



The Iowa Automotive Recyclers NEWS

APRIL/MAY 2011

Go Green with Recycled Used Automotive Parts

Automotive parts recycling is the original recycling market. The market developed over 50 years ago when the middle class family was able to afford to own and maintain their own vehicles. And Pat's Auto Salvage has been meeting that customer need for half that time.

Salvage and recycling used auto parts is the largest recycling market in the world. 80% of the material from a salvage vehicle makes its way back into the market either as usable car parts or as recovered metals. The industry is the Original Recycler®.

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savings in transportation pollution of raw material to production and parts to market is the greatest benefit.

Mobile source pollution from vehicles is one of the most pressing global warming and green house gas (GHG) issues today.

The industry is high tech too. Most reputable used part dealers have a computerized networked parts inventory system. That means that a customer looking for a part in Waterloo can shop locally and still have access to a state- and nationwide system of parts availability. Those parts are then shipped to

the local retailer and the customer gets the service and parts guarantee from a trusted local business owner.

And yet there is still more to the green aspect of automotive salvage. Behind the scenes the industry has maintained a philosophy of environmental stewardship



Pat's Auto Salvage Owner Pat Roof

Go Green...continued on page 11



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**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, Sue Schauls. 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.

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Iowa Automotive Recyclers

IAR Board Meeting

Thursday, January 26, 2011 11:00 AM.

President Mike Waterbury called the meeting to order at 11:42 a.m. Members present were: Mike Waterbury, Brent Nugent, Sue Schauls, Mike Swift, David Hesmer, Scott Frank, Brad Osborn, Andy Wilken, Tim Smith, Mike Davidson, Jodi Kunde, Joel McCaw, Tracy Hurst and Jeff Smid.

TREASURER'S REPORT: Joel reported on balances in the accounts.

General discussion:

1. Mike W had a conversation with GMARE planners. They would like Iowa to come to and support GMARE as in the past. We will send out an email flyer on GMARE event. We already gave them a full page ad in our newsletter. Members are encouraged to go if it fits their schedule.
2. Jim Piazza's contract is due up and will be signed on January 27, 2011 with same terms as last year. Payments are due in January & March.
3. City of Des Moines Recycles meeting will be held at Chuck's on January 27th. The topic of discussion is the growing number of unlicensed "junkers" out there practicing illegally. The city, DOT and recyclers will be represented.
4. Mike S reported on CMARC progress.
5. Mike W & Sue reported that Vendor conference call will start March 23, 2011. Andy, Brad and Mike D volunteered to help.
6. After some discussion Mike S moved to pay Sue's expenses (up to \$2,000) to go to ARA Hill Days in Washington D.C. March 16-18, 2011. Brent seconded; motion carried. Sue will keep expenses down and ask ARA for stipend as well.
7. Some discussion on video footage of exemplary auto recyclers and how we can all work together to provide shared media resources. Pat Roof had

also discussed this with Sue. Possibly a new committee may be formed.

8. Sue proposed that we enter into a joint project with Goodwill to donate the "stuff" that comes out of the scrap vehicles. Sue has a contact with GW and will likely pilot the project in Waterloo and/or NE Iowa.
9. Sue asked if the Board would like to see an annual report. The idea was well received.

LEGISLATIVE: Scott reported that salvage pools not taking title so they really should sell to dealers. Also discussed inspection of salvage vehicles.

MEMBERSHIP: Sue reported that efforts to recapture "lost" associate members include sending out letters and making phone calls. We have 66 Iowa yards from 59 dues paying members. Some problems with renewal have arisen due to the Executive Director transition. Sue will focus effort on looking for service center shop as well as auto body shops and "trading partners."

NEWSLETTER: Sue reported that numerous additions are being made to newsletter mailing list. We went up to 410 with Feb/March issue by adding auto body associations, community colleges, other state affiliates and making sure all our members are now on the mailing list. Unfortunately some of our members were not getting the newsletter in the past.

WHO'S WHO: Sue reported that the data corrections to members names, addresses and contact information is complete and the bidding and design process has begun. Expect costs to be in line with previous years with an updated look. Need to start working on improving the Insurance Adjuster's mailing list.

Sue said the next teleconference meetings will be on Thursday, February 24th at 5:30 p.m. and on Thursday, March 24th at 5:30 p.m. then a face-to-face meeting will

be held at the Okoboji Grille in Pleasant Hill on Tuesday, April 19th at 1:00 p.m.

There was a motion by Brent to adjourn with a second from Mike W. The meeting was adjourned at about

2:30 p.m. Sue Schauls prepared notes for Jeff Smid.

Respectfully submitted,

Jeff Smid, Secretary

Iowa Automotive Recyclers

IAR Board Meeting

Thursday, February 24, 2011 5:00 PM.

President Mike Waterbury called the meeting to order at 5:37 p.m. Members present were: Mike Waterbury, Sue Schauls, Mike Swift, David Hesmer, Brent Nugent, Scott Frank, Brad Osborn, Andy Wilken, Tim Smith, Mike Davidson, Jodi Kunde, Joel McCaw, Tracy Hurst and Jeff Smid.

TREASURER'S REPORT: Joel reported on balances in the accounts and said there hasn't been much activity since the last board meeting. Joel and Sue have set up online banking to make the bill paying process easier. Sue said she is still waiting on several renewals/fees and talked about the need for raising some fees. She stated that the Who's Who Directory is a good moneymaker then there was some discussion on having a full color cover on the guide. Scott made a motion to approve the full color cover with a 2nd from Brent; motion carried.

SUMMER OUTING 2011: Sue said she has the agenda ready for the outing. In general, the agenda is:

Friday, June 10th 6-9 p.m.

- will be the vendor show with 15 booths

Saturday, June 11th

- breakfast then Parts Grading Workshop which will include Mel Hunke, Car-Part, a panel discussion with insurance adjusters.
- Lunch in the vendor area from Noon to 12:30 p.m. then speakers in the afternoon until 4p.m.
- Buses will run from 4:30-6:00 p.m. to Sandhill's then back beginning at 9 -11 p.m.
- BBQ with auction at Sandhill's.

Sue needs to have the vendors locked in by March 1st so they can be listed in the newsletter. She will make a list of vendors to contact and email that to everyone for some help in calling those vendors.

PAC: Jodi has begun emailing all board members the PAC donation form.

SCHOLARSHIP: Jodi said the deadline is March 31st. No applications have been received yet but normally they will come to Jodi the last week of March.

MEMBERSHIP: Sue asked for a vote on PalFleet of Council Bluffs as an associate member. Scott made a motion to accept PalFleet with a 2nd from Mike S.; motion carried.

LEGISLATIVE COMMITTEE: Scott said he and Jim Piazza attended the Subcommittee meeting held this week. Both of them spoke about our legislation then it came to a vote but was not passed. An alternative plan now is to bring it up as an interim study bill. If the DOT



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approves this then they will look into the problem and come up with legislation for the next session. Scott said it's very important for everyone to call the Transportation Committee saying we want a study bill drafted. Jim P. will come up with the verbage to use, email that to Scott/Sue to send to all the board members so we all know what to say to the Transportation Committee members.

OTHER BUSINESS: Sue said The Locator has asked for a \$90.00 fee to be paid for advertising. It was decided that Sue would ask them for more information then it will be discussed at a later date.

Sue said the next teleconference meeting will be on Thursday, March 24th at 5:30 p.m. then a face-to-face meeting will be held at the Okoboji Grille in Pleasant Hill on Tuesday, April 19th at 1:00 p.m.

There was a motion by Brent to adjourn with a second from Brad. The meeting was adjourned at 6:47 p.m.

Respectfully submitted,
Jeff Smid, Secretary



President's Pitch

By Mike
Waterbury, IAR
President

What does it mean to think green?

I often think of money. Oh! We must be talking about the environment.

What does it mean to make your yard green? We have all been recycling for years. We have thought "Green" for a lot longer than the average person or government policy. As we watch our government make more restrictions on fluids and pollutants this does affect us. Many of us have been through the I-CARE program with Sue Schauls and if you haven't you should. It is easier to be proactive rather than reactive with the DNR and EPA. If you don't think green you will spend the green to make changes later. One may have to change the way they do things in order to be environmentally friendly. Unfortunately, with being "Greener" than what we have been in the past it may also cost you time and money. As we have seen some of our fellow recyclers fined due to improper disposal of vehicle toxins. Let this not happen to you as laws are changing from the light bulbs you use to light your facility to the cars that we recycle. One needs to take the time to educate themselves about the new laws. If you are selling recycled batteries make sure you have your household hazardous material permit. This is required by law in order to resell them. This is just one example of the simple things that can be complete over sight.

I wish you well in making your "Green" or "Greener" than what you have been doing in the past.

Sincerely,

Mike Waterbury,

President of Iowa Automotive Recyclers

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From the Desk of the Executive Director

By Sue Schauls

The "Green Edition" will be my favorite edition each year, as expected. That said you would think that it would also be the easiest edition for me to write. But instead it was like a kid in a candy store. What to include, what to leave out? Some topics are a little too "tree hugger" even for me and some topics are the same old tired nagging you've been getting from me for the last 15 years or so through the non-profit and now my direct employment with our association.

So I hope the mix is intriguing with a little something new and enough reflection to make us all step back and say, "Yes, we have come a long way in under three years." In 2008 the Iowa Certified Automotive Recyclers Environmental (I-CARE) program was just a thought waiting to be put to paper. We've conducted more audits and newly certified more yards in that time than any other state that I know of. We have more ARA CAR member yards than all of Canada. And the list goes on to the greatness of our first few years. I hope that we will be reflecting next year on the greatness of this year's successes too. Here are a few things to look forward to in 2011.

The Iowa Automotive Recyclers Summer Outing! Can we still call it that? Take a look at the centerfold and find the full blown speaker agenda packed with powerhouse presentations and review the growing list of vendors that will be attending the first trade show we've hosted at an outing in some time. I think we can all agree that this forum will make us think back to days when Dianne Van Gorp was the Executive Director and

charged directly into providing us with training at every opportunity!

We have a regional show in its second year coming in the fall with CMARC. The Central Midwest Auto Recyclers Convention will be held in Springfield, IL on September 23-24, 2011. The regional show offers more opportunities to visit with vendors and a four track speaker agenda is being planned, so be sure to attend.

Another project will combine two of my favorite things, auto recycling and Goodwill! We are partnering with Northeast Iowa Goodwill to determine the feasibility of donating the items left in vehicles. The idea has tons of "green credit," in landfill diversion of solid waste, charitable donation and beneficial reuse of a byproduct. Watch for more details this spring. Speaking of spring, for now, let's enjoy the onset of spring and celebrate Earth Day as a proud automotive recycler, the original recyclers!



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We value your business and look forward to serving you in the future. Please don't hesitate to get in touch regarding questions you may have. All of us here at PalFleet look forward to hearing from you.



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Look For the Pal Fleet booth at the Summer Outing!

Legislative update

Where Are the Junk Yards?

By Scott Frank

How many times has a customer walked into your business and said "I came down to the junk yard to get some parts." One of the hardest things to change is your image and it is especially true for our industry. Like typewriters and bobby socks the junk yard days are long gone. Now it is time to let people know that our industry has changed. Today's world is computerized and far more organized than ever before, gone are the days of sending people to dig through the pile of stuff in the shop corner to get an alternator for a customer.

When I hear the 'junk yard' term, whether on the phone or in person, and I see it as an opportunity to educate people. I tell them they didn't come here to buy junk parts, and we aim to sell quality recycled parts. Most people don't know that we have all of our parts catalogued by interchange numbers and that we are networked with over 3000 other yards across the continent allowing us to find the part they need to fix their car. Our counter people are constantly learning new things as new cars and parts arrive on the scene. Think of all of the changes that have taken place in

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The Iowa Automotive Recyclers News

recent years, hybrid cars, sophisticated electronics, and restraint systems to mention a few. We dismantled a late model Escalade recently that had 29 different modules in it; this week I inventoried a BMW that had 8 different air bags in it. Gone are the days of saying "yeah it should fit."

One of the best ways we can show our communities what we are all about is by becoming I-CARE

certified. Being part of the program shows that you are following the regulations of the DOT, EPA, DNR and OSHA. Today's recycler collects the fluids, mercury switches, batteries and other hazardous materials in the cars as part of the dismantling job. Today's cars have more potential environmental hazards than ever before. Be proud of your I-CARE certification and tell people what it means. If you are not I-CARE certified get it done, just contact the IAR office and you will be given all of the information you need to get started.

One of the things IAR has been working on to help our members is the problem of the public buying cars at the auction pools. This year we introduced a bill into the Senate that created a license structure for salvage auctions. A big part of our discussion with our Senators is that salvage vehicles should only be sold to people that are licensed and trained to dismantle these vehicles. People stripping cars in their back yards are not collecting fluids, Freon, mercury switches and other hazardous materials like recyclers do. We know how to handle these cars and should be the only people doing so.

Next time you hear the 'junk yard' term take a moment to educate. Remember today's recycler is concerned about our business, our families, the families of those that work for us and the planet we live on. Be proud to be a recycler and let people know it!

Author Scott Frank of Sam's Riverside Auto & Truck Parts in Des Moines, Iowa, is an IAR Board member and Chair of the Legislative committee.

TRAILS END

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Go Green...continued from Cover

unlike any other. Both the Iowa Automotive Recyclers (IAR) association and the national Automotive Recycling Association (ARA) have certification programs that require member salvage yards to maintain exemplary environmental management of recovered fluids such as motor oil, antifreeze and gasoline. These voluntary standards ensure compliance with state and federal environmental laws and go beyond that to ensure the safety and protection of employees, the community and customers. Pat's Auto Salvage and the Iowa Automotive Recyclers association along with program developer Environmentalist Sue Schauls are proud to have launched the I-CARE Program recently. The Iowa Certified Automotive Recyclers Environmental Program sets a standard of excellence for the professional recycler in Iowa.

ture. The EPA's Resource Conservation and Recovery Act (RCRA) program has specific rules for containment of potentially hazardous waste. Pat's has had RCRA containment on-site for many years to help foster the protection of the environment and meet the expectation of a professional salvage business.



Troy lands the big one just like he does at Pat's sales counter.

The green business future has arrived. Going green is easy with the purchase and use of used auto parts from your local salvage dealer. Protection of the environment and the pocket book are added bonuses with a professional automotive recycler and good for the local and Iowa economy too.



IAR members will go to the end of the continent to recruit new members. Pictures here: Pat Roof (center) of Pat's Auto Salvage on a trip to Key West with friends and potential recruit Jerry King (far left) from King's Automotive

The program will help the consumer identify used parts retailers that have achieved this standard of excellence. The program requirements are no rubber stamping of member yards either. Pat's Auto Salvage has maintained environmental compliance and engaged in protection of the environment throughout the history of the company and will continue to do so in the fu-



Future recycler, nephew Jimmy Roof has a proud moment captured on film.

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

Beyond Fluid Recycling to a Greener Operation

Reduce, Reuse and Recycle, the P2 Act of 1990 set for the mandate for environmental stewardship using this mantra. Those inside the automotive recycling industry know that there are many aspects of the work we do that are inherently green. Recycling metals and automotive fluids is an obvious aspect. All reputable salvage yards capture, contain and manage fluids such as motor oil, brake fluid, transmission fluid, gasoline and antifreeze. For many of these fluids the pollution prevention hierarchy comes in to play as matter of doing business.

Reduce – Fuel and antifreeze are great examples of reducing waste. These byproducts of fluid recovery generally do not become wastes, the ultimate reduction goal is to prevent problems by not generating the waste at all. Used fuels and used antifreeze are usable products that are sold and/or used on-site. Zero waste is generated.

Reuse – Used oils such as crank case oil and hydraulic, brake and transmission fluids are a classic example of reuse. The Used Oil Management Standard (40CFR269) actually exist for this very purpose to encourage shops to recovery and reuse the energy content of the byproduct as heating fuel or to be re-refined into new lubricant.

Recycle – Metals of course are the most recycled by-product in history. Worldwide, over 400 million tons of metal is recycled each year. (reference = <http://www.recyclemetals.org/whatis.php>)

Many new technologies are emerging in this green era. Better yet, technologies that have been available for many years are becoming more mainstream and cost effective options. And some tried and true technologies are still a good idea. The biggest opportunity to reduce a business' environmental footprint lies with the heating of the facility.

Heating the shop is a big expense and at the same time is an opportunity to look to green technology that can cut cost and improve comfort levels. Basically heating

choices are forced air or radiant heat. Both delivery methods are traditional heating methods developed over time. Forced air heating is still the most widely used technology for heating shops and homes. Radiant heat such as the old boiler system you may have experience in school or the radiators of your first apartment likely do not conjure up visions of advanced technology. Radiant heat employed these days is a more systemic approach as radiant floor heat. Either of the choices can become green technology depending on the source of the energy used to operate the system.

FORCED AIR Used oil furnace. The used oil furnace is a savvy investment for any auto salvage yard that isn't already using one and has cold season heating requirement. Generating as little as 500 gallons of used oil per year can realize a good return on investment (ROI). For capital equipment expenditures an ROI of less than three years in almost a mandate.

Used oil furnaces come in a variety of sizes, however none can exceed the regulatory maximum of 500,000 Btu per hour. A used oil furnace purchase can be based on the amount of oil that is routinely generated each year or it can be based on the size of the facility. Either plan will cut the amount of energy purchased from the utility company. Used oil furnace technology has advanced providing FREE, reliable, safe and low-maintenance heat in an environmentally friendly manner.

RADIANT Used Oil Boiler. A handful of used oil furnace manufacturers have developed used oil boilers. In new building construction projects, radiant floor heat driven by a used oil boiler can be very energy efficient. Radiant floor heat can be a healthier environment too. Radiant heating does not blow dirt, dust, bacteria, and viruses around the shop all winter long. When your floor is warm, your feet are warm too. The air that you breathe can be a little cooler and more refreshing.

The Iowa Automotive Recyclers News

Studies conducted by the American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE) indicate that with radiant heating systems people can be comfortable at temperatures 6°F to 8°F lower than with convective systems. With convection, heat loss to the ceiling is significant. With radiant heat, the temperature varies only about 2°F to 4°F between the ceiling and the floor.

Other benefits of looking at used oil energy exist but are difficult to quantify. Shops that have gone to used oil as an energy source or as a secondary energy source also claim that worker productivity goes up when you can affordably heat the shop on chilly spring mornings and fall evenings when you would not normally have the furnace running. It's free energy courtesy of salvage vehicles.



Passive SOLAR technologies use sunlight for useful energy without active mechanical systems. Such technologies convert

sunlight into usable heat (water, air, thermal mass). A common example is a solarium on the south (equator) side of a building. Passive cooling is the use of the same design principles to reduce summer cooling requirements.

Passive solar buildings aim to maintain interior thermal comfort throughout the sun's daily and annual cycles while reducing the requirement for energy-consuming heating and cooling systems. Passive solar building design is one part of green building design. The goal of implementing a passive solar design into a business is to use solar radiation to augment heating in cold climates/seasons and reduce cooling demand in warm climates/seasons.

Direct gain is the simplest passive solar heat design technique. Sunlight enters the building through west and south-facing windows (opposite directional in the southern hemisphere). The sunlight strikes floors and walls which absorb and store the solar heat (thermal mass). Dark colors usually absorb more heat than light colors. At night, as the room cools, the heat stored in the thermal mass radiates into the room. Low-E glass helps to reflect the heat back



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into the room in the winter months and deflect heat gain in the summer or warm climates.

It makes little sense to save money on winter heating just to spend it on summer cooling. So in most climates, a passive solar design must provide summer comfort as well. The solar heat gain in the summer must be blocked by an overhang or awning.

Window awnings or overhangs can reduce solar heat gain in the summer by up to 65% on south-facing windows and 77% on west-facing windows. A light-colored awning will reflect more sunlight. Awnings require ventilation to keep hot air from becoming trapped around the window. Retract or remove awnings in the winter to let the sun warm the building. The angle of permanent awnings or overhangs must be calculated to make sure the low angle winter sun shines on the window to maximize heat gain in cold seasons and to shade the window in hot seasons to avoid passive solar heat gain. A solar professional can determine the appropriate angle and pitch of an awning.

Active SOLAR heating systems are based on the type of fluid—either liquid or air—that is heated in the solar energy collectors. Liquid-based systems heat water or an antifreeze solution in a “hydronic” collector, whereas air-based systems heat air in an “air collector.”

Both of these systems collect and absorb solar radiation, then transfer the solar heat directly to the interior space or to a storage system, from which the heat is distributed. If the system cannot provide adequate space heating, an auxiliary or back-up system provides the additional heat.

The modern solar industry began with the oil embargo of 1973-1974 and was strengthened with the second embargo in 1979. The growth of the solar industry during this period of fuel shortages and high prices (1974-1984) soared from 45 solar collector manufacturing firms to 225 firms. The solar market was helped during this period by government assistance, both Federal and State. Currently, solar thermal devices do everything from heating swimming pools to creating steam for electricity generation. <http://www.eia.doe.gov/cneaf/solar.renewables/page/solarthermal/solarthermal.html>

Both passive and active solar heating systems are based on the **solar thermal** principles of capturing heat gain from the sun and transferring it to a thermal mass storage such as a liquid medium or directly to walls, floors and furniture. Solar thermal water heaters are also an achievable small scale solar project.

Small Wind Turbines are electric generators that use wind energy to produce clean, emissions-free power for individual homes, farms, and small businesses. With this simple and increasingly popular technology, individuals can generate their own power and cut their energy bills while helping to protect the environment. Unlike utility-scale turbines, small turbines can be suitable for use on properties encompassing as little as one acre of land in most areas of the country. With this simple and increasingly popular technology, individuals can generate their own power and cut their energy bills while helping to protect the environment. The U.S. leads the world in the production of small wind turbines, which are defined as having rated capacities of 100 kilowatts and less, and the market is expected to continue strong growth through the next decade.

The purchase and installation of a system large enough to power an entire home costs, on average, \$30,000. But, the price can range from \$10,000 to \$70,000 depending on system size, height, and installation expenses. The purchase and installation of very small (<1kW) off-grid turbines generally costs \$4,000 to \$9,000, and a 100kW turbine can cost \$350,000. The federal government and many states have rebate or tax credit programs in place to encourage investment in small wind (see <http://dsireusa.org>). (Reference = <http://www.awea.org/smallwind/>)

Unlike coal-fired power plant, wind turbines produce no particulate emissions that contribute to mercury contamination in our lakes and streams. Wind energy also conserves water resources. For example, producing the same amount of electricity can take about 500 times more water with coal than wind. (reference = <http://www.windustry.org/wind-basics/learn-about-wind-energy/wind-basics-why-wind-energy/why-wind-energy>)

Half the land mass in the United States has enough wind to power small wind turbines. Community-based policies that facilitate net metering for on-site power generation (buy back) and standardization for connectivity

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may just be the right combination to make the auto salvage yard the perfect place for small wind turbines to aid in local energy production.

Changing the shop heat systems may not be in your shops near future. But there are many small steps that can be implemented toward greening the salvage yard. Equipment technology is advancing at a rapid rate and most new computers, printer, copiers and other office equipment is now available in energy efficient models. Those products are labeled with the ENERGY STAR mark. Many household appliances frequently found at an auto recycler are also ENERGY STAR certified, such as thermostats, ceiling fans, refrigerators, and other appliances. Always buy ENERGY STAR qualified products for your business.

Lighting offers many affordable options for greening the auto recycling facility. Simple common sense and good housekeeping will go a long way as well as a few low-cost product substitutions.

- Turn off lights (and other equipment) when not in use. High utility costs often include paying for energy that is completely wasted by equipment left "on" for long periods while not in use.
- Replace incandescent light bulbs with compact fluorescent lamps (CFLs). CFLs cost about 75% less to operate, and last about 10 times longer.
- Install switch plate occupancy sensors in proper locations to automatically turn lighting off when no one is present, and back on when people return. Be sure the motion sensor is able to "see" an approaching person's motion to turn on the light as they enter an unlit area.
- Adjust lighting to your actual needs; use free "day-lighting." Too much light can be as bad for visual quality as too little light – and it costs a lot more.
- Consider upgrading fluorescent tube lighting from older T12 (1.5" diameter) tubes to more efficient T8 (1" diameter) fluorescent lamp tubes. These green-tip (low-mercury) bulbs also have a cost savings advantage of being able to be disposed of in the dumpster in most locales (check with local landfill authorities).

Solar technology has option in lighting as well as building and water heating. Light Emitting Diodes or LED lighting technology has recently come down in price and

coupled with solar powered "wireless" becomes more economically feasible. The reduced energy consumption of the LED light requires so little energy that simple photovoltaic sensors can power them overnight. Even electric powered LED lights are worth installation. A "must do" green business step is to install LED exit signs in the facility. They are ENERGY STAR qualified and can dramatically reduce maintenance by eliminating lamp replacement and can save \$10 dollars per sign annually in electricity costs while preventing greenhouse gas emissions from power plants.



The future has arrived and further greening the auto recycling industry is achievable. However, beware of unproven or poorly installed project as the current "go green" mentality has also flooded the market with fly-by-night service providers. Like any investment

in your business, green technology should be a long lasting and profitable endeavor. Use a professional with credentials from a recognized authority in the industry. Just like we urge consumers to use our professional services so should you when implementing green technology. The North American Board of Certified Energy Professionals (NABCEP) provides certification to these professionals. A complete listing of NABCEP Certified Solar PV and Solar Thermal Installers can be viewed on their website at <http://www.nabcep.org/>.

References:

<http://www.energysavers.gov>
<http://www.business.gov/expand/>
<http://www.energystar.gov/>
<http://www.epa.gov/watersense/>
<http://www.awea.org/smallwind/>
<http://www.windustry.org/smallwind>

About the author: Sue Schauls is an independent environmental consultant with automotive expertise. She is the Iowa Automotive Recyclers Executive Director & I-CARE Program Manager and the CCAR-Greenlink Technical Advisor. This article is an abridged version of an article previously written for ARA.





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Summer Outing Agenda



Tama, Iowa • June 10-11, 2011

The Iowa Auto Recyclers Summer Outing is traditionally an informal gathering of members for networking and education. The "outing" format gives us the opportunity to thank our vendor members for their continued support. We try to provide maximum access to our members at an unusually low booth cost to show our appreciation. The amenities at the outing are supported through sponsorship. IAR Outings are usually attended by 100 members.

TRADE SHOW Friday 6-9 pm & Saturday Noon- 2:30 pm

SPEAKERS Saturday

- | | |
|--------------|--|
| 8:00-8:45am | Registration & Breakfast |
| 8:45am | Parts Grading Workshop <ol style="list-style-type: none">1. Parts Grading 101 using ARA system – Mel Hunke, QRP Midwest (60 minutes)2. Selling to the Professional Repairer - Jeffrey Schroder, CAR-PARTS.com (30 min)3. Auto Body Panel – Industry expert & insurance adjustors (60 minutes) |
| Noon-2:30pm | Trade Show & LUNCH (150 min) |
| 2:30-3:15 | LSB Speaker on Loss Mitigation (45 min) |
| 3:15-4:00pm | John Ward of Ward Enterprises – Racking (45 min) |
| 4:00- 5:00pm | Shuttle Bus to Sandhill Auto Salvage - 1982 Highway E64, Tama, Iowa
(Every ½ hour in front of Hotel lobby) |
| 5:30pm | Sandhill Yard Tour & BBQ Hoedown Dinner with PAC Auction & Band
Dinner Sponsored by Mike & Mitzi Waterbury of Sandhill Auto Salvage |





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Summer Outing Registration Form



Tama, Iowa • June 10-11, 2011
Trade Show Friday 6-9 pm • Saturday Noon- 2:30 pm



Company Name: _____

Contact Person: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

IAR Member Registration fee • • • • • \$99 per yard

Additional Attendee Name: _____

Additional Attendee Name: _____

Additional Attendee Name: _____

Non-Member Registration fee • • • • • \$99 per person

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Additional Attendee Name: _____ \$99

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Total Enclosed \$ _____

Can't make it to the Summer Outing?
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Or send PAC fund donation to:
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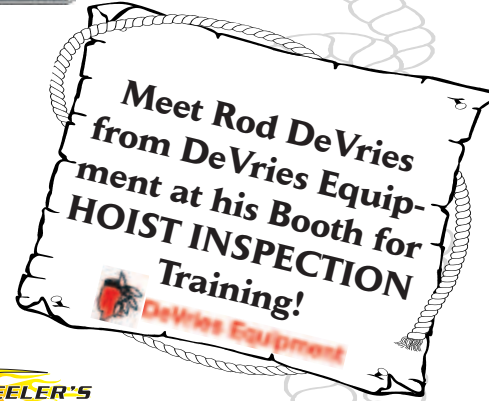
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Birdnow Auto Salvage, Inc.	Fayette	Quandt Auto Salvage, Inc	Carroll
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Iowa Automotive Recyclers Code of Ethics

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.

Pneumatic Tool Versus Electric Hand Tool for Cost Savings

Pneumatic tools are a regular part of the dismantling operations at auto salvage facilities. Air compressors are expensive to purchase and to use. "Right-sizing" is an important part of management. Downsizing the compressor to the job at hand can save money. A compressor running at part-load is generally less efficient than when it is running at full-load.¹

Compressed air management has become an industry of its own. There are compressed air train-

A compressor running at part-load is generally less efficient than when it is running at full-load.

ing courses available and professional air management service providers. Air compressors use energy to generate pressure that frequently goes unused.

The Illinois Sustainable Technology Center (ISTC) has a related fact sheet that may be helpful. The title is *The Visible Cost of Air: A Worksheet to Assist in Identifying Compressed Air Saving Opportunities*. It's available at http://www.istc.illinois.edu/info/library_docs/TN/tn07-087.pdf.² It will provide the user with a

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worksheet as a tool to identify cost saving opportunities in air management at a facility.



Another avenue of cost savings is to determine whether or not pneumatic tools are the right tool for the job. If a pneumatic tool is used infrequently yet the compressor runs continually, it may be prudent to replace the tool with an electric hand tool to reduce cost through energy conserva-

tion. Stanley Tools developed a report and cost savings case study that indicates an electric tool can provide substantial savings.³

Annual savings with electric tools

There are many factors to consider when deciding which type of (dis)assembly tool to use for an application and many factors affect the total Life Cycle Costs of both pneumatic and electric tools. The example given here demonstrates the potential annual energy savings by using electric tools in place of pneumatic tools.



Assuming the pneumatic tool is used to fully tighten or loosen a fastener and that the air compressor continues to run even when the tool is not in use. Additional waste is added for the inherent leaks in a compressed air system. The calculation can predict the kilowatt hours used by an air compressor to run a pneumatic fastener tool. The cost can be calculated using a base rate of \$0.06/ kilowatt-hour (about \$213.48 annually for daily use). For comparison, the average electricity usage of an electric hand tool can be calculated for the fastening action as a "free-run" period that uses about 10% of the tools rated capac-

ity and for the actual tightening action that uses about half the capacity. The sum of these two power usages is then multiplied by the same base rate of \$0.06/ kilowatt-hour to determine the cost of operating an electric hand tool to tighten or loosen a bolt (about \$80.58 annually for daily use).

For this one typical application, **the annual savings** can be calculated as: $\$213.48 - \$80.58 = \mathbf{\$132.90}$ **potential annual savings by selecting the electric tool**

Environmental impact

Green House Gas (GHG) gets a lot of press lately. GHGs drive climate change by creating a greenhouse effect when the sun's rays are trapped within the Earth's atmosphere. Most electricity is produced in coal-fired power plants in the U.S. This combustion process generates carbon dioxide (CO₂) emissions. CO₂ is a greenhouse gas. Reducing the energy consumption of the power tools used to disassemble threaded fasteners in a salvage yard will result in a global reduction in CO₂ emissions.

From the cost savings calculations, the example pneumatic tool would use 3558 kilowatt-hours annually. The example electric tool would use 1343 kilowatt-hours for the same application. So **the potential annual savings** would be: $3558 - 1343 = \mathbf{2,215 Kwh}$ **savings per year**

Calculate the **potential annual CO₂ emissions reduction** using known values as follows:

$$\begin{aligned} &2,215 \text{ Kwh} \times 681 \text{ g of CO}_2/\text{Kwh} \times \\ &0.002205 \text{ lb/gram} \div 2000 \text{ lbs/ton} = \\ &\mathbf{1.663 \text{ tons of CO}_2 \text{ reduction per year}} \end{aligned}$$

These figures can vary widely for different countries and will depend on the local source of electricity. But it is clear that electric tool can provide a source for energy savings and a source for the reduction of CO₂ emissions into the environment.³

References

- 1 <http://www.compressedairchallenge.org/> sponsored in part by the Iowa Energy center.
- 2 http://www.istc.illinois.edu/info/library_docs/TN/tn07-087.pdf.
- 3 <http://www.stanleyassembly.com/documents/en/White%20Paper%20on%20Energy%20Consumption.pdf>

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By Betsy Beckwith

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To learn the answers to these questions and many more log onto the Environmental Compliance for Automotive Recyclers (ECAR) Cen-

ter at www.ecarcenter.org. Here you will learn exactly how to comply with environmental regulations, protect the environment, and run your business more efficiently.

When logging onto www.ecarcenter.org, you find the ECAR Tour - which is a user-friendly, interactive tool that allows users to easily access the environmental requirements that apply to more than 20 specific auto recycling issues from air bag cartridges to window cleaner and everything in between for all 50 states. For any particular issue, these fact



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sheets summarize state and federal regulations, include self audit checklists, suggest best management practices and offer up-to-date useful links to other relevant sites.

Another useful page on the ECAR site lists both federal and state compliance assistance resources, many of which link back to ECAR and as always, the News page - often telling the stories of local recyclers and industry events - is also very popular. And ECAR is interactive! Users can post queries on the AskECAR page and receive well researched, expert answers - it's only a click away!

Of course the information provided is only useful if someone reads it and applies it to recycling operations. How can we tell that the ECAR site is attracting visitors and the issues listed are useful? How do we know which pages are of most interest to users?

State of art web tracking methods are now applied regularly to illustrate how many times certain pages of the site are accessed, which states boast the greatest number of users per specific time period, and what issues are researched most. For example, during the last two weeks of February of this year, there were 3,444 visits and 5,871 page views. The 10 most popular pages were the home page, tour, CA hazardous.waste, Florida and California solvent; Stormwater, Compliance; Missouri antifreeze, Massachusetts Used Oil and Kentucky Stormwater. The top 10 states accessed were: CA, TX, PA, GA, NY, IL, FL, OH, NC, and NJ.

In addition to providing this type of information, ECAR also sponsors research projects such as the ongoing initiative to develop training modules for the recycler on how to safely and efficiently dismantle hybrid vehicles and their discrete parts.

So visit this technological treasure frequently to learn how to stay ahead of the curve. Remember that ECAR offers automotive recyclers a one-stop shop to find the latest information on environment and business related issues.

ECAR was developed by the Automotive Recyclers Association with support from EPA in 2002, with cooperative grant renewals in 2006 and now again in 2011.



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2010 session is in full swing;
Legislators have lots of green issues on the table to consider.
IAR needs to have our voices heard regarding our issue -
Unregulated Buyers in the salvage pools

Your Help is Needed!!

The association is 66 members
strong & we need to fight together
on this issue...

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Our goal for 2011 is \$20,000.00.
Please commit your donation today!!

I want to support the Iowa Automotive Recyclers Association Pac Fund and the vital issues of the
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\$200 \$400 \$600 \$800 \$1000 \$1200.00 other \$ _____

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Amount: _____ When: _____

Please fill out for your donation to the Iowa Automotive Recyclers PAC fund.

Name: _____

Address: _____

E-Mail: _____ Phone # _____

Please Fax completed commitment form to 563-556-5097.

Donations need to be made via cash, personal check, money order or non-corporate check. If paying via
Paypal the donations will need to be made from a personal or non-corporate business account. Donations
need to be made out to IAR PAC and mailed to 55 West 32nd St • Dubuque, Ia, 52001.
Any questions please call Jodi at 563-556-0044 or e-mail iarpacfund@gmail.com.

I-CARE Annual Report

The Iowa Automotive Recyclers and Sue Schauls developed the Iowa Certified Automotive Recyclers Environmental Program in 2008. The I-CARE Program development included reviewing other auto recycling certification programs and correlation with the national Automotive Recyclers Association (ARA) Certified Auto Recyclers (CAR) program. The I-CARE program is an affiliate program of the ARA CAR Committee.

The I-CARE Program is uniquely Iowan in that it includes all state and federal regulation applicable to an Iowa auto salvage operation. Shortly after development the I-CARE program was shared with the Iowa Department of Natural Resources (DNR). Then Iowa DNR staff praised the program and the industry for being proactive in waste management and compliance.

In 2008, the goal of the I-CARE program was to put to paper the industry standard of excellence that exemplified the Iowa Automotive Recyclers membership. The goal was achieved. Additionally, the pilot implementation of the program in 2009 allowed a gap analysis to identify areas of compliance that member struggled with and to develop the guidance material to address these issues. The end result is an improved program manual and support materials to assist all IAR members in achieving and maintaining full compliance in safety, environmental and licensing regulations.

In 2011, half the IAR members are now certified. The goal is to complete the process this year.

The Iowa Certified Automotive Recyclers Environmental (I-CARE) Program was established by the industry to set a standard of excellence for automotive recycling in Iowa. The certification program is

sponsored by the **Iowa Automotive Recyclers association**. All IAR members will be certified through the I-CARE Program.

The certification program has established standards in four categories;

- **General Business Practices**
- **Environmental Compliance and Stewardship**
- **Occupational Health and Safety Practices**
- **Licensing and Regulatory Requirements**

Certification distinguishes member of the Iowa Automotive Recyclers association as professional recyclers adhering to the highest standards of excellence in the industry. The certification process is an intensive on-site audit and documentation of the practices at individual Iowa salvage yards. Salvage yards must be members in good standing to become certified. Certification is conducted by an independent auditor approved by the IAR Board. Download the I-CARE Program Manual© at http://www.sueschauls.com/ICARE_Manual_v7_March_2011.pdf

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ARA Car Program

The I-CARE Program has been reconciled with the Automotive Recyclers Association (ARA) Certified Automotive Recycler (CAR) program. Each of the ARA CAR program standards is either included in the I-CARE Program or incorporated into more stringent and specific Iowa standards. As an ARA CAR affiliate program I-CARE certification will allow IAR members to easily become ARA CAR certified without additional auditing or reporting efforts.

I-CARE Program Standards

General Business Practices

- Adequate, well-graded (or paved), well-drained customer parking facility is separate from the vehicle area.
- Clean and organized retail sales counter and reception area.
- Signs in good taste and of positive tone.
- Building, property and support vehicles are well-maintained to reflect a clean, orderly, and safe operation.
- No open burning is practiced at the facility as prohibited by Iowa law.

Occupational Health and Safety Practices

- Utilization of basic personal protective equipment including gloves, safety shoes & glasses when required.
- OSHA approved 15-minute eye wash station(s) readily accessible near corrosive materials.
- Readily available, appropriate typed, and fully charged fire extinguishers.

- Safeguards and training for proper use of cutting torches.
- A stocked first aid kit
- Spill kit(s)
- A safety program regularly scheduled safety meetings.
- Train employees on proper operations and handling of cutting torch equipment.
- DOT training for employees associated with the shipping of airbags.
- Documentation of appropriate forklift training for employees.

Environmental Compliance and Stewardship

- All automotive fluids are properly removed and managed as part of the dismantling procedure and/or prior to crushing the vehicles. Evacuated fluids include fuel, used oils and antifreeze.
 1. Used oils, including crank case motor oil and brake, transmission, power steering, rear axle housing and hydraulic fluids, are managed according to the used oil management standards.
 2. Evacuated fuel is managed as a usable product or properly disposed of as a hazardous waste if not useable.
 3. Used antifreeze evacuated from the dismantled vehicle is managed as a usable product or properly identified as either hazardous or non-hazardous waste and managed according to the waste determination.
 4. All fluids are stored inside a building, or outside with secondary containment.
- Maintain a Spill Prevention Control and Countermeasures (SPCC) plan at facilities with oil storage capacity of 1320 gallons or more.
- All lead-acid batteries are properly removed and managed as part of the dismantling procedure and/or prior to crushing the vehicles. Spent lead-acid batteries are placed either in a covered storage area on an impervious surface or in plastic containers with lids. Spent lead-acid batteries are recycled through a reputable battery recycler.



Bob Schoof, General Manager
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 Waterloo, IA 50702
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 Fax: 319-234-1977
 Email: chase@qwestoffice.net

- Refrigerant is evacuated from each vehicle in accordance with applicable regulations, or contracts for refrigerant removal with a licensed vendor.
- Vehicle hoods are routinely kept closed to reduce exposure to rain fall of engines that remain in the vehicles stored in the yard.
- Spent solvents from parts cleaning systems are disposed of with an authorized processor.
- Wash water from water-based parts washers is either recycled or collected for disposal in an approved manner.
- Waste tires are stored on-site with at least 50 feet of clearance between tire piles, the perimeter of the yard and/or structures. No more than 3,500 tires are kept on-site at any given time as is allowed by state law.
- CAR certification requires that the company participates in the National Vehicle Mercury Switch Recovery Program (NVMSRP) or the equivalent state program.
- Fluorescent bulbs are managed as Universal Waste and properly recycled.

1. Iowa DOT Recyclers License
 2. Iowa DOT Used Car Dealers License (optional)
 3. Sales Tax Permit
 4. Household Hazardous Material (HHM) permit (if applicable)
- Ensure compliance with Iowa Storm Water regulatory requirements.

Licensing and Regulatory Requirements

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

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Calendar of Events

I-CARE Certified Yards

- Ace Auto Recyclers
- Action Auto
- Aikey Auto Salvage (in process)
- A & L Auto Parts (in process)
- Carroll Auto Wrecking
- Charlie Brown Auto, Ltd.
- Delp Auto & Truck
- Hurst Salvage
- Jeff Smid Auto Inc
- Lems Auto Recyclers
- Midwest Auto Parts
- North End Auto Wrecking
- Nugent Auto Sales & Parts
- Pat's Auto Salvage
- Spilman Auto Parts
- Trail's End Auto & Truck Salvage
- Sam's Riverside Auto & Truck Parts
- Sandhill Auto Salvage
- Smith's Auto Parts & Sales
- Smitty's Auto Parts
- Snyder's Auto Body
- Swift Auto Parts
- Van Gorp Used Cars
- Van Horn Auto Parts
- Vander Haag's Inc.
- Waterloo Auto Parts
- Wilken & Sons, Inc. (in process)

April 2011

- 28-30 2011 Upper Midwest Auto & Truck Recyclers Convention & Trade Show**
Washington County Fair Park in West Bend, Wisconsin
<http://www.recyclersconvention.com/>

June 2011

- 20 Iowa Collision Industry Day**
Prairie Meadow, Altonna, Iowa
Iowa Collision Repair Association
<http://www.iowacra.com>
- 10-11 Iowa Automotive Recyclers Summer Outing Parts Grading Workshop / Vendor Trade Show**
TAMA, IOWA
www.iowaAutoRecyclers.com
- **Yard Tour & BBQ Dinner**
Sandhill Auto Salvage, Tama, Iowa
<http://www.sandhillautosalvage.com/>
 - **Hotel Accommodations**
Meskwaki Casino Hotel, Tama, Iowa
<http://www.meskwaki.com/>

August 2011

- 4-6 Car-Parts 3rd Annual Customer Training Conference**
Erlanger, Kentucky

September 2011

- 23-24 Central Midwest Auto Recyclers Convention**
Springfield, IL
<http://www.cmarconvention.com/>
- Hotel Accommodations
President Abraham Lincoln Hotel & Conference Center
Springfield, Illinois
<http://www.presidentabrahamlincolnhotel.com/>
 - Stop on the historic Route 66
<http://www.familyevents.com/event/180>

October 2011

- 11-14 ARA 68th Annual Convention & Expo**
Charlotte, NC
<http://www.araexpo.org/>

FUTURE ARA MEETING DATES

68th Annual Convention & Exposition

October 11-14, 2011

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