



# The Iowa Automotive Recyclers NEWS

JUNE/JULY 2011

## Parts Grading Is an Important Aspect of Marketing

It's a great time to be an automotive recycler! Seems everyone wants to go green, including the insurance adjustors. We keep hearing that more recycled parts are included in the thousands of repair estimates and orders written every day. The challenge to the automotive recyclers is how to capture a bigger share of the market. I believe consistent parts grading using an established system is an important aspect of the marketing of used auto parts.

The Automotive Recycling association (ARA) has published the ARA Recycled Parts Standards & Codes guide. "This Recycled Parts Guide is intended to help define the expectations and suggest performance standards for all parties involved in the trade and use of recycled parts. The goal is that, through the definition of those standards more parts will be included in repair estimates, more parts will be purchased by buyers and fewer parts will be returned. It should be noted, however, that various states and provinces have varying regulations relating to the inclusion of recycled parts in estimates or their use in the repair process. Such regulations take precedence over the criteria defined in the document." Download the Guide at [http://www.a-r-media.org/a-r-a\\_org/ARA\\_standards\\_and\\_codes\\_full\\_final\\_cieca.pdf](http://www.a-r-media.org/a-r-a_org/ARA_standards_and_codes_full_final_cieca.pdf) (Reference 1)



Simply stated the best reason to master and implement the established system of parts grading is to meet the buyer's expectations. Buyers are in need of part to make a professional repair of the damaged vehicle. The end result of that repair is the one thing that reflects the quality of workmanship from the

shop, the owner, the collision repair specialist and the business. That reputation is the key to the survival of the shop. Completing the repair in timely and cost efficient manner is about competition. That is where the opportunity lies for auto recyclers to partner with your customer, the used part buyer, to help them gain a competitive edge by providing parts that meet the buyer's expectation.

Using the established system of parts grading is a means of improving communication between the auto recycler and the customer base made up of collision repairers, mechanics and insurance companies. If customers can not decipher the grading of a part because it is made up of subject terms or ambiguous language then they will turn to another parts provider or end up returning the part for re-stocking due to disappointment in the quality.

The Iowa Automotive Recyclers is hosting a Parts

*Parts Grading...continued on page 30*

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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

**Teleconference IAR Board Meeting  
Thursday, March 24, 2011 5:30 P.M.**

President Mike Waterbury called the meeting to order at 5:39 p.m. Members present were: Mike Waterbury, Sue Schauls, Mike Swift, David Hesmer, Brent Nugent, Scott Frank, Brad Osborn, Mike Davidson, Jodi Kunde, Tracy Hurst, Tom Snyder and Jeff Smid.

**MINUTES:** Jodi said the PAC donation report would be emailed to all IAR members, not just the board members. Following that change, there was a motion by Jodi to accept the minutes from the last meeting with a second from Mike W.; motion carried.

**TREASURER'S REPORT:** Mike W. said Joel did not have much activity to report in the last month. He

will have a report for everyone at the next face-to-face meeting to be held in April. It was decided that Joel would have reports at only the face-to-face meetings from now on unless there is some business that needs the board's attention.

**VENDOR CALL:** Mike W. reported on the vendor teleconference call which included Mike W., Mike D., Sue, Brent, Brad and 2 vendors. The vendors said they enjoy the shows but in general, it is a lot of the same people at each. There will be another vendor call in April.

**MEMBERSHIP:** Sue said she still has 21 Associate Member renewals and 15 Direct Member renewals due yet.

**SUMMER OUTING 2011:** Sue reported that the vendor booths have been filled and Mike W. said the Saturday evening activities are all arranged. Sue is still looking for some sponsors to cover some of the expenses. Mike W. will select parts from his yard for the parts grading workshop. There will be 2 mailings to go out for advertising the Summer Outing (April and May).

**CMARC:** There was nothing new to report on this by Sue. She said the planning was on track.

**LEGISLATIVE:** Scott said the DOT would like to meet with us again. He has other groups to meet with also so will keep the board informed.

**PAC:** Jodi did not have anything to report.

**SCHOLARSHIP:** Jodi said she has received one application so far with the deadline of March 31st approaching soon.

**NEWSLETTER/WEBSITE:** Sue stated that the website is updated regularly. She also encouraged any members to write an article for the newsletter if they would like. Sue asked about having an advertising section in the newsletter.

**FOR MORE INFORMATION, CONTACT:**

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**WHO'SWHO:** Sheila is working on the draft right now. Sue may need some help with the final mailing list.

**OTHER BUSINESS:** Sue is working on the Goodwill donation box project. She also said we've been asked about having a table at no charge at the IADA conference to be held on April 8-9, 2011. After some discussion, Tracy made a motion to have Sue represent the IAR and pay her motel cost for the one night. Mike W. made a 2nd; motion carried.

Sue asked about having a booth for a fee of \$500 at the ICRA meeting on May 3, 2011. She suggested

splitting the cost between the IAR and the CCAR. She will get more information to the board about this meeting.

The next meeting will be a face-to-face meeting at the Okoboji Grille in Pleasant Hill on Tuesday, April 19th at 1:00 p.m. with a noon lunch available. The May teleconference call will be May 25th at 5:30 p.m.

There was a motion by Brent to adjourn with a second from Tom. The meeting was adjourned at 7:00 p.m.

Respectfully submitted,  
Jeff Smid, Secretary

## Iowa Automotive Recyclers

### IAR Board Meeting

**Tuesday, April 19, 2011 1:00 P.M.**

**Okoboji Grille – Pleasant Hill, IA**

President Mike Waterbury called the meeting to order at 2:23 p.m. Members present were: Mike Waterbury, Sue Schauls, Mike Swift, David Hesmer, Brent Nugent, Scott Frank, Mike Davidson, Jodi Kunde, Tracy Hurst, Tom Snyder, Eric Piper, Joel McCaw and Jeff Smid.

**TREASURER'S REPORT:** Joel handed out the financial report to the board members and then reviewed the income and expenses line by line. David H. made a motion to accept the treasurer's report; Brent seconded the motion; motion carried.

**PAC REPORT:** Jodi gave everyone a copy of the PAC report and reviewed it with the members. Tracy made a motion to accept the PAC report with a second from Brent; motion carried.

**SCHOLARSHIPS:** Jodi said there were 5 applications received with 2 of those repeat scholarships and 3 new applicants. Brent made a motion to accept all 5 applications with a \$1000 scholarship to each. Mike S. seconded the motion; motion carried.

**LEGISLATIVE COMMITTEE:** There is a DOT meeting on Wednesday, May 25th from 1:00-3:30 p.m. in the DOT-MVD Training Room B102.

**MEMBERSHIP:** Sue reported on the current membership numbers: 59 direct members (14 direct members have not paid renewal dues yet) and 47 associate members (12 have not paid renewal dues yet). She said the date plates will go out with the Who's Who billing. Sue and Mike W. also said there has been another vendor conference call and the next one will be Thursday, June 2nd.

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**NEWSLETTER/WEBSITE:** Sue now has a total of 487 newsletters that are mailed. She added that any member is welcome to submit a profile article and she talked about offering free classified advertising in the newsletter. Sue passed around the Who's Who brochure for everyone to look at and also said she will need some help with more ads and names of adjusters.

**SUMMER OUTING 2011:** The brochure will be mailed out two times to around 500 businesses and Sue will also email it to several body shops.

**OTHER BUSINESS:** Sue has 2 Goodwill donation boxes in Waterloo to see what they collect and if Goodwill will want any of this "stuff."

Sue said The Locator is asking again about paying the annual \$90 fee. After some discussion, David H. made a motion to pay the \$90 fee with a second from Scott; motion carried.

At this time Jeff distributed the minutes from the last meeting that was held on March 24, 2011. Brent made a motion to approve the minutes as written. David H. seconded the motion; motion carried.

It was brought to the board's attention that a vote was needed for Dave Wood's position on the board. David H. made a motion for Jodi to replace Dave Wood as a board member with a second from Scott; motion carried. It was decided to name a vice-president at May's meeting.

The next meeting will be a teleconference call on May 25th at 5:30 p.m.

There was a motion by Brent to adjourn with a second from Tracy. The meeting was adjourned at 3:30 p.m.

Respectfully submitted,  
Jeff Smid, Secretary



## President's Pitch

By Mike Waterbury, IAR President

It has been a pleasure serving the Iowa Automotive Recyclers. I look forward to continuing an active roll amongst the association. I would like to thank all the members for supporting me in this position. Brent Nugent from Nugent Auto Sales will be your incoming president in June.

The summer outing is fast approaching. I strongly encourage your attendance. There is a large list of vendors for the trade show also many educational seminars to benefit from. We have been working hard here at Sandhill Auto Salvage preparing for the finale that evening.

I encourage all to become involved, your opinion counts. If there is something you want to see changed

or a direction you want to see the association go, the IAR Board needs to hear from you. Changes can't happen from silent members. I also would encourage you to become involved in the National Automotive Recyclers Association. One needs to become familiar with ARA University it is a tool for recyclers to benefit from. The more resources and tools one uses and has the better they can be.

Good luck to all of you with your future endeavors see you in June.

Sincerely,  
Mike Waterbury  
IAR President

## From the Desk of the Executive Director

By Sue Schauls



The Iowa Automotive Recyclers Summer Outing! It's time to come together in Tama, Iowa! We have an awesome show lined up. The goal of the Parts Grading Workshop is to help auto recyclers to "speak the language" of our customers; the Collision Repair Experts. In addition to the workshop we have a great line up of speakers, a trade show and a fabulous Hoedown BBQ at Sandhill Auto Salvage. The band will play, we'll eat and have fun and enjoy the opportunity to revel in the successes we've had in the past few years as Iowa

Automotive Recyclers.

We have a lot to be proud of and even more coming down the pike. So stop and talk a breath and enjoy the fruits of our labor. Give the outing going IAR Board members a pat on the back and offer encouragement to the new Officers and Volunteers! Better yet, become a volunteer this year and be a part of the changes in the association and the industry. Things are really moving now! I look forward to meeting you in Tama- June 10-11, 2011.

## History of Meskwaki Tribe

Adapted from the Meskwaki Hotel Conference Center website

<http://www.meskwaki.com/history-tribe/>

The Meskwaki are of the Algonquian origin from the Eastern Woodland Culture areas. The Language spoken is the same dialect as the Sauk and Kickapoo. The tribe has been historically located in the St. Lawrence River Valley, Michigan, Wisconsin, Illinois, Missouri and Iowa. Meskwaki were called "Renards" (The Fox) by the French - the tribe's first European contact in 1666 - but have always identified themselves as "Meskwaki".



Meskwaki and Sauk are two distinct tribal groups. Linguistic and cultural similarities between the two tribes have made them often associated throughout history. Terminology established by the United States Government continues to treat the Sac & Fox as a single political unit despite their separate identities. After the Black Hawk War of 1832, the United States officially combined the two tribes into a single group known as the Sac & Fox confederacy for treaty-making purposes. Then a series of land cessions under the name of "Sac & Fox", the Sauk and Meskwaki lost all lands and ultimately were removed to a reservation in east central Kansas in 1845.

But some Meskwaki remained hidden in Iowa with others coming back within a few years. In 1856 the state of Iowa enacted a law allowing the Meskwaki to stay. The U.S. government however tried to force the tribe back to the Kansas reservation by withholding treaty-right annuities. In 1857 the Meskwaki purchase the first 80 acres in Tama County. Ten years later the U.S. finally began paying annuities to the Meskwaki in Iowa, an act that gave the Meskwaki a formal identity as the Sac & Fox of Iowa. The jurisdictional status was unclear since the tribe then had formal federal recognition with eligibility for BIA services but also had a continuing relationship with the State of Iowa due to the tribe's private ownership of land which was held in trust by the governor.

For the next 30 years the Meskwaki were virtually ignored by federal as well as state polices. Subsequently, they lived a more independent lifestyle than other tribes confined to regular reservations that were strictly regimented by federal authority. To resolve this jurisdictional ambiguity, in 1896 the State of Iowa ceded to the Federal Government all jurisdiction over the Meskwaki. Owing to the noble sacrifices and vision of ancestors, the Meskwaki still remain and even thrive.



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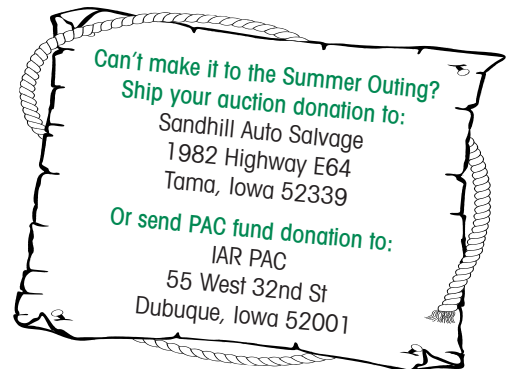
IAR Member Registration fee **\$99 per yard**

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

Additional Attendee Names:

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

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## Code Talkers

The Meskwaki Tribe has always been a source of pride for the state of Iowa. The independent nature of the settlement and the adaptive qualities of the tribe have become an integral part of Iowa heritage. The Iowa Automotive Recyclers are proud to be hosting our annual summer outing at the Meskawki Bingo Casino Hotel & Conference Center in Tama, Iowa.

Adapted from a July 4th, 2002 USA Today article the Meskwaki Tribe has more than frontier heroics to the name, read on for the history of the WWII "Code Talkers" and reference the full story at on the web at <http://www.usatoday.com/news/nation/2002/07/06/codetalkers.htm>.

### Meskwaki Code Talkers Remembered

Frank Sanache relaxes on the back porch of his home at the end of Battleground Drive, remembering how he and seven other young Meskwaki men used their language against the Germans in North Africa. Sanache was a code talker, venturing out far beyond the battalion and using a walkie-talkie to direct artillery fire in the desert. "It was the worst place this side of hell," said Sanache, 84.

Sanache was one of 27 Meskwaki, then 16% of Iowa's Meskwaki population, to enlist in the Army together in January 1941, nearly a year before Pearl Harbor. Eight of the group – Sanache, his brother Willard, Dewey Youngbear, Edward Benson, Judy Wayne Wabaunasee, Mike Wayne Wabaunasee, Dewey Roberts and Mike Twin – became code talkers.

During World War II, the U.S. military used a



*Frank Sanache, right, was one of 27 Meskwaki to enlist in the Army together in January 1941, nearly a year before Pearl Harbor. Eight became code talkers.*

code developed from American Indian languages to communicate sensitive information. The code was never broken. The Meskwaki were among 18 tribes who supplied code talkers during the war, but the Navajo, who sent up to 420 men, are perhaps the best known. The recently released movie *Windtalkers* focuses on the Navajo.

The Meskwaki men trained in Marshalltown and served together in the 168th Infantry, 34th Division. After jungle warfare training in Louisiana and code talker training in Scotland and England, they were sent to North Africa. Alex Walker, tribal council chairman, said he remembers growing up and hearing the tales of the code talkers. "Frank used to tell me about how he would be sent out as a scout," Walker said. "They used to send him about two miles ahead of the troops in dangerous conditions. There were only eight of them so they worked 24-hour shifts."



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## The Iowa Automotive Recyclers News

The walkie-talkies squealed and chattered so loudly, it was difficult to hear one another, said Don Wanatee, Sanache's adopted grandson. There simply weren't enough of them to effectively transmit messages between the eight companies in the division, he said. Sanache was captured by the Germans at Feid



Pass in Tunisia. He said the Army had orders to kill the code talkers if they were captured to keep the code a secret. The U.S. Marine Corps has publicly denied that accusation. Either way, Sanache survived. He was sent to a camp in Hammerstein, Poland, where he was held until the Allies liberated the camp at the end of the war. For 29 months, he said, his days were spent unloading lime from rail cars, leaving him with scarred lungs and a variety of chronic illnesses. His daily rations included a cup of soup, two boiled potatoes, a glass of water and a slice of bread, he said.

"The first time my wife, Bernice, made me boiled potatoes after the war, I threw them out the door," Sanache said with a laugh. "I told her I'd never eat those again." Walker, who grew up hearing tribal tales of the code talkers, said the eight veterans were revered when they returned from the war. "They would tell their stories at the tribal ceremonies," Walker said. "They were treated like the old time warriors." ' "

Reference: <http://www.usatoday.com/news/nation/2002/07/06/code-talkers.htm>

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## EPA Finds HFP-1234yf an Acceptable MVAC Substitute in New MVAC Systems

EPA has issued a final rule finding hydrofluoro olefin (HFO)-1234yf acceptable as a substitute for chlorofluorocarbon (CFC)-12 in motor vehicle air conditioning for new passenger cars and light-duty trucks, effective May 1, 2011.

This rule finalizes the "1234yf" proposed rule on which ARA commented in January 2010 and focuses on identifying a new MVAC substance for new cars. This rule does NOT address issues related to the life cycle management of this new substance - rather EPA noted repeatedly that it will consider recycling and recovery practices for 1234yf in future rulings. For example, in response to an ARA comment/query about whether EPA has determined if 1234yf can be recycled, EPA noted that it will consider in a separate rulemaking whether it is necessary to modify existing regulations to include additional specifications for HFO-1234yf, including those related to recycling and recovery. EPA also responded that no new handling equipment is necessary for 1234yf. However, EPA does note that there may be costs of servicing or of disposal (end-of-life) to small businesses and it intends to conduct an analysis of such costs, and any potential significant impacts on small entities as part of future rulemakings.

Further, ARA took special note of EPA's statement in this final rule that it did NOT review HFO-1234yf for use in retrofitting vehicles and that EPA would consider the retrofit use of HFO-1234yf in MVAC systems only if it is asked to specifically address retrofitting and the risks that are unique to that process. Because the use of alternative sub-



stitutes in MVAC systems will be an ongoing issue, ARA staff is in the process of arranging meetings with relevant EPA staff and ARA members to establish long range working relationships so that ARA concerns will be considered before a rule is written. In fact, the prompt establishment of such relationships is crucial as just this past week EPA granted a petition filed by the Natural Resources De-

fense Council (NRDC) and others to withdraw its approval to use HFC-134a for MVAC systems in new automobiles. EPA will follow this move with a formal notice and comment period during which the ARA expects to be very vocal.

In this final rule, EPA repeatedly noted that it is not mandating the use of HFO-1234yf or any other alternative for MVAC systems. Rather, this final rule is simply adding HFO-1234yf to the list of acceptable substitutes in new MVAC systems. (See list <http://www.epa.gov/ozone/snap/refrigerants/lists/mvacs.html>).

*Reprinted with permission from ARA*

An advertisement for Sandhill Auto Salvage. The background is an aerial view of a large industrial facility with many cars and buildings. In the top left, contact information is listed: (641) 484-2057, (800) 542-7880 IA Watts, (641) 484-5555 Fax, and parts@sandhillautosalvage.com. In the top right, there is a black heart icon with the text "I LUV USED" inside. The name "Sandhill Auto Salvage" is written in a large, white, cursive font across the middle. In the bottom left, the hours are listed: Mon-Fri 8AM to 5PM and Sat 8AM to 12Noon. In the bottom right, the address is given: 1981 Hwy. E-64, Tama, Iowa 52339.

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K's Acres	Cedar Rapids	Waterloo Auto Parts	Waterloo
Lems Auto Recyclers, Inc.	Doon	West Edge Auto Salvage	Independence
Leon Recycling & auto Parts, LLC	Leon	Wilken & Sons Inc.	Kensett
Lyle's Auto Salvage	Oto	Wilken & Sons Inc.	Nashua
Midwest Auto Parts, Inc.	Waterloo	Wilken & Sons Inc.	Waukon
Monson Salvage, Inc.	Lone Rock	Wrench 'N Go	Des Moines
North End Auto Wrecking	Dubuque	Yaw Auto Salvage	Des Moines

# The ARA University Training on Parts Grading

By Ginny Whelan

The ARA Parts Grading and Description Guidelines are standardized part descriptions that the recycling industry identified and are approved by ARA (Automotive Recyclers Association) and CIECA (Collision Industry Electronic Commerce Association).

The ARA University provides online training on parts grading and standards & codes.

Code assignments and parts grading are intended to improve communication between recyclers



and their collision repairer, mechanical repairer and insure customers. Many customers cannot decipher the codes used to describe the conditions and options of a recycled part. The results are part sales go to another vendor or the green recycled part is returned because it did not meet the customer's expectations.

## COURSE: THE CODE MASTER

Inventory Specialist: Code Assignment & Parts Grading for the individual responsible for the vehicle inventory process and has knowledge of vehicles, vehicle systems, components and parts. The ability to identify parts assesses damage or condition with the use of the ARA damage codes for the identification of parts descriptions, code assignments and parts grading."

To be the "code master" every auto recycler that is describing damage and grading parts must have the ARA Damage Locator (see figure) posted and *Be Trained to Use it!*

Every employee that is processing, selling and delivering, green recycled parts must know how to read and describe the codes and grade.

Damage should be described using a 3 digit code; the first digit is the location as shown on the chart below, the second digit is the type of damage as shown under Damage Types, and the third digit is the units of damage with a unit being damage not exceeding the surface area of a standard size credit card.



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## The Iowa Automotive Recyclers News

Example: a front door with a parking lot ding in the center with 1 unit of damage should be described as 5P1.

Body Part Grading is based on any necessary repair time required to make the panel "Clean and Undamaged."

A Grade Body Parts: "A" grade recycled green parts are 1 unit or less of repair necessary. The front door with the code 5P1 is an "A" Grade part.

The complete Parts Grading Guidelines are available at [www.a-r-a.org](http://www.a-r-a.org), Standards & Codes. Pocket guide books will be distributed at the

### IAR Summer Outing in Tama, Iowa June 10-11, 2011 during the Parts Grading Workshop!

You must educate your customers on the Parts Grading Codes. Many recyclers use their company web site to provide Grading information. Others are ordering bulk copies of the ARA Recycled Parts Standards and Codes, printing their company information on the back (ARA offers a discount for volume printing with your company info) and distributing them to their collision and mechanical repair customers.

ARA DAMAGE™ LOCATORS

**Damage Types**

- B = Burn
- C = Crease
- D = Dent
- E = Bent
- F = Finish
- H = Hail
- J = Rip/Crack
- K = Buckle
- L = Lip
- P = Parking Lot Dings
- R = Rust on Surface
- S = Scratch-Surface Only
- G = Gouge
- T = Paint Problem
- \* = Not Specified

Wheel / Wheel Cover

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A "unit" is defined as damage not exceeding the surface area of a standard sized credit card.

REV 4 9-29-06

## Ford Uses Recycled Clothes in New Focus

Ford Motor Company has found a way to take Old blue jeans and other discarded clothes and bring them back to life in the new Ford Focus. The next generation of the Ford Focus (2012 model) will use recycled jeans in certain portions of the interior of the vehicle. Specifically for the carpet backing and for sound absorption.

Ford claims that reducing the environmental impact from its vehicles is a goal and discusses how they are "increasing the use of non-metal recycled and bio-based materials, including soy foam seat cushions, recycled resins for underbody systems, recycled yarns on seat covers

and natural-fiber plastic for interior components."<sup>1</sup>

By using recycled materials, the automaker has helped divert waste from landfills and reduce the need for virgin fibers.<sup>2</sup>

Carrie Majeske, Ford's sustainability manager, believes that consumers will appreciate the automaker's commitment to using eco-friendly interior materials, stating: "The good news is these jeans didn't end up in a landfill, nor did we use the water, fertilizer and land to grow virgin cotton. It's an alternative that our customers can appreciate, it's cost effective, and it's better for our planet. These are the kinds of sustainable solutions we are looking for in all our vehicles."<sup>3</sup>

The car maker says the use of recycled materials including old clothes reflects a broader "green" strategy. The company says it is also looking for other things people throw away that could be used in building cars. "Ford is continually looking for greener alternatives," says Carrie Majeske, the company's sustainability manager at Ford. The broader use of recycled materials in auto manufacturing also helps reduce the need for some types of mining and processing, and uses fewer agricultural resources.<sup>3</sup>

#### References:

1. <http://www.greenwala.com/channels/green-technology/blog/11948-2012-Ford-Focus-Will-Have-Recycled-Clothing-in-Interior>
2. <http://blogs.wsj.com/drivers-seat/2010/12/08/ford-uses-recycled-clothing-in-2012-focus/>  
[http://reviews.cnet.com/8301-13746\\_7-20024208-48.html](http://reviews.cnet.com/8301-13746_7-20024208-48.html)
3. <http://green.autoblog.com/2010/12/03/2012-ford-focus-recycles-used-clothes-in-unexpected-ways/>

*Multiples sources available.*

**FOR MORE INFORMATION, CONTACT:**

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**Toll-free: (866) 907-4242**

## US Department of Justice Enforces Required NMVTIS Reporting

The US Department of Justice has been contacting people that are required to report to the National Motor Vehicle Title Information System or NMVTIS to make sure records are being sent to them. Information is available at [www.nmvtis.gov](http://www.nmvtis.gov). Each entity in the chain of custody needs to report separately. This is good news for the automotive recycling industry. With NMVTIS enforcing and tracking entities that are titling more vehicles than the average hobbyist, unlicensed buyers and scrapers just may have a day of reckoning. But also take

heed and don't be one of those entities not using the NMVTIS reporting process.

The following information was provided by NMVTIS:

Types of vehicles included in NMVTIS are automobiles, buses, trucks, motorcycles, recreational vehicles, motor homes and tractors.

In general, NMVTIS only contains titles for vehicles that meet the definition of junk or salvage automobile according to the regulations and at least one of the following criteria:



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- the vehicle has an active registration and an active title
- the vehicle has an active title and the vehicle has a model year of 1981 or later
- the vehicle has an active registration and the registration is the proof of ownership

Vehicles excluded from NMVTIS include trailers, mobile homes, special machinery, vessels, mopeds, semi-trailers, golf carts and boats.

By no later than March 31, 2009, and continuing on a monthly basis as designated by the operator, any individual or entity engaged in the business of operating a junk yard or salvage yard within the United States shall provide, or cause to be provided on its behalf, to the operator and in a format acceptable to the operator, an inventory of all junk automobiles or salvage automobiles obtained in whole or in part by that entity in the prior month.

The inventory shall include the following information:

- The name, address, and contact information for the reporting entity (junk, salvage yard, recycler)
- VIN
- The date the automobile was obtained
- The name of the individual or entity from whom the automobile was obtained
- A statement of whether the automobile was crushed or disposed of, for sale or other purposes, to whom it was provided or transferred, and if the vehicle is intended for export out of the United States.

*There are a couple of reporting exceptions:*

1. entities that handle fewer than five salvage (including total loss) or junk vehicles per year.
2. in the future some states may report on behalf of junk and salvage yards, at this time no state is doing this.

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# Iowa Automotive Recyclers Application for Membership

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

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

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

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

E-mail: \_\_\_\_\_ Web Site: \_\_\_\_\_

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

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

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

**Please return this form with your membership check to:  
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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.
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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.

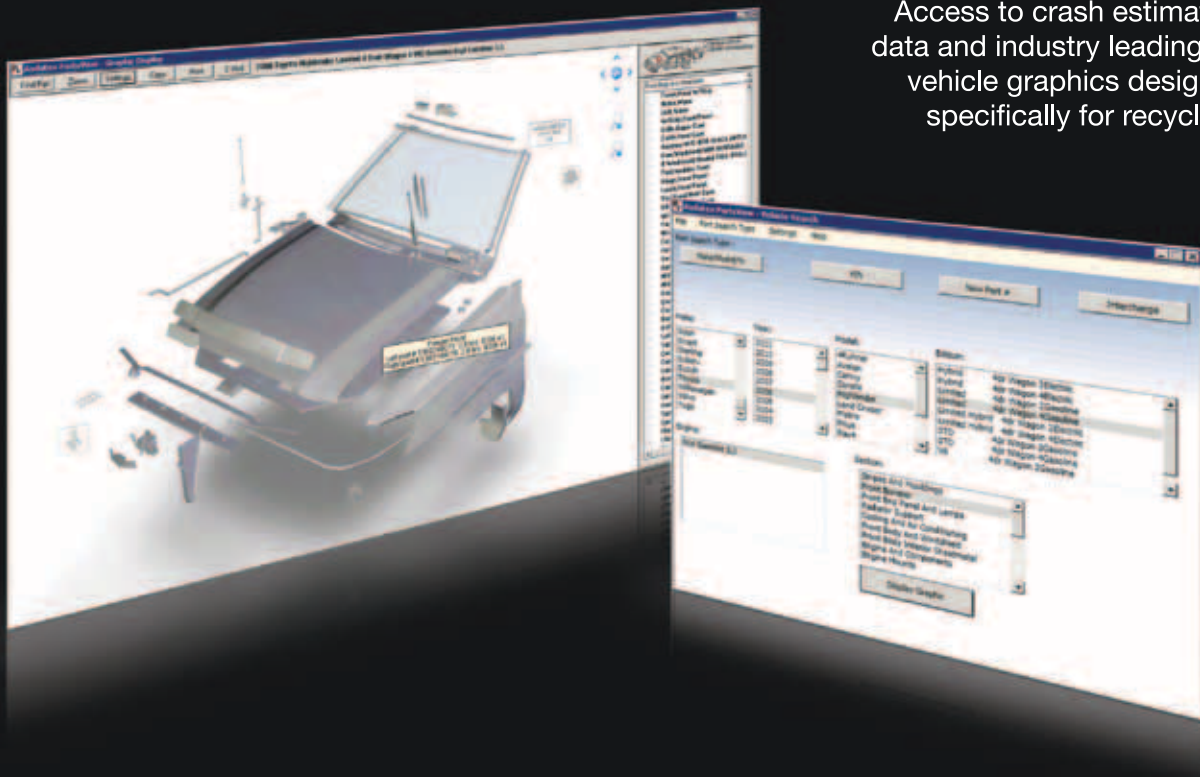


“PartsView has given us a better picture of the product we sell to our customers. Through 2D or 3D imaging we are better prepared to answer and supply the customer with information and parts. By allowing our sales team to better view the product break outs we can educate the customer on additional pieces needed for their specific needs, **increasing our sales...**”

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## NMVTIS 101: What Tow Companies Need to Know about the Federal Reporting Requirements

On January 27, 2011 the Department of Justice (DOJ) issued a policy clarification for towing companies regarding the National Motor Vehicle Title Information System (NMVTIS). The clarification explains the federal reporting requirements, and provides specific guidance on tow company reporting. Many towing companies and wrecker operators may not have heard of NMVTIS or know about their reporting obligations, but this DOJ clarification means it time for tow companies to get up to speed.

**What is NMVTIS, exactly?** The National Motor Vehicle Title Information System (NMVTIS) is a

U.S. Department of Justice (DOJ) database that contains automobile information from states, insurance carriers and businesses that handle junk and salvage automobiles.

States report title information and use the database to check out-of-state titles in NMVTIS before issuing a new title, to ensure that title brands (such as FLOOD or REBUILT) issued in one state move with the vehicle to other states. Consumers and insurers can use the reported information to make sure a used car has not been totaled or rebuilt without their knowledge. For law enforcement, NMVTIS helps

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prevent theft and fraud by reducing thieves' ability to steal vehicles and swap out VIN plates, or get clean titles on stolen vehicles.

NMVTIS is a national program, and the reporting requirements are separate from your state regulations. It is important to understand the requirements, because it is up to each affected business, not their state, to ensure that the proper reports are made to the national database.

**So, do you have to report?** In general, if you own, control, handle, or acquire more than five junk or salvage vehicles a year, you must report to NMVTIS. The DOJ clarification states that tow companies, wrecker operators and tow truck services are affected in the NMVTIS program regulations, and those businesses should be reporting information about the junk and salvage vehicles they handle.

**What qualifies as a junk or salvage vehicle?** According to the federal rule, junk vehicles are vehicles incapable of operating on public streets, roads and highways or have no value except as a source of parts or scrap. These vehicles may be bought and sold in their entirety or as spare parts, used for rebuilding, restoration, or they may be crushed.

Salvage vehicles are automobiles that have been damaged to the extent that the fair salvage value plus the cost of repair for legal operation would be more than the fair market value of the automobile immediately before the damage occurred. The definition of a junk and salvage automobiles includes all automobiles declared to be a total loss by a state or an insurance carrier. Please keep in mind that

the federal junk/salvage definition does not consider title brands or status-- even a car with a "clean" title must be reported if it fits the federal salvage definition.

Tow companies will need to report all junk and salvage vehicles that they purchase from a private party, take possession of in lieu of towing or storage costs or sell at auction. NMVTIS reporting also applies to any vehicle you part out or crush, or any vehicle for which you obtain a salvage certificate, a

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certificate of destruction or similar document. If you have the right to sell or re-title, rebuild, restore or crush the vehicle, and it is a junk or salvage vehicle under the federal definition, you must report the vehicle to NMVTIS.

#### What vehicles do NOT have to be reported?

Any vehicle that is merely transported or stored, or that you did not have the right to determine what would happen to the vehicle does not have to be reported. Any vehicle that does not meet the definition of a junk or salvage vehicle should not be reported.

**How do you report?** NMVTIS reporting is done through approved data consolidators. Consolidators collect the required information from towing companies, format it and insert it into the NMVTIS database. Auto Data Direct, Inc. (ADD), Insurance Services Office (ISO) and Audatex are the AAMVA-approved data consolidators for NMVTIS reporting.

New regulations can be frustrating and confusing, and consolidators have varied prices and different ways for recyclers to provide the required informa-

tion, so it is a good idea to shop around to find the data consolidator and reporting process that works best for your business.

For example, ADD offers both a paid and a no-cost reporting account, and provides live customer service six days a week. ADD accounts also include access to other products designed for the towing industry, such certified mail tools, forms tools and real-time owner/lienholder searches in seventeen states, including Florida and Texas.

**What do you report?** For each junk and salvage vehicle you handle, you will be asked to provide your business contact information, the VIN, the date you obtained the right to determine the vehicle disposition, and who you obtained the vehicle from. Towing reports will include a statement of what will happen to the vehicle (if it will be used for parts or rebuilding, crushed or sold) who purchased the vehicle if it was sold, and if it will be exported out of the US.

NMVTIS regulations require companies to report a vehicle within 30 days of obtaining ownership or

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control of the vehicle. Tow companies will make a report within 30 days of taking ownership or control of a vehicle. If, within that initial 30-day window, you can determine the final disposition of the vehicle (the vehicle is sold, or crushed, for example) then only one NMVTIS report will be required. If the final disposition of the vehicle cannot be determined within the initial 30 days, you will have to make both the initial report and a supplementary report once the final disposition of the vehicle is determined. Your data consolidator will let you know how and in what format you should report the required information.

**Is it too late to begin reporting?** If you haven't ever made a NMVTIS report, it's not too late to catch up. The Department of Justice has stated that even if you are late beginning NMVTIS reporting, when you do make your first report, you should include ALL junk and salvage vehicles that you have handled since March 1, 2009.

If you have been reporting and find that you have forgotten to report a few vehicles, or you've reported them incorrectly, the same principle applies: better late than never. Even if you're behind, it is important that you make a complete and accurate report.

**What's in it for you?** The real benefit of the NMVTIS database is the protection it provides. If you would like to check a vehicle history before you buy a rebuilder, take a car on trade or auction a vehicle, you have access to NMVTIS information as well. A NMVTIS Vehicle History provides state information from a vehicle's current title, including the vehicle's brand history, title history, and the latest reported odometer readings. NMVTIS vehicle reports will also tell you if a vehicle has been determined to be "salvage" or a total loss by an insurance company or a self-insuring organization, and lists prior reports from auto recyclers who may have handled the vehicle.

NMVTIS levels the playing field for automotive businesses small and large. Across the industry, upstanding business owners obtain complicated permits and follow strict regulations for permits, notifications, titling and more -- expenses that cost thousands of dollars a year. Enforcement of these regulations is

haphazard, and tends to target businesses trying to comply rather than shady businesses that fly under the radar by avoiding permits or titles altogether. Unlike other industry requirements, NMVTIS reports provide a clear chain of possession for end-of-life vehicles that will make enforcement much simpler, and clearly identify those that are not compliant.

Many insurance companies, recyclers and most salvage pools are reporting to NMVTIS. Each report indicates the name of the business that sold them a vehicle or from whom they purchased a vehicle. If an insurance carrier reports that they totaled a vehicle and transferred it to a tow yard, then a salvage yard reports that they purchased a parts car from that tow yard at auction, but the tow yard never reports, it is clear that the tow operator is not reporting as required. With NMVTIS, gaps in the chain of possession point directly to the businesses who are not reporting, rather than those who are.

**How do you check compliance?** The official government website, [www.nmvtis.gov](http://www.nmvtis.gov), provides a searchable database of compliant companies under the **About Us** tab, when you click the **Who Reports to NMVTIS?** link. NMVTIS compliance checks are a great law enforcement tool that will help identify unfair and illegal business practices that hurt the whole industry. Compliance checks can work for you, too. Make sure your suppliers are reporting-- don't accept cars from businesses trying to skirt the rules.

More information is available at [www.nmvtis.gov](http://www.nmvtis.gov) and [www.add123.com](http://www.add123.com). The complete Department of Justice tow operator clarification is available at [nmvtis.gov](http://nmvtis.gov) on the **FAQ** tab under **Policy Clarifications** on the **FAQ** tab.



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# Your Association Needs Your Help!

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...

Commit today to supporting  
the IAR PAC fund. This can  
be done via a one time  
donation or you can be  
billed via e-mail invoice or  
pay pal invoice.

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 Iowa Automotive Recyclers. I am committing to a one year support of:

\$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.

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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.

*Parts Grading...continued from Cover*

Grading Workshop at the upcoming Summer Outing in Tama, Iowa on June 10-11, 2011. A printed copy of the ARA Recycled Parts Standards & Codes guide will be given attendees to use a handy reference and reminder of the knowledge gained at the training session. Mel Hunke of the QRP Midwest will provide the training at the conference. With his career experience in automotive recycling and collision repair Mel will be a great asset to the Summer Outing. The training will bridge the gap in understanding the needs of the professional repairer and why it is so time critical for them to purchase a used part that meets their expectation.

The workshop will continue with a presentation by our friends at Car-Part.com on "Selling to the Professional Repairer." Following that presentation a panel of experts will answer questions. We hope to engage insurance and repair professionals in dialog the truly opens up the lines of communication for both sides of the industry. I hope you can make it to Tama in June!

After lunch we host Bob Curry from Allied Insurance. Bob will address "Loss Mitigation for the Salvage Industry." Wrapping up the training agenda our own, John Ward of Ward Enterprises will speak and facilitate a discussion of "Racking for Recycled Parts." Don't miss this opportunity to receive free professional advice at the problem solving session!

Other superb opportunities are offered at the TRADE SHOW hosted as the opening event on Friday, June 10, 2011 from 6-9 p.m. at the host venue of the Meskwaki Bingo Casino Hotel & Conference Center. What a beautiful location it is. The TRADE SHOW will be available both days with the final opportunity visit the vendors during the lunch on Saturday, June 11, 2011 Noon -2:30. Don't miss Rod Devries at his booth for "Hoist Training and Inspection." It is, after all, required by OSHA!

What an event we have planned for the evening too! Thank you to Mike & Mitzi Waterbury for hosting the yard tour and Hoedown BBQ dinner and dance with a live band at their yard, Sandhill Auto Salvage, in Tama. Buses will leave the Hotel repeatedly from 5:00 to 6:00 pm on Saturday evening. Our outgoing President is ready to celebrate in style, cowboy style that is...

Please come join us in Tama this June 10-11, 2011.

## QRP VMS Becomes QRP Salvage Solutions

IAR recycling members QRP of Iowa needs YOU. There are big changes coming to the former QRPVMS salvage acquisition site. QRP Salvage Solutions will now be independently owned and operated and will now bring you expanded salvage bidding opportunities. Built by auto recyclers, for auto recyclers the QRP Salvage Solutions program keeps auto recyclers front and center for salvage acquisition from insurers and financial institutions. We help facilitate direct relationships with people who have salvage and distressed vehicles to sell and keep your buyers costs at a bare minimum. Many of our customers are asking us to expand our program to states where we have no local recyclers to bid vehicle listings. We've done that now by offering free registration and bidding opportunities to professional recyclers who belong to their respective state recyclers associations. We have nearly 20 IAR members currently enjoying the benefits of the QRP Salvage Solutions program (formerly QRPVMS). We can help you have more purchasing opportunities right there in Iowa and beyond if that fits your buying patterns. If you are a direct member of IAR and your primary business auto you can get registered to view and bid salvage absolutely free of charge. You can gain access to our program just because you are a professional recycler and belong to IAR and you agree to the standard QRP bidders policies. Between December and mid April 2011 your fellow IAR recyclers registered with us had the opportunity to view and bid on almost 90 pieces of automobile and truck salvage in Iowa with more opportunities in nearby states.

Would you like to know more? Call Roger Ross at QRP Salvage Solutions, toll free. 888-241-0294. Or email at [Rross.qrp@gmail.com](mailto:Rross.qrp@gmail.com). Ask yourself this question, "Why wouldn't I do this when nearly 20 IAR recyclers already are?" We think you'll answer the question by saying "There is no reason to pass on this opportunity". We hope to hear from you soon.

Roger Ross QRP Salvage Solutions



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