition with lowest score; Brian Quirk won longest putt; Dave Sanford (Sar-Part.com) won men's longest drive and Jo Johnson (Wheeler's) won women's longest drive; and Tom Losee (Swift Auto Salvage) won closest to the pin.

Following lunch Bob Hoffmann of Quality Replacement Parts and Sue Schauls, IAR I-Care Manager, gave educational presentations and training that were very well attended.

Late afternoon brought us to the yard tour at Wilken & Sons, Inc. in Nashua, Iowa – just a short drive from Raleigh Hills. The tour was very interesting and it was exciting to see the many renovations the Wilken's have underway at their yard.

Saturday evening's activities began at 6 p.m. back at Raleigh Hills Country Club, where we enjoyed a fantastic meal and the swearing in of the 2010 IAR board officers and members. Mike Waterbury (Sandhill Auto Salvage – Tama) was sworn in as the new IAR Board President, Brent Nugent (Nugent Auto Sales, Inc. – Maquoketa) was sworn in as the new Vice President. Mike Swift (Trail's End Auto & Truck Salvage – Des Moines) having finished his term as IAR Board President, now is the Immediate Past President.

We were also lucky to have the opportunity to hear some great speakers such as Mike Swift, Brian Quirk, David Hesmer & James Piazza Jr.

The end of the evening brought the Live Auction.

## LINCOLN SAVINGS BANK LSB FINANCIAL PETERSEN-HILL INSURANCE

219 Main Street • Cedar Falls, IA 50613  
Phone: (319) 268-4242 • Fax: (319) 268-4211  
Toll-free: (866) 907-4242 • Cell: (319) 240-2428  
Email: PeteH@MyLSB.com

- BANKING
- INSURANCE
- INVESTMENTS
- TRUST
- REAL ESTATE



**PETE HILL**  
VICE PRESIDENT  
COMMERCIAL INSURANCE

[WWW.MYLSB.COM](http://WWW.MYLSB.COM)



One of the highlights of the whole weekend was during the auction when Judy Wilson (IIADA) read an original poem she composed especially for the weekend – which was later auctioned off for \$1,000! A huge thank you to Judy and to all of the individuals and companies that donated items to the auction.

IAR would also like to extend a very special thank you to Pat Williams of Alter Metal Recycling. IAR held a 50-50 raffle (selling raffle tickets with the final pot being split between the winner and IAR). IAR was able to raise \$1670 through the 50-50, and Pat Williams was the lucky winner. We were sincerely touched and grateful when Pat donated his half back to the IAR association. Thank you Pat!

All in all it was just a terrific weekend! A very special thanks to Jackie, Andy, Sherry & Sara Wilken for their very warm and gracious hospitality and to all of those who took time out of their busy schedules to join us that weekend.

## **THANK YOU TO OUR SPONSORS**

**Alter Metal Recycling**  
**Behr Mason City, LLC**  
**Car-Part.com**  
**IIADA**  
**LSB Financial/Petersen-Hill Insurance**  
**Metro Salvage Pool**  
**Nugent Auto Sales, inc.**  
**Pat's Auto Salvage**  
**Sioux City Compressed Steel**  
**QCSA Auto Auction**  
**QRP of Wisconsin**  
**Sandhill Auto Salvage**  
**Spilman Auto Parts, Inc.**  
**Swift's Auto Salvage, Inc.**  
**Trail's End Auto & Truck Salvage**  
**Trissel Graham & Toole**  
**Unishippers**  
**Vander Haag's inc.**  
**Waterloo Auto Parts**  
**Wheeler's Autobody Supply**

## **WELCOME TO IAR'S NEW ASSOCIATE MEMBERS**

### **David Ruberg Repair Service**

123 West Sarnia

Winona, MN 55987

Contact: David Ruberg, Owner

Phone: 507-429-4489

E-mail: digital\_guy1@charter.net

Web: www.speedometerrepairguy.com

### **E Z Crusher**

890 Norway Drive

Annandale, MN 55302

Contact: Jim Adams

Phone: 320-274-3594

Fax: 320-274-3859

E-mail: Jima@ezcrusher.com

### **Full-Line Core**

611 N. Park Drive

Edinburgh, IN 46124

Contact: William H. Bowker, Jr.

Phone: 812-447-0746

### **Integrated Recycling Technologies**

9696 Fallon Avenue

Monticello, MN 55362

Contact: Gordon Simle

Phone: 763-295-6992

Toll Free: 877-892-9194

Fax: 763-295-6982

Email: Gordon@irtmn.com

Web: www.irtmn.com

# Iowa Automotive Recyclers Annual Meeting & Fall Outing



...TGT continued from cover

management program which not only affects the clients' bottom line but also addresses the way their client does business into the future.

Trissel Graham & Toole has offices in 4 states across the nation: Iowa, Illinois, California and Minnesota. States Jones, "We would like to get to know IAR and its members while in turn allowing IAR to get to know us a bit better. We are new to the membership, not new to the Auto Dismantling business, and we would like to know what we can do for the organization and the members. We would like to do what it takes to be considered the "go-to" insurance people for Iowa Auto Dismantlers. We are all about assisting our clients reduce their cost of doing business. We offer an Exclusive Auto Dismantler insurance program designed to fit the needs of the

Auto Dismantler.

We would appreciate the opportunity to meet with your members to best provide the type of Property and Casualty Insurance they require and deserve."

Trissel Graham & Toole contact information:

Tracy Jones, Vice President  
86 Mahtomedi Avenue #100  
Mahtomedi, MN 55110  
Phone 651-379-4641  
Toll Free 866-711-4641  
Fax 651-379-4644  
Email [tjones@tgt-insurance.com](mailto:tjones@tgt-insurance.com)  
Web [www.tgtinsurance.com](http://www.tgtinsurance.com)

*"To change your attitude  
is to change your life."*

## Insurance for Auto Recyclers

Tracy Jones  
Vice President

Trissel Graham & Toole  
86 Mahtomedi Ave  
Mahtomedi, MN 55115

Phone: 866-711-4641

Fax: 651--379-4644

E-mail: [tjones@tgt-insurance.com](mailto:tjones@tgt-insurance.com)  
[www.tgtinsurance.com](http://www.tgtinsurance.com)

- Now is the right time to review your Liability and Work Comp coverage
- Coverage designed for Auto Recyclers - All Lines including Workers Compensation
- Program with 18 years of Success!!
- Local, Long-Term Agents
- Responsive, Respectful Service
- Reducing your Risk, Enhancing your Profit



TGT is pleased to be the *exclusive* agency offering the G.J. Sullivan Auto Recycler Program in Minnesota, Wisconsin, Iowa, North & South Dakota Kansas and Missouri

*IGI is Integrity -- Expertise -- Responsiveness - Innovation - Respect*

## Enviro Ed for Automotive Dealers License Renewal

By Sue Schauls

**Environmental Education for Automotive Dealers** is a new course offered through the Iowa Independent Dealers Association (IIADA) at Iowa Community Colleges. The course provides an opportunity for **Used Car Dealers and Auto Recyclers** to gain the knowledge and skills they need to navigate the environmental, health and safety regulations pertinent to their business.

The **Iowa Independent Dealers Association (IIADA)** offers the accredited course as one option to completing used car licensee's continuing education credit for the year 2010 renew process. IIADA has developed other courses as well. For the dealer's educa-

tion program IIADA has developed specialty course to keep dealers informed about issues in the industry. Visit the IIADA website to review a synopsis for all course and local community college scheduled dates and locations. [http://www.iowaiada.com/en/dealer\\_education.cfm](http://www.iowaiada.com/en/dealer_education.cfm)

**Environmental Education for Automotive Dealers** trainer and developer, Sue Schauls, will engage Used Car Dealers and Auto Recyclers in a thorough review of the rules and regulations facing the automotive technician today. These issues include understanding and managing automotive waste in an environmentally and compliant manner as well as covering the basic

***You pull your own parts and save money!***



- ★ Self Serve Auto Parts
- ★ Highest Level of Customer Care & Convenience
- ★ All vehicles are on stands in our flat, debris free yard
- ★ Inventory rotated regularly to ensure a fresh supply of parts

***Open 7 days  
a week!  
8AM - 5PM***

***Call us at  
515.265-7509***

***WWW.WRENCH-N-GO.COM***

**4100 Vandalia Road • Des Moines, IA 50317**

safety requirements for automotive shops. Visit the website for more information, including registration, <http://www.sueschauls.com/EnviroEd.html>.

Each issue or regulation will be discussed in a plain English format. The applicable regulatory agency would be identified (e.g., EPA, DNR, and OSHA). Recommendations as to how to attain and/or maintain regulatory compliance will be thoroughly discussed. Participants would be guided through the use of a self-audit checklist and coached on developing a mandatory hazardous waste inventory (a key tool to making appropriate waste disposal decisions).

**Iowa Automotive Recyclers require these state permits or licenses that authorize the business to operate, other city, county or municipal permits may also apply:**

- Iowa DOT Recyclers License
- Iowa DOT Used Car Dealers License (optional)
- Sales Tax Permit
- Household Hazardous Material (HHM) permit

**Iowa Department of Transportation (DOT) Motor Vehicle Dealers License**  
<http://www.dot.state.ia.us/mvd/ovs/dealer.htm>

A motor vehicle dealer's license is required of a dealer who engages in the business of vehicle sales. Dealers must be bonded and establish a place of business. A \$50,000 surety bond must be filed with the department of transportation. This can be obtained through your insurance agent or an Iowa licensed bonding company. Establish a place of business separate from any other business that includes an office, a repair facility and a display facility. Other requirements exist as well.

**Used Motor Vehicle Dealer Required Licensure Training:**  
All used motor vehicle dealer license applicants are required to attend a 5-hour license renewal

course every other year in the even numbered years. Current continuing education credit must be obtained by December 31, 2010. At least one individual associated with the used motor vehicle dealer as an owner, principal, corporate officer, director or member or partner of a limited liability company or limited liability partnership must complete the required education course.

## Environmental, Health and Safety Training for Automotive Dealers

### A. Hazardous Waste Management and Regulatory Compliance

Every business must determine whether its wastes are hazardous or non-hazardous. Proper waste characterization is essential in determining applicable waste handling and disposal regulations.

1. General Regulatory Review
  - a. Identify Waste Generator Status with EPA based on hazardous waste generation rates
  - b. Determine Hazardous Waste through identification of characteristics and/or toxicity testing using TCLP
  - c. Manage non-hazardous waste according to Iowa DNR Special Waste Authorization rules
  - d. Maintain a Household Hazardous Material (HHM) retail sales permit from the IA Department of Revenue
2. Parts Washer Waste – Ignitable solvent or aqueous



## The Ultimate Answer for Comprehensive Scrap Metal Recycling!

**A-Line**  
Iron & Metals

**319.233.7310 (office)**  
**319.234.0087 (fax)**

1500 David Street  
Waterloo, IA 50703  
[www.alineironandmetals.com](http://www.alineironandmetals.com)

### Unequaled Customer Service

- ✓ Personal service w/local account manager
- ✓ Individualized service programs
- ✓ Service routes or on-call pick up

### The Right Equipment for the Job

- ✓ Licensed aluminum sweat furnace
- ✓ Sierra portable baler
- ✓ Automobile Crusher

### Flexible Scrap Collection Solutions

- ✓ Transportation: Gondolas, Flatbeds, Dumps, Low-boys
- ✓ Containers: Roll-offs, Luggers, Dump-hoppers, Secure scrap, Special oil containment

**ASSOCIATION NEWS****The Iowa Automotive Recyclers News**

- wash water
3. Wastewater Discharge
  4. Floor Drain Sump Sludge
  5. Used Antifreeze
  6. Used Oil Management Standards
  7. Used Oil Filter Landfill Ban
  8. Oily Waste such as floor dry
  9. Refrigerant
  10. Empty Container Disposal
  11. Batteries
  12. Tires
  13. Fluorescent Bulbs are Universal Waste
  14. Catalytic Converters
  15. Scrap Metal
  16. Reportable Spills
  17. Oil Storage - Spill Prevention Control and Countermeasure (SPCC) plan if >1,320 gallons

**Applies to the body shops:**

18. Air Emissions
19. Waste Paint, Thinner & Paint-Related Waste
20. \*NEW\* NESHAP 6H Rule for auto body training (notification due January 2010)

**Applies to Automotive Recyclers:**

21. Mercury Switch Removal
22. Storm Water Permit from Iowa DNR
23. Iowa Certified Auto Recyclers Environmental (I-CARE) Program
24. Iowa Automotive Recyclers association information

**B. Safety Requirements**

1. Utilization of basic personal protective equipment

- (PPE) including gloves and goggles, etc.
2. OSHA approved 15-minute eye wash station(s) readily accessible near corrosive materials.
  3. Readily available, appropriately typed, and fully charged fire extinguishers.
  4. A stocked first aid kit
  5. Spill kit(s)
  6. Reportable Spills
  7. Establish and maintain a Material Safety Data Sheets (MSDS) program.
  8. Conduct monthly safety training as recommended by OSHA.
  9. Safety for Auto Recyclers
    - a. Fork Lift/truck Certification
    - b. DOT Airbag Shipping
    - c. Cutting Torch Protocol

Classes are scheduled through the 2010 dealer education deadline for license renewal. The new continuing education class meets the licensing requirement. Pre-registration for the class is required through the local community college. The 5-hour course is \$149 per student. Each student should be material participant in the Auto Dealership. Enviro Ed for Automotive Dealers class will also provide updates to Dealers on new laws, rules and regulations. Class will also familiarize Dealers with becoming a boat, ATV and snowmobile dealer. If you have a service department, body shop, or salvage yard in your dealership this would be an excellent class to take.

### Enviro Ed for Automotive Dealers 2009 – 2010 CLASS SCHEDULES

12/11/09	Iowa Western Community College	Council Bluffs
1/29/10	Iowa Valley Community College	Marshalltown
2/22/10	Indian Hills Community College	Ottumwa
3/19/10	Eastern Iowa Community College	Davenport
4/9/10	Hawkeye Community College	Waterloo
5/10/10	North Iowa Area Community College	Mason City
6/18/10	Northeast Community College	Calmar or Peosta
7/12/10	Iowa Lakes Community College	Estherville
8/13/10	North Iowa Area Community College	Mason City
9/27/10	Western Iowa Tech	Sioux City
10/15/10	Eastern Iowa Community College	Davenport
11/18/10	Iowa Valley Community College	Marshalltown



## 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, and other associated businesses. *FREE LISTING to IAR members!*

**ANNUAL MEETING** - *Free to all members*. Every fall, 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!

**CENTRAL MIDWEST AUTO RECYCLERS CONVENTION** - Teaming up with the Illinois & Indiana associations, IAR hosts this new convention and trade show for the Central Midwest region.

**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!* Parts Search area provides an opportunity for IAR members to sell their parts.

**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.

**SCHOLARSHIPS** - Developed to provide annual post-secondary educational scholarships to children of IAR members and their employee's children.



# Iowa Automotive Recyclers Application for Membership

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

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

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

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

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

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, 3333 Skycroft Circle, Minneapolis, MN 55418**

## Iowa Automotive Recyclers Code of Ethics

1. To promote goodwill by maintaining fair business practices and the very highest standards possible in the sale of all parts.
2. To sell high quality parts, recognizing a fair price structure, free of deceptive practices and misrepresentations.
3. To work towards customer satisfaction through parts guarantees whenever possible and when necessary, make reasonable adjustments.
4. To give courteous and fair treatment to all customers, answer all questions and make every effort to satisfy any reasonable complaint.
5. To cooperate with law enforcement authorities to help curb theft of both autos and parts.
6. To make every effort to work towards clean and orderly working conditions and attractive business locations.
7. To advertise our products honestly, avoiding false, misleading and deceptive statements, in order to maintain goodwill and good faith in our industry.
8. To make every effort for customers in finding the parts they need through parts locating services.
9. To support the policies and regulations of the Iowa Automotive Recyclers, and to abide by the standard trade practices of the Automotive Recyclers Association.





**BEHR**

**MASON CITY**

12050 West State St.  
Mason City, IA  
P 641.424.9521  
F 641.424.6315

**LEROY IRON & METAL**

*A DIVISION OF BEHR IRON & STEEL*

2275 Dale Ave.  
LeRoy, MN 55951  
P 641.329.1401  
F 641.329.5801

[www.JosBehr.com](http://www.JosBehr.com)



**ONE OF THE MOST ADVANCED SCRAP METAL  
HANDLING FACILITIES IN THE NATION.**

**PROTECTING THE  
ENVIRONMENT**

**FOR YOU AND OUR INDUSTRIES**

**SINCE 1906.**

## SUPPORT OUR ASSOCIATE MEMBERS

Advantage Metals Recycling,  
LLC  
816-861-2700

Al-Jon, Inc.  
888-255-6620

A-Line Iron & Metals  
319-233-7310

Alter Metal Recycling  
800-344-2947

Auto Acres  
800-447-1880

Behr Mason City, LLC  
641-424-9521

Car-Part.com  
859-344-1925

Clean Burn of Iowa  
800-331-0183

David Ruberg Repair Service  
507-429-4489

Devries Equipment  
515-964-2299

E Z Crusher  
320-274-3594

Frontier Auto & Truck  
660-359-3888

Full-Line Core  
812-447-0746

Gerdau Ameristeel  
563-732-4618

Hollander  
800-825-0644

IIADA  
641-755-4177

I Buy Converters Too, LLC  
815-409-5252

Integrated Recycling  
Technologies  
877-892-9194

The Locator Magazine  
800-831-0820

LSB Financial  
319-268-4242

Metro Salvage Pool  
515-266-5196

Manheim's Minneapolis Auto  
Auction  
888-220-6603

RJ McClellan, Inc.  
877-525-4589

Nordstrom's Automotive  
800-272-0083

QRP  
888-241-0294

Quad City Salvage Auction  
563-285-2100

Recycled Parts Plus  
866-837-2039

S & L Auto Parts  
641-521-0156

Shine Bros. Corp  
712-262-5579

Sioux City Compressed Steel  
712-277-4100

Trissel, Graham & Toole  
800-448-4839

Trissel, Graham & Toole, Inc.  
866-711-4641

Unishippers  
800-925-6879

United Milwaukee Scrap, LLC  
651-552-9604

Wells Fargo Ins.  
Serv. of MN  
952-830-3039

Wheeler's Auto Body Supply  
888-294-1320



### **ACTION AUTO PARTS**

WE ARE YOUR AUTO & TRUCK SALVAGE SOURCE  
FOREIGN & DOMESTIC - USED - REBUILT & NEW PARTS

LET US \$AVE YOU MONEY

100 S. 18TH Ave., PO Box 264  
Marshalltown, Iowa 50158  
[www.action-auto-parts.com](http://www.action-auto-parts.com)

641-752-3395  
800-373-3995  
fax: 641-752-6239

*"One person can make  
a difference and  
every person should try."*

*John F. Kennedy*

## Iowa Drivers License Changes

In a few weeks you could start seeing Iowa drivers licenses with holes punched into them. More information can be found at: [www.iowadot.gov/centralissuance](http://www.iowadot.gov/centralissuance). Changes are being made to help reduce fraud and identity theft. Iowans will still go to the drivers license station most convenient for them to receive services. Your DL or ID will have holes

punched into it and you will be given a temporary permit – good for 30 days. Then, within 10 days, you will be mailed a new DL or ID. To cover all Iowans the process will take about four years to complete. This system is being used in 22 other states which allows them to comply with federal guidelines.

## IAR PAC Fund

The IAR PAC is funded through the members of IAR. The money is raised through the auction at the IAR Annual Meeting, along with donations from individuals throughout the year.

The IAR needs you to make a donation to the IAR PAC Fund today! We have a tough road ahead of us in our fight to get our bill passed in the next leg-

islative session.

Your donation can be made with a personal check, a business check (the check CANNOT be from a corporation) or a money order made out to: IAR PAC. Please mail any donations to: IAR PAC Fund, c/o North End Wrecking, Attn.: Jodi Kunde, 55 West 32nd Street, Dubuque, Iowa 52001.

### ***THANK YOU FOR YOUR SUPPORT!***

***IAR WOULD LIKE TO THANK THE FOLLOWING COMPANIES/INDIVIDUALS FOR THEIR DONATIONS AND/OR PURCHASES AT THE ANNUAL MEETING AUCTION BENEFITTING THE IAR PAC***

**ACE AUTO RECYCLERS  
ACTION AUTO PARTS  
B & B SALVAGE  
CHARLIE BROWN AUTO  
LEMS AUTO RECYCLERS  
MIKE LOEFFELHOTZ  
(ALTER METAL RECYCLING)  
NORTH END AUTO WRECKING  
NUGENT AUTO SALES  
PAT'S AUTO SALVAGE  
QUALITY REPLACEMENT PARTS  
S & L AUTO PARTS**

**SANDHILL AUTO SALVAGE  
SUE SCHAULS  
SMITH AUTOPARTS & SALES  
SNYDER'S AUTO BODY  
SPILMAN AUTO PARTS  
TRAIL'S END AUTO & TRUCK SALVAGE  
JOHN C. VANDER HAAG  
VAN GORP USED CARS  
WHEELER'S AUTO BODY SUPPLY  
WILKEN & SONS, INC.  
PAT WILLIAMS (ALTER METAL RECYCLING)  
JUDY WILSON (IADA)**

# IAR DIRECT MEMBERS

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

***Join us and see what we can accomplish together!***

## Unclaimed Property Reports Due November 1

Unclaimed property reports are due Nov. 1st in the State Treasurer's Office and all Iowa business firms must comply. Examples of unclaim-ed property are checks for products/services not cashed or picked up; plate fee refunds; payroll checks. More information can be found on the State Treasurer's website:

[www.treasurer.state.ia.us](http://www.treasurer.state.ia.us) – look under unclaimed property. Reports can be filed electronically or by paper. Call 515-281-7546 to obtain forms. If you have no unclaimed property you do not need to file a report.

### James Keith "Chief" Breazeale

August 8th, 1937 - October 6th, 2009

James Keith "Chief" Breazeale was born August 8, 1937 in Des Moines, Iowa the son of Herbert Eugene Breazeale and Velma Lucille (Driscill) Breazeale. He was raised in Des Moines and attended Park Avenue Elementary School and graduated from Lincoln High with the Class of 1956. Following graduation, Jim went to Colorado and worked in a logging camp for the summer, then went to California and returned to Des Moines that fall. He built cars in Des Moines and worked in salvage yards. On May 16, 1959 he was united in marriage to Charleen Marie Harris at the Park Avenue Christian Church in Des Moines. In 1963 Jim and Charleen bought the salvage yard in Pleasantville, and in 1965 they moved their family to Pleasantville. Jim owned and operated Mid-State Truck & Auto until his death. In his spare time, he enjoyed hunting, fishing and mushroom hunting. His favorite thing to do during mushroom season was to sell mushroom maps.

Jim passed away on Tuesday, October 6, 2009 at



his home at the age of 72 years, 1 month and 28 days. He was preceded in death by a brother, in infancy; his parents and a sister, Beverly Raph. He is survived by his wife, Charleen; 4 sons: Steven of Trenton, MO, Shawn of Dallas, Iowa, Shane of Dallas, Iowa and James Mull of Dallas, Iowa and 6 grandchildren: Jessika, Ashley, Travis, Cheyanne, Raeghan and Ella.

**CHASE**  
Auto Parts Company, Inc.

1041 Sheffield Avenue • Waterloo, Iowa 50702

**800-728-2568**

Robert K. Schoof  
Manager

Local #: 319-234-2445

## Iowa Automotive Recyclers Iowa 2010 Who's Who In Salvage Directory

Advertise in the Iowa Automotive Recyclers 2010 Who's Who In Salvage Membership Directory! Reach your target market!  
Mailed out to hundreds of insurance adjusters, automotive recyclers and relevant businesses throughout Iowa and beyond.

### **MAKE SURE YOUR AD IS INCLUDED!**

ADVERTISING RATES & ORDER FORM  
Please indicate which ad size you prefer.

<i>Advertisement Size</i>	<i>Rate</i>
<input type="checkbox"/> Double Page ( 7 1/2" wide x 6 1/2" high)	\$350
<input type="checkbox"/> Full Page ( 3 3/4" wide x 6 1/2" high)	\$250
<input type="checkbox"/> One-Half Page ( 3 3/4" wide x 3 1/4" high)	\$175
<input type="checkbox"/> One-Fourth Page ( 3 3/4" wide x 1 5/8" high)	\$100

You **MUST** provide new copy for ad  
(*Black and white/camera ready*)

All advertising is subject to the approval of the publisher.  
Deadline for submission is December 31, 2009.

Advertising authorized by:

Name & Title: \_\_\_\_\_

Company: \_\_\_\_\_

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

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

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

Email: \_\_\_\_\_

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

Make check payable to "IAR" and mail to:

IAR  
Attn.: Who's Who  
3333 Skycroft Circle  
Minneapolis, MN 55418  
Phone: 515-943-3516

**Save The Date!!! Save The Date!!! Save The Date!!!**

# ***"Come to the Best in the Central Midwest!"***

***April 30 - May 1, 2010***

## **The Central Midwest Auto Recyclers Convention & Trade Show**

***Des Moines, IA***

*Brought to you by the Automotive Recycler Associations of:*

**Iowa, Illinois, & Indiana**

*Invited to this spectacular event will be the recyclers of:*

**Iowa, Illinois, Indiana, Missouri, Kansas, Minnesota,  
Nebraska, Wisconsin, and South Dakota**

***Saturday Night Demolition Derby***

***Free  
Parking***

***WOW!!!***

***An event you don't want to miss!!***

Events will be held at  
the Varied Industries  
Building at the Iowa  
State Fair Grounds  
in Des Moines, IA

**Exhibitors receive:**

- ✓ **Exclusive trade show hours**
- ✓ **Listing on show website**

*For exhibit information please contact:*

*Michelle Lechner 877/880-2874*

*or Kelly Salseg 515/943-3516*

*Watch your mail for more details!*

**Save The Date!!! Save The Date!!! Save The Date!!!**

## IAR Member News

**Hawkeye Auto Salvage:** Happy Belated Birthday to Bud Walrod who recently celebrated his 80th trip around the sun! Bud founded Hawkeye Auto Salvage 48 years ago and according to his son is still involved in the daily operation.

**RJ McClellan, Inc.:** The company president & founder, Ron McClellan, celebrated his 47th wedding anniversary with his wife, Michele, on November 2. They celebrated their anniversary in Las Vegas while attending the SEMA, AAPEX, NACE, and CARS Shows.

**Happy Anniversary to The Iowa Automotive Recyclers Newsletter.** This December/January issue marks the beginning of it's third year in print. "We couldn't be happier with the success of the IAR newsletter and it's a pleasure to work with an association so professional and dedicated to the industry" – Ron McClellan & Sheila Cain. RJ McClellan currently publishes automotive recycler newsletters for five state associations.

In addition, RJ McClellan, Inc., is also celebrating in December the 17th Anniversary of their publication, The Auto Body Journal. The Auto Body Journal is mailed to body/collision repair shops in Iowa, Minnesota, Wisconsin, North and South Dakota.

**Trail's End Auto & Truck Salvage:** \*\*FOR SALE or RENT\*\* Desco CP600 Tire Derimmer / Cutter, Year – 2007, Brand - Desco Price \$21,500 or rent for \$400/week, In good condition, W 22HP KOHLAR ENGINE, W-TOW PACKAGE, Ready to hit the road and tow to your next tire pile, this machine is perfect for auto dismantlers who want to dispose of tires in the landfill.

*"Please contact the IAR office with your and your employee's birthdays, anniversaries, weddings, births, etc. coming up. We will gladly include them in the "IAR Member News" section. Gather those dates, names and occasions and let us know. Also, if your company or any employees have received any kind of special civic commendation or award, or you have made any changes to or with your business - pass that info. along as well. Email (iowaautorecyclers@bitstream.net), fax (612-781-7052) or phone (515-943-3516) the information in!*

**Licensed auto recyclers that are IAR members:  
You are able to bid insurance  
company salvage on the  
QRP Vehicle Management System.**



**Iowa salvage  
currently  
available for bid**

**NO  
Registration  
OR  
Access Fee**

**Contact QRP about salvage acquisition  
opportunities in Iowa through the QRPVMS program!**

**Phone 888-241-0294**

**P.O. Box 618 • Tomahawk, WI 54487**



***"For every  
obstacle there  
is a solution...  
over,  
under,  
around,  
and through."***



## THE UN-COMFORT ZONE with Robert Wilson Thrown into the Driver's Seat

On June 29, 1863, a 23 year old First Lieutenant received an unexpected promotion.

The freckle faced, strawberry blonde, who graduated at the bottom of his class at West Point, was elevated directly to the rank of Brigadier General in the Union Army. He completely skipped over the traditional ranks in between of Captain, Major, and Colonel. As you can imagine such a promotion was met with skepticism, dismay, and envy by his former peers and superiors. Especially at a time when the South was winning against the North during the American Civil War.

Major General Alfred Pleasonton, who promoted the boy, saw his gamble put to the test just four days later in the Battle of Gettysburg. The young general was put in charge of the Michigan Cavalry and tasked with keeping Confederate General Jeb Stuart from attacking the Union Army's rear.

Was he up to the task? Could he keep that dubious star on his shoulder that so many wanted removed? Motivated by the desire to prove himself, George Armstrong Custer, his gleaming saber outstretched in front

of him, led the cavalry charge and held the Union line. His successful leadership served as a crucial

# NORTHEND

**Auto Wrecking, Inc.**

Dubuque, IA • Since 1938

## 800-545-8885

***Acres of used parts for  
foreign & domestic cars & trucks.***



***"All cars  
run on used parts!"***

***www.northendwrecking.com***



***One of the LARGEST  
Recycled Auto Parts Facilities  
West of the Mississippi!***

## ASSOCIATION NEWS

## The Iowa Automotive Recyclers News

contribution to the battle that was the turning point in the North winning the war.

When leadership is thrust upon us, many of us are motivated to rise to the occasion. Sometimes, however, leadership must rise in a vacuum. What motivates us to become leaders when there are none?

A few years ago, five friends and I went white water rafting for the very first time. We went on the upper Ocoee River in Tennessee where the rapids are rated Class Four. Not exactly the best choice for beginners, but we had a competent guide, who gave us plenty of instructions on when and how to paddle. He was so good that we were the only rafters in a group of ten rafts that did not capsize and get soaked.

Then halfway through our trip, we went over a small waterfall. When our rubber raft hit the bottom it bent in the middle and folded up like a book. When it sprung back apart our guide was catapulted from the boat and landed several feet behind us. As our leaderless raft sped forward, getting further and further away from our guide, five of us thought, "Uh, oh, what are we going to do!" Before we could panic, my friend Bill started barking commands, "Left side four strokes! Right side two strokes!" With great relief we followed his orders and within minutes he had us safely out of the rushing white water and into the calmer water by the river bank where our guide was able to catch up to us.

A leadership role can jump start motivation.

When you have the responsibility of guiding others, it forces you to guide yourself first. I have found that volunteering for leadership roles at work and for non-profit organizations to be self-motivating. Back in the early 1990's, I had a particularly bad year. My mother passed away, a business venture failed, and I had a falling out with my best friend. Needless to say, I was in a funk, and seriously needed something to move me out it. That's when I learned that my community association needed a new President. It was a huge job with a two year commitment that required fund raising, event planning, managing several committees, and supervising dozens of volunteers. It consumed tons of my time, but it also taught me that I could do more in a day than I ever knew. During that same two year period, I launched two new businesses both of which became success stories.

As a manager, you can motivate your employees (or your volunteers) by giving them a mantle of leadership. Suddenly he or she will no longer be just another disaffected cog in the wheel. But with a position of responsibility, those persons will be empowered to do more and be more. Sure, it may require a greater effort on your part, but you will challenge their minds, expand their abilities, and imbue them with a sense of accomplishment.



*Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit [www.jumpstartyourmeeting.com](http://www.jumpstartyourmeeting.com).*


**SIoux CITY COMPRESSED STEEL CO**

2600 Boulevard of Champions  
Sioux City, IA 51111

**Competitive Pricing**  
**on all your Metals and Steel Scrap**

Rolloff and Lugger Service

**712-277-4100**  
712-277-1210 (fax)  
**800-889-8848**



## New Study Quantifies Benefits of Car Recycling

A new United Recyclers Group study measures the energy and resource savings that result from reusing and recycling automobile parts. During the auto scrapping process, parts such as fenders and wheels are removed, and the steel and aluminum are sold as scrap metal. Conducted by the University of Colorado's Environmental Engineering Department, the study estimates that 11 million vehicles are retired every year. Recycling steel saves more than 8 million tons of raw material, mostly iron and coal, that would have been

used to make new steel. About 1.71 billion kilowatt hours of energy needed to make new wheels from virgin aluminum is saved by recycling aluminum wheels. Also, each year 24 million gallons of motor oil is extracted during auto recycling, and reprocessing keeps it out of landfills. Still, about 25 percent of the average car by weight ends up in landfills, including other recyclable materials such as glass, plastics, and rubber.

*Reprinted with permission of Scrap/Monitor Info. Inc.*

---



---

## Mitchell International Expands Partnership with APU Solutions

Mitchell announced that it has signed a reseller agreement with APU Solutions to expand their partnership. Mitchell will augment its estimating, shop management and workflow solutions by providing APU Solutions R PartsNetwork™ to streamline recycled and aftermarket parts selection and sourcing. This will enable real-time inventory searches and procurement of alternate parts, which, together with the Mitchell estimating solution will provide collision repairers and carriers increased access to accurate parts pricing and availability.

On the expanded function Jesse Herrera, Mitchell

International's Senior Vice President of Product Management and Marketing, said, "Efficiency is key at a time when the economy is challenging the way collision repair industry participants operate", to which Charles Lukens, APU Solutions' Chief Executive Officer and Board Member responded, "We are excited ... to further streamline workflows and provide even greater efficiency gains for all collision partners involved in the auto claims process ... by ensuring that parts specified on estimates are in fact available".

*Reprinted with permission of ARA.*

---



---

## Scholarships Applications Now Available for 2010-11

Now, more than ever, parents can use a helping hand with post-high school educational expenses. The ARA Scholarship Foundation is here to help. A limited number of scholarships are available for children of direct member employees. The application is available online at the **ARA Scholarship**

**Foundation web page.** These scholarships may be used for post high school education. Completed applications must be postmarked by March 15, 2010 to be eligible for a scholarship in the 2010-11 school year.

*Reprinted with permission of ARA.*

## 'Clunker Program' Not as Big of Hit With Recyclers

Some scrap metal recyclers say they have yet to experience the full benefits of the Cash for Clunkers program. Many of the vehicles traded in through the program have taken a while to reach recycling yards because auto dealers were waiting to receive government checks before recycling them. In the Milwaukee area, recyclers are paying dealers \$225 to \$275 per vehicle. Recyclers must drain any remaining environmentally hazardous fluids and cripple the engines before crushing the cars. Recyclers started seeing an increase in the number of cars they received shortly following the start of the Clunkers program, which started in July, and they expect the bulk of the traded-in vehicles to arrive by Oct. 1. Waukesha Iron &

Metal's Larry Erlich says the program has definitely been good for his company, but he is concerned that the short-term surge in vehicle recycling will hurt the price of scrap steel. ISRI says that scrap recyclers were processing 14 million to 15 million used vehicles per year, but that number was expected to drop to 10 million this year. The Clunkers program could increase that number by 1.4 million to 1.5 million. So far, scrap prices have not been affected by the program. Scrap steel prices have risen from a low of \$100 per ton in the fall of 2008 to about \$250 in late September, providing early signals of an economic recovery.

*Reprinted with permission of ScrapMonitor/Info Inc.*



### Three Essential Products You Need to Automate Your Business and Increase Your Profits

#### EDEN: - Parts Locating Network

- Trade with 3,000 business partners
- Insert parts directly into repair facility and insurer estimates
- Sell parts on the web at [www.mypartshop.com](http://www.mypartshop.com)
- Market inventory on your website with Direct Hit

#### Powerlink - Yard Management System

- Automated Pricing that suggests changes in prices based on market conditions in your area
- Creation of an order from a quote without having to start from scratch
- Automated insertion of extended warranties to increase sales

#### e-Commerce - Online Selling Solution

- Save time and increase sales by allowing customers to purchase directly from your website
- Turn sales into orders by assuring part availability with direct integration to Powerlink
- Reward high-volume customers with special pricing, delivery options, and credit limits

800-825-0644  
[www.hollandersystems.com](http://www.hollandersystems.com)

## **LKQ Corporation Acquires Greenleaf Auto Recyclers, LLC From Schnitzer Steel Industries, Inc. and Sells Some of Its Retail Oriented Self-Service Recycling Businesses**

Oct. 2, 2009 – LKQ Corporation (Nasdaq:LKQX) today announced that it has acquired Greenleaf Auto Recyclers, LLC (“Greenleaf”) from Schnitzer Steel Industries, Inc. (“SSI”) (Nasdaq:SCHN). Greenleaf is the entity through which SSI operated in the late model automotive parts recycling business.

In addition, SSI has acquired from LKQ four retail oriented self-service recycling facilities in Oregon and Washington. LKQ also sold certain business assets to

SSI related to two self-service facilities in Northern California and a self-service facility in Portland, OR. LKQ will close the two self-service facilities in Northern California and convert the self-service operation in Portland, OR to a wholesale recycling business.

LKQ has also agreed, subject to customary closing conditions, to sell SSI two self-service recycling facilities in Dallas, TX with an anticipated closing date in mid-January 2010.

877-YES-IBID



WWW.IAAI.COM

**INSURANCE  
AUTO AUCTIONS**

# **IAA is committed to the Iowa Automotive Recyclers!**

**IAA-Des Moines, IA**

**1914 E. Euclid  
(515) 262-3710**

**David Crowder, Branch Manager  
Auctions: Tuesdays, 10:00am**

Terms of these transactions were not disclosed.

"These transactions provide us with additional wholesale recycling capacity and enhanced customer penetration in numerous markets in our late model recycled auto parts business line, and provide our initial entry to the northern Virginia market," said Joe Holsten, LKQ's President and Chief Executive Officer.

Mr. Holsten added, "While the self-service operations we are disposing of are good businesses, they fit better with SSI's operations and business model."

The wholesale recycling business acquired consists of 17 operating locations. These facilities are located in Michigan, Ohio, Massachusetts, Virginia, North Carolina, Georgia, Florida, Texas, and Nevada. LKQ plans to merge certain locations together with its existing wholesale recycling operations, which will result in the elimination of approximately 11 operat-

ing locations.

LKQ expects to incur restructuring expenses in 2009 and 2010 related to the Greenleaf consolidation efforts. In addition there will be restructuring expenses related to the closing of the self-service businesses in 2009.

In looking at the effect of acquiring Greenleaf and selling or closing the self-service businesses, LKQ expects operating results excluding any restructuring expenses or transaction gains or losses to be dilutive in 2009 by approximately \$0.01 in diluted earnings per share. However LKQ expects the effects of these transactions on operating results excluding any restructuring expenses or transaction gains or losses over the next four years to be accretive to diluted earnings per share by almost \$0.02 in 2010, and by \$0.03 to \$0.04 after all synergies are implemented.

## Russia Looking at Cash For Clunkers

The Russian consumer has been watching carefully to see how the various Cash For Clunkers have fared, both in the United States as well as in Europe. Back in August, Russia announced that it would launch its own version of such a program, in hopes to jumpstart their sluggish economy and increase auto sales. However, some feel the scale of the project is too small and the country's automotive recycling infrastructure is far from ready. It is Aleksei Rakhmanov, from the

Industry and Trade Ministry, opinion that "it'll help prevent sharp fluctuations in the car market ... doing it on a bigger scale could cause sharp fluctuations ...".

With the start-date approaching there is much speculation as well as skepticism that this will prove to be beneficial to the consumer. The state is promising 50 thousand rubles (approximately \$1,700) to owners trading in a vehicle 10 years or older - the money can be used to buy a new Russian or locally assembled foreign vehicle.

Less than 20% of old cars are currently recycled, with legislation not yet ready to support effective and environmentally friendly recycling. And the kicker, junk yards are not certified to recycle the clunkers that owners will turn in - they actually fear that the flood of old cars will push Russia's waste management system off a cliff. All of which only fuel the thought that this program may cost Russian taxpayers more than it will return.

*Reprinted with permission of ARA.*

waterloooparts.com

# Waterloo Auto Parts



**SALVAGE  
CENTER**

Parts & Repairs

**Used • New • Rebuilt — We'll Track It Down!**

**1501 Grandview Ave.**  
**Waterloo, IA 50703**

**(319)234-5207**  
**(800)728-5207**

# SHINE BROS. CORP.

*Small enough to know you,  
Large enough to serve you.*

**Call us for top  
scrap prices on:**

- Car Bodies**
- Alum. Auto Wheels**
- Radiators**
- Alternators**
- Starters**
- Harness Wire**
- & all other scrap metal**

**800-262-5579**

**712-262-5579**

**Mike Mowery Ext. 123**

**Chris Hart Ext. 158**

**225 10th Avenue SE**

**Spencer, IA 51301**

**[www.shinebros.com](http://www.shinebros.com)**



## Iowa Automotive Recyclers News

**IAR**

 IOWA  
AUTOMOTIVE  
RECYCLERS

In care of: R.J. McClellan, Inc.  
445 Broadway Avenue, Suite 500  
St Paul Park, MN 55071

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
St. Paul, MN  
Permit No. 7911

# ALJON MFG

**KEEPING IT SIMPLE**
**BUILDING IT STRONG**

## 580 CL CAR LOGGER



The 580 CL is truly the heavy weight in portable Balers and Loggers. This fully automatic, one man machine can produce over 200 tons per day. The new 19' 3" L box design enables you to load and unload loose sheet metal and car bodies with ease. The portable 580 Car Logger weighs in at 92,000 pounds, and produces a load every 30 minutes.

Al-jon Manufacturing LLC  
14599 2nd Ave. ▶  
Ottumwa, IA 52501

Ph. 641-682-4506  
888-255-6620

▶ Visit our website  
[www.aljon.com](http://www.aljon.com)