



# Recyclers News Press

Iowa Auto Recyclers

May / June 2016

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### Routing Slip

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- Manager(s)
- Safety Supervisor
- Environmental Mgr
- Stormwater Mgr
- Bookkeeper



## Van Horn Truckload of History

**Van Horn's museum was a part of North Iowa for over 17 years.** Lloyd Van Horn, the founder and proprietor of Van Horn Truck Museum, opened in 1983, closed the door on Sept. 22, 2000. At age of 69-year-old back then, Van Horn said dwindling attendance was one reason he called it quits. Van Horn's "collection of collections" was headlined by the 55 antique trucks on display.



Van Horn at the time had said "It's been unreal," of the traffic at his museum since his announcement to close. "We've had more people here lately from Mason City and Clear Lake than the previous four years." Now at age 85, Van Horn has amassed a much smaller scale personal museum of his own that he will be sharing with the attendees of the Iowa Automotive Recyclers Summer Outing.

Lloyd Van Horn founded Van Horn Auto Parts, Inc., located at 20966 Monroe St in Mason City, Iowa, in 1951 and is still active in the company today along with two sons, Terry who is the general manager, Larry who is the parts manager, and Terry's wife Sue who is the office manager. [VanHornAutoParts.com](http://VanHornAutoParts.com)

But if you really want to see an expert gleam with pride and knowledge held by few, if any other individuals on the planet, don't miss an opportunity to ask Lloyd about antique trucks. Lloyd himself told the tale to a reporter in 1995 of how the antique truck museum got started.

### A Little Story on the Van Horn Truck Museum by Lloyd Van Horn

About 25 years ago, on a Saturday afternoon, a friend talked me into going to an antique auto auction with him. Up to that point I had never collected antiques of any kind, but I thought I would go with

Continued on Page 6...



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## Recyclers News Press

The RECYCLERS NEWS PRESS is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, its officers, director, staff members or advertisers. Statements of fact and opinion are the responsibility of the author.

IAR Members are encouraged to submit material for publication in the Recyclers News Press. Content may be edited for length with the author's permission.

Deadline for submission is the 20th of the month prior to publication. Send content to Sue Schauls at [Schauls3@mchsi.com](mailto:Schauls3@mchsi.com) with a full color graphic when possible.

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## Iowa Automotive Recyclers Board of Directors Meeting

May 10, 2016—Noon to 4:00 pm  
Cherry Creek Grill in Waterloo

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Iowa City, IA  
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Action Auto Parts  
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Aikey Auto Salvage  
Cedar Falls, IA  
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Airline Auto Parts  
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AWE Auto Service  
Traer, IA  
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B & B Salvage  
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Burlington Recycling & Auto Parts  
Burlington, IA  
[burlingtonrecyclingandautoparts.com](http://burlingtonrecyclingandautoparts.com)

Charlie Brown Auto, Ltd.  
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Members present: Andy Wilken, Sue Schauls, Brad Osborn, Tom Quandt, Pat Roof, Jordan Barkow, Mike Davidson, Joel McCaw and Jeff Smid.

Andy called the meeting to order at 1:31 pm. The Anti-Trust statement was acknowledged.

IAR Budget Summary – Sue explained the annual budget planning and finances of the association. Joel, Treasurer, and Sue pre-plan the annual expenses based on the projected income from dues and advertising. Most invoices are paid up at this point with two members dropping this year due to non-payment of dues. Summer outing invoices are just being sent and registration will commence soon.

The board discussed the issue of pre-approval for expenses submitted. Mike S. has requested reimbursement of \$100 toward his expenses to attend the IADA convention. After some discussion, there was a motion by Pat to not approve the \$100 request with a second by Jordan; motion carried.

IAR Tax Status – Sue said the tax-exempt status of the Iowa Auto Recyclers was in question by the Internal Revenue Service. Joel said the IRS had revoked the nonprofit status due to non-filing of tax returns for three consecutive years. We have since been re-instated as a nonprofit after the confusion was addressed. Our Tax Attorney, Bill Townsend, did complete those tax returns (2012, 2013 and 2014) but the IRS said they did not have record of receiving them. Both Joel and Bill will continue to fight this ruling as it came to light that the IRS has had issues with nonprofits paper filings and other nonprofits have the same problem. The response letter was sent in a timely manner and we are expecting the matter to be resolved.

**Raffle Fundraiser/Gambling License/Sales Tax Permit** – IAR has received a gambling permit and a sales tax permit to sell raffle tickets. The GUN RAFFLE fundraiser will run from May through September at which time the winning raffle ticket will receive a \$2150 gift certificate **OR** a Browning Over Under Shotgun valued at \$2150 from Scheels sporting goods store. Tickets will be sold for \$5 each or 6 for \$25. All members will be able to buy and sell tickets. Tickets may be sold to non-members, members



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## Iowa Automotive Recyclers Board of Directors Meeting

May 10, 2016—Noon to 4:00 pm  
Cherry Creek Grill in Waterloo

of the public or purchased by the IAR members. Tickets have been ordered and a poster is being developed all in time for distribution at or by the Summer Outing in Mason City, June 3-4, 2016. The drawing will be held September 21, 2016.

Summer Outing – The event will start on Friday June 3, 2016 – Behr will offer a facility tour from 2-5 pm. There will not be a Board meeting on Friday afternoon. On Saturday, June 4, 2016, a full day of training will take place with a luncheon to honor Lloyd Van Horn and the day's events will close out with a tour at Van Horn Auto Parts from 2-5 pm. New Officers – Eric Piper from Spilman's will be the Vice-President. Mike Garvin from Vander Haag's is the new Board Member. The training this year will be OUTSTANDING! Car-Part and Hollander will both be conducting multiple sessions on how to better utilize their products to sell more parts and the Keynote address will be given by Chad Counts, a national consultant, on maximizing efficiency and profit at salvage facilities. Dan Miller from Legends will also present on the catalytic converter market which is usually standing room only at Dan's session. Then the BBQ, yard tour, auction and dance with a band will take place at Wilken Auto Salvage in Kensett, Iowa on Saturday evening. Remember to invite folks that can't attend the full day that members are welcome at the social event on Saturday evening.

Tom Q. made a motion to adjourn with a 2nd from Pat. The meeting was adjourned at 3:43 pm.

Respectfully submitted,

*Jeff Smid*

Jeff Smid,  
Secretary

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# Van Horn Truckload of History

Lloyd Van Horn

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Pat's Auto Salvage, LLC  
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[www.PiperAutoParts.com](http://www.PiperAutoParts.com)

Poell's Enterprises, Inc.  
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Preferred Auto Sales, Inc.  
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[www.preferredautosales.net](http://www.preferredautosales.net)

Quandt Auto Salvage, Inc.  
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him just to see what an antique auto auction was like. Well, there happened to be two interesting old trucks on the sale and the next thing I knew I bought them both!

This led to going to more sales and resulted in spending much of my spare time looking for and restoring early makes of rare or unusual trucks. I stuck with buying just pre-1930 trucks and mostly the rare makes, which were built by companies that are long gone. At first I had in mind to try and locate one of each make ever built, until I found out there were 1,801 companies over the years that had tried their luck at building trucks.

My wife Margaret also took an interest in the old trucks and soon she was doing the seat upholstery work, as well as helping with keeping the Museum open in the summer months. Our grandson Scott also became interested and was involved with much of the restoration work, so this turned out to be a family project that we all enjoy.

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# Van Horn Truckload of History

Lloyd Van Horn

1914 REO Model J (two ton). REO stands for Ransom E. Olds, the only man in automotive history to have two companies named for him, and both companies surviving into modern times REO Motor Co. and Olds Motor Works.

The Museum was opened after the truck collection had grown to a point that I had trucks stored in buildings all over the place. The museum started out in a building that had been used for a turkey processing plant, and since its opening two more large buildings have been added. Once the Museum was up and running we decided to build a 1930 store-front street, down through the main museum building. This includes several old general stores, a firehouse, Studebaker garage, gas stations, old parts store, and even an old warehouse complete with loading dock where trucks are loading. Old trucks are parked out in front of all these stores. We have also added old advertising signs, garage tools and equipment, old gas pumps, early toys, and even early household items to stock the general store. The trucks are almost all restored to their original condition and equipped with a variety of different types of bodies.

## Collectors Keep The Remnants Of Chicago's Trucking Industry Alive

A Mason City report, David Young received a rare gift as Lloyd Van Horn wandered through the old quonset hut that once was a turkey farm here and pointed to his pride and joy--a gleaming Little Giant. Elsewhere in the hut and in some adjacent barns are a Master, Old Reliable, All-American

Continued on Page 10...



This 1910 Avery truck is all original. This combination truck-tractor had a pulley on front of engine to run belt for a threshing machine. Built mostly for agricultural use.

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Sanborn, IA

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Swift's Trails End Auto Recycling  
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# Mr. Swift Goes to Washington

## VIN Data for Parts is within Reach

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Walker Auto Salvage  
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Waterloo Auto Parts  
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[www.WaterlooAutoParts.com](http://www.WaterlooAutoParts.com)



ARA President and Iowa's native son, Mike Swift stormed the nation's capital in April with a brigade of fellow auto recyclers to discuss the merits of providing all parts data to the automotive recycling industry.

Members of both the House and Senate were asked to meet with members of the Automotive Recyclers Association or ARA, an international trade association for the automotive used parts recycling industry.

Mike and Tracy Swift and Sue Schauls represented Iowa in the endeavor to educate the congressional delegation on the merits of allowing access to data that is already used in the industry by repairers, the insurance industry, and new car dealerships.

ARA had previously introduced a bill that asked for all VIN data for vehicle parts matching as the best option to be proactive in protecting consumers from unknowingly receiving parts that had been on recall for safety reasons and to increase the usage of used parts for the known environmental and



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# Mr. Swift Goes to Washington

## VIN Data for Parts is within Reach

economic benefits. The current system of sending hardcopy letters to the last registered owner of the vehicles was not only inefficient and expensive to automakers but lacked integration to the parts inventory system used by automotive recyclers thus did not accomplish the intended transfer of information necessary. **The bill became law but with the concession, that only the recall data will be provided to auto recyclers.** The law is in the rule writing process now.

The availability of the recall data in batch data form to inventory management systems will allow auto recyclers' systems to flag recalled parts in real time so that as soon as a defect is identified the parts will be marked as non-saleable. Additionally, if the original equipment manufacturer (OEM) or a third party vendor is offering a buy back on recalled parts they will be easily pulled for sale much like integrated core sales programs work now.

The law was championed in the House of Representatives by Representative Adam Kinzinger, from Illinois, and his motivated staff. ARA honored Representative Kinzinger and his staff for understanding that the data is unnecessarily kept from consumers and auto recyclers even though it was readily available in electronic form. The process is not over and the mechanics of making the data integrated with inventory management system is a political process wrought with concession and compromise. Thankfully, Mr. Swift, ARA CEO Michael Wilson, and the *extremely talented* ARA Director of Policy, Delanne Bernier, along with a dedicated support system made up of ARA staff, the genius team at Car-Part, and highly engaged recyclers like Shannon Nordstrom, just to name a few of the many many individuals that accomplished this arduous task, are still at the helm watching the rule writing process.



This is big folks. What has already been accomplished is a game changer in the industry. Possibly THE game changer we desperately need. In the true vein of the title innuendo, all made possible by people who cared to make a difference assisted by people who know *how* to make it happen. Ponder that for a moment please, because those two things do not come together by accident. That *IS* the political process. As the saying goes, *"Never doubt that a small group of thoughtful committed citizens can change the world; indeed, it's the only thing that ever has."* - Margaret Mead

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# Van Horn Truckload of History

Lloyd Van Horn

and Dearborn. These are all turkeys, albeit valuable ones, but not the feathered kind.

**As a sideline to his auto parts business, Van Horn ran probably the only public museum in Middle America devoted to antique trucks.**

A sizable portion of his collection comprises trucks built in Chicago, which, for the first half of the century, was a center for the manufacture of commercial vehicles--everything from buses to dump trucks.

Since 1899, the year after the first American truck appeared (a Winton from Cleveland), at least 88 companies in Chicago and its environs have gone into the business of building trucks. As many as 26 companies were operating in 1919.

"Chicago was quite a truck town," reminisced Paul R. Gordon, 91, retired sales manager for Diamond T Motor Car Co., a Chicago truck builder until the company was merged out of existence in 1958. Only a handful

of truckmakers survive. The biggest is Navistar International Corp., which for most of this century was known as International Harvester Corp. and which built trucks under the International and IHC names. "We built our first truck in 1907, and 91 years later we're still doing it," said John R. Horne, Navistar's chairman and chief executive.

Diamond T was Chicago's No. 2 truck builder, but its vehicles now exist mainly in the antiques collections of men such as Van Horn; George Schaaf, of suburban Frankfort; and Bill Schutt, of Western Springs. Schutt heads Windy City Chapter of American Truck Historical Society and owns seven Diamond Ts.



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# Van Horn Truckload of History

Lloyd Van Horn

The family-owned Hendrickson Motor Truck Co. was a major builder of specialty trucks until it was sold in 1978 to John Boler of Boler Industries, who then sold the truck operation to a Michigan company that makes HME trucks.

Specialty truckmakers also survive. Federal Signal Corp., in Oak Brook, builds Emergency One fire trucks and Elgin street sweepers. W.S. Darley & Co., in suburban Melrose Park, makes fire trucks.

"In the early part of the century, trucking was largely regional, and, as a result, so was truck building," said Donald F. Wood, professor of transportation at San Francisco State University's College of Business and author of 10 books on trucks.

Lloyd Van Horn is also a celebrated author and authority on antique trucks. He shares his knowledge and his pen with anyone who has the mind to listen. Fascinating is the only word to describe the knowledge that Lloyd has gained on the subject of

antique trucks.

The earliest trucks were primarily delivery vehicles that shuttled goods around big cities in competition with horse-drawn wagons in the first two decades of the century. Railroads were the dominant form of transportation and there was no national highway system. Rural areas had dirt roads that became impassable in bad weather, but cities had paved streets that could handle heavy trucks. So local markets for trucks developed in the cities.

Rural areas didn't have paved roads until the 1920s, and the big intercity truck--the tractor-trailer or semi-trailer--didn't come into widespread use until World War II though it had been developed earlier, Wood said. No less than 29 companies started building trucks in Chicago in the first decade of this century, and they were joined by another 40 from 1911

Continued on Page 18...

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## SUMMER OUTING REGISTRATION FORM

Mason City, Iowa – **June 3-4, 2016** – Historic Park Inn

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

Contact Person: \_\_\_\_\_

Forklift Training  Airbag Training

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

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

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

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

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**Event Sponsorship** ..... \$500

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Attendee Name: \_\_\_\_\_

Forklift Training  Airbag Training

Attendee Name: \_\_\_\_\_

Forklift Training  Airbag Training

**Total Enclosed** \$ \_\_\_\_\_

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**Country Inn & Suites – 4082 4th St SW, Mason City, IA 50401 (641) 423-1770**

\$120 (1 King) \$125 (2 Queens) per Night *Conference Rate* (with Hot breakfast & Free WiFi)

*Mason City has many other hotels available as well as the nearby resort community of Clear Lake, Iowa!*

**TRADE SHOW** Friday 6:30-9:30 pm & Saturday 11:30- 1:30 pm

*Can't make it to the Summer Outing?*

Ship your auction donation to:

**Wilken Auto Salvage**

1560 400<sup>th</sup> Street Kensett, IA 50448

Or send PAC fund or Scholarship donation to:

**IAR PAC**

55 West 32nd St Dubuque, Iowa 52001

Make registration check payable & send to:

**Iowa Automotive Recyclers**

**2214 Regal Avenue**

**Waterloo, Iowa 50702**

# SELLING MORE PARTS

## *Iowa Automotive Recyclers Summer Outing*

June 3-4, 2016

Historic Park Inn - Mason City, Iowa

Trade Show - Friday, June 3, 2016 - 6:30-9:00 pm

Speaker Agenda - SATURDAY, June 4, 2016 - Historic Park Inn

9:00 **Key Note Address** By Chad Counts of Counts Consulting.

**Chad Counts** will headline this training intensive event for Iowa Automotive Recyclers and guests. **Shotgun and Rifle – A Guide to Sales Management**—While a shotgun may give you a greater chance to hit A target, it may not have enough force to generate the results you want. A rifle can be much more tedious and difficult. It takes more focus on a smaller target but yields a much greater result. There are many things to focus on in Sales but focusing on many thing yields few results.

10:00 **Surviving in Tough Times**—Survivalists are consumed with preparation for disaster. Understanding that circumstances are often out of your control, you focus intently on what is in your control to stave off disaster. We will identify the abilities and resources every business must have to just that!

11:00 **Everything You didn't know to ask about Converters!** By Dan Miller of Legends Smelting **Dan Miller** will unravel the mysteries of catalytic converter buying and selling. The market has been unpredictable or has it? A favorite and always **on target with timely and insightful market information.**

The **intensive training sessions** will continue all day with **Car-Part.com, CheckMate and Hollander** on deck to provide multiple hands-on workshops, training and program demonstrations enhanced by product experts who know their software, know the market, know the parts buyer preferences and can lead the training sessions to new heights with insider techniques and tidbits for **SELLING MORE PARTS!**



**Award Luncheon & Trade Show**  
**Lloyd Van Horn - Founders Award**  
**Saturday 11:30 – 1:00 pm**



**Car-Part World Tour** is coming to Mason City in conjunction with the **Summer Outing!** Car-Part.com will conduct multiply training session at the event throughout the day in various rooms. Visit [products.car-part.com/worldtour/ia](http://products.car-part.com/worldtour/ia) to pre-register & to receive a free t-shirt!

**Hollander Training** sessions will fill the afternoon to double the educational opportunities for owners, managers, sales staff and inventory specialist!

**2:00 - 5:00 Yard Tours at Van Horn Auto Parts & BEHR Iron & Metal**

6:00 – Dinner and yard tour at Wilken Auto Salvage – Kensett, Iowa

6:30 – Scholarship/PAC Live Auction followed by Band and Dance

**Conference Venue:** Historic Park Inn – 15 W State Street - Mason City, Iowa

Visit [www.IowaAutoRecyclers.com](http://www.IowaAutoRecyclers.com) for registration information



## During the IAR Summer Outing, we're bringing Car-Part training to you!

Join us for classes led by Car-Part product experts. We'll walk you through the latest features of your favorite programs and introduce you to a wealth of new ideas for your business.

Checkmate Sales Pro Boot Camp is an interactive, workshop-style class. Bring your laptop and test drive our latest software in class!

Registration is required as space is limited. Register at <http://products.car-part.com/worldtour/ia/>  
You must also be a registered attendee of the Iowa Auto Recyclers Summer Outing to attend.

### Classes During the IAR Summer Outing

#### Coremate

**8:00am – 8:50am**

Session will cover:

- Knowing total vehicles core values when buying, dismantling, and scrapping
- Using core prices to dismantle more efficiently
- Receiving core bids from buyers directly in your email, for parts already in stock
- Common questions about selling cores

#### Checkmate Reports and Dashboards

**10:00am – 11:30am**

**2:30pm – 4:20pm**

Session will cover:

- How the Dashboard works for you
- Personalizing your Dashboard with gadgets and user privileges
- Integration with Checkmate Sales Pro
- Understanding Crystal Reports

#### Checkmate Sales Pro Boot Camp

**10:00am – 11:30am**

**1:30pm – 3:20pm**

Session will cover:

- Understanding Checkmate Sales Pro's improved workflow
- Finding and selling parts
- The importance of capturing and using images of your parts
- Information available to you while selling parts
- Determining which parts to sell as cores with Core Pricing
- Hands-on exercises using the skills you have learned

#### What's New at Car-Part.com

**8:00am – 8:50am**

**1:30pm – 2:20pm**

Session will cover:

- What we're working on for 2016 – new enhancements and services
- Car-Part mobile apps
- MyPartsApp, the customized mobile app for your business and your parts
- Recent part recalls, and our voluntary recall program
- Using Car-Part Pro to sell more parts to professional repairers
- Car-Part Gold, and what it can do for your business
- Question and answer session

#### Bidmate

**3:30pm – 4:20pm**

Session will cover:

- Setting up Bidmate to work best for your yard
- Importing auctions to begin bidding
- Considering parts Bidmate labels as "BUY" parts
- Car-Part request data at your fingertips with Advanced Bidmate
- Calculating core data with Advanced Core Pricing (for yards that Bidmate isn't right for)

**This Car-Part World Tour Training stop is being held during the Iowa Auto Recyclers Summer Outing.**

Classes will be held at:

**Historic Park Inn Hotel**

7 West State St

Mason City IA 50401

Phone: 641-422-0015



For more info, please call your friendly Car-Part salesperson at 859-344-1925 or visit <http://products.car-part.com/worldtour/ia/>

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## New Employee Overtime Pay Rules Effective December 1, 2016

Actual Systems  
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[www.actual-america.com](http://www.actual-america.com)

Al-Jon Manufacturing  
Ottumwa, IA  
[www.aljon.com](http://www.aljon.com)

Alter Metal Recycling  
Des Moines, IA  
[www.altertrading.com](http://www.altertrading.com)

Auto Data Direct, Inc.  
Tallahassee, FL  
[www.add123.com](http://www.add123.com)

Back Lot Auctions, LLC  
Maquoketa, IA  
[www.backlotauctions.com](http://www.backlotauctions.com)

Bank Iowa Insurance LLC  
Waterloo, IA  
[www.bankiowainsurance.com](http://www.bankiowainsurance.com)

Behr Iron & Metal  
Mason City, IA  
[www.BehrIM.com](http://www.BehrIM.com)

Brad's Used Parts MegaCenter  
Viola, IL  
[www.bradsmegacenter.com](http://www.bradsmegacenter.com)

Car-Part.com  
Ft Wright, KY  
[www.car-part.com](http://www.car-part.com)

Casualty Adjuster's Guide  
of Iowa/Nebraska  
Waseca, MN  
[www.cagworld.com](http://www.cagworld.com)

CheckMate  
Ft Wright, KY  
[www.car-part.com](http://www.car-part.com)

On May 18, 2016, the Department of Labor published the final rule updating the overtime regulations, which will extend overtime pay protections to over 4 million workers within the first year of implementation. This update will result in a meaningful boost to many workers' wallets, and will work toward the President's commitment to ensuring workers are compensated fairly.

The rule changes the overtime regulations as defined in the Fair Labor Standards Act (FLSA). The most prominent change is the increase in the salary level required for exemption from overtime to an annual salary of \$47,476. This translates to a weekly salary of \$913. Additionally, the Final Rule amends the salary basis test to allow employers to use incentive payments (including commissions) to satisfy up to 10 percent of the new standard salary level.

This means that your employees who currently earn more than the current threshold of \$455 per week (\$23,660 annually), but less than the new threshold of \$913 per week, need to be reclassified as nonexempt and will be entitled to overtime for any hours worked over 40 in a week. The final rule will take effect on December 1, 2016.

Reclassifying an employee from exempt to nonexempt offers overtime options, but may appear to be a loss of status to some newly classified nonexempt employees. While some employees will welcome the chance to receive overtime pay, others may see the need to track actual hours worked as a demotion. Explain to employees why this change is taking place. Discuss the fact that the standards are set by the federal government. The change is not based on the discretion of the company and it is not a reflection of how the company views the employee. It is not a performance issue. If employees understand that the changes are objective rather than subjective standards, they may feel better about the transition.

**The effective date of the final rule is December 1, 2016.** The initial increases to the standard



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## New Employee Overtime Pay Rules Effective December 1, 2016

salary level and highly compensated employees (HCE) total annual compensation, from \$100,000 to \$134,004 per year, will be effective on that date. Future automatic updates to those thresholds will occur every three years, beginning on January 1, 2020.

According to the DOL, this will raise Americans' wages by an estimated \$12 billion over the next 10 years, with an average increase of \$1.2 billion annually. Additionally, the DOL states that this change will extend overtime protections to 4.2 million additional workers who are not currently eligible for overtime under federal law.

**No changes to the "duties tests."** Therefore, employers will follow the duties tests that they have been familiar with since 2004.

**What are the duties tests?** Since 1940, the Department's regulations have generally required each of three tests to be met for one of the FLSA's white collar exemptions to apply: (1) the employee must be

paid a predetermined and fixed salary that is not subject to reduction because of variations in the quality or quantity of work performed; (2) the amount of salary paid must meet a minimum specified amount; and (3) the employee's job duties must primarily involve executive, administrative, or professional duties as defined by the regulations.

**Increases to the salary threshold every 3 years going forward.** The DOL will automatically update the standard salary and compensation levels every 3 years going forward. This will be easier on employers than the originally proposed annual updates. The DOL has set the salary level at the 40th percentile of full-time salaried workers in the lowest income region in the country, which is currently the South. The DOL states that based on projections of wage growth, the threshold should rise to over \$51,000 by January 1, 2020, which will be the date of the first increase.

References: <https://www.dol.gov/whd/overtime/final2016/>

<http://hr.blr.com/HR-news/Compensation/Overtime/Overtime-regulations-require-new-salary-exemption/#>

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# Van Horn Truckload of History

## Lloyd Van Horn

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Kabele Truck & Auto Parts  
Spirit Lake, IA  
[www.Kabele.com](http://www.Kabele.com)

Legend Smelting & Recycling  
Joliet, IL  
[www.LegendSmelting.com](http://www.LegendSmelting.com)

LKQ Corporation  
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through 1920. But the mortality rate was high; 49 companies failed or were bought out by the end of 1920.

Short-lived trucks such as Acorn, Webster, Condor, Dearborn, Fargo and Gumprice have been largely forgotten except by antique-truck collectors. A moving company that built its own trucks called Harders. Le Moons, Lumbs, Moguls, Wonders and a truck called Rex also lumbered over Chicago streets. The trucks of some of those short-lived companies are worth big bucks as collectors' items. A fully restored All-American, which sold for \$1,595 at the end of World War I, can fetch 10 times that from a collector--or more.

Restoration of an antique truck can cost 10 times its selling price. "When I got started (about 30 years ago in 1995), the really rare trucks were in such bad shape that it cost a fortune to restore them. Now they're almost prohibitively costly," said Van Horn.

That's why he maintained what he calls his "boneyard" behind the museum--for parts. It consists of a pile of rusting hulks atop which sits the skeleton of a Chicago-built Old Reliable. Old Reliable was typical of Chicago's early truck builders. The Henry Lee Power Co. in 1911 decided to build a 3-ton motor truck and named it Old Reliable.

Old Reliable's Model B is as good an example as any of an average truck for its time. It had a 28.9-horsepower engine that provided power to the axles via a double chain and could carry up to 2 1/2 tons of cargo. Top speed was usually no more than 20 m.p.h., which produced a bone-jarring ride on solid rubber tires. In most trucks of that time, the cargo was considered more important than the driver, who often rode in an open cab. The Model B carried a price tag of \$3,500.

Continued on Page 20...



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# Van Horn Truckload of History

## Lloyd Van Horn

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Although the museum is now gone the love of antique trucks endures. Lloyd has also spent a great deal of time and money making sure other folks can enjoy those truck as much as he did.

**1930 Studebaker Donated to the Iowa 80 Trucking Museum.** The Iowa 80 Trucking Museum in Walcott, Iowa was the recipient of a very generous donation. Lloyd & Margaret Van Horn, Mason City, Iowa, donated their 1930 Studebaker truck in 2009. "I wanted to make sure that the truck was well taken care of and would be shared with the general public," says Lloyd Van Horn. "I knew that the Iowa 80 Trucking Museum was the right place."



Photo by Sue Schauls. "I was sitting at the stop light on the hill by my house when I saw the Van Horn's flatbed loaded with this very immaculate antique truck. I had no idea it was the Studebaker on its way to its new home at the truck stop museum. This is first I've shared the picture with Lloyd." 2016

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# ARA Updates

## Industry news from the national association

### 522% Tariff on Chinese Steel Imports

The United States has imposed duties of 522% on Chinese cold-rolled steel, used to make cars and washing machines, as a backlash escalates against a glut of Chinese steel flooding global markets, CNBC reported last week. In a final ruling, the US Department of Commerce added anti-subsidy duties of 256.4 per cent together with anti-dumping duties of 265.8 per cent on steel produced by Chinese mill. The U.S. also levied a much smaller tariff of 71 per cent on Japanese steel producers. Although trade investigations are routine on both sides, high-profile rulings on politically important industries can trigger tariffs on both sides. China's Ministry of Commerce did not respond to requests for comments. Chinese steel capacity has soared in the past decade to more than one billion tons, sending surplus production flooding into international markets especially after domestic consumption peaked in 2013. Beijing routinely calls on the sector to cut capacity but at the same time it is unwilling to allow the failure of large

mills, especially those of stateowned groups that are often the biggest employers, taxpayers and borrowers in their locality. "The price of scrap has not been consistent for a long time and I am sure that has to do with the price of steel in the US and the imported steel flooding the US market," said ARA President Mike Swift. "It's a volatile market."

### LKQ on Standard & Poor's 500 List

LKQ Corporation was named to the S&P's 500 listing on the New York Stock Exchange. The action was taken after the close of business on May 20, 2016. "We are honored to be part of such a prestigious Index with some of the world's largest and most respected companies," stated Robert Wagman, President and CEO of LKQ Corporation. "This achievement is a validation of our business model and our history of delivering consistent and profitable growth for our stockholders. It is also a tribute to the hard work and dedication of our more than 37,000 employees who helped make it happen."

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# Used Car Dealer Education

## Must Take 5 Hour Class by 12/31/2016 for Renewal

Professional Solutions  
Clive, IA  
[www.psis-ins.com](http://www.psis-ins.com)

QRP Salvage Solutions  
Tomahawk, WI  
[www.qrp1source.com](http://www.qrp1source.com) &  
[www.QRPVMS.com](http://www.QRPVMS.com)

Recyclers Power Source  
Spirit Lake, IA  
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The Locator Magazine  
Whiting, IA  
[www.PartsLocator.com](http://www.PartsLocator.com)

The Used Car Dealers 5-hour continuing education class must be taken by 12/31/16. Classes start in June of 2016. Classes will again be held at the community colleges throughout Iowa. See schedule [www.iowaiada.com](http://www.iowaiada.com)

**ENVIRONMENTAL, HEALTH & SAFETY COMPLIANCE FOR AUTO DEALERS/RECYCLERS.** Training for the new OSHA rules for Hazard Communication governing shops with employees and workplace chemical products in use will be provided to assist automotive facilities with the required transition to the New SDS format, safety training and environmental compliance. This class will be of assistance to auto dealers who have a service department, body shop and auto recyclers. Learn your responsibilities under the Iowa DNR, EPA and OSHA requirements. Dealer updates from the Iowa DOT, Consumer Protection Division of the Iowa Attorney General's office and other state and federal agencies provided. *Trainer: Sue Schauls*

Other session topics available include: **THE NUTS, THE BOLTS, THE BASICS**, (class will review dealer license laws, title and registration requirements); **BUY HERE PAY HERE**, (class will provide dealers with an overview of procedures and regulations for BHPH dealers in Iowa); **LEGAL AND COMPLIANT GUIDANCE FOR DEALER ASSISTED CONSUMER**, (class will assist dealers offering lending sources to their customers).

Class schedules are being finalized. Class locations, class time and course numbers will be posted on the IADA website at [www.iowaiada.com](http://www.iowaiada.com) and will be included in Street Smart magazine throughout 2016.

Friday, June 24, 2016 Kirkwood Community College– Cedar Rapids  
Friday, July 8, 2016 Hawkeye Community College – Cedar Falls  
Friday, August 5, 2016 Eastern Iowa Community College – Davenport  
Friday, August 11, 2016 North Iowa Area Community College NIACC – Mason City  
Friday, August 18, 2016 Southeastern Community College – Burlington  
Friday, September 16, 2016 Iowa Valley Community College – Marshalltown  
Thurs, September 22, 2016 DMAAC Southridge – Des Moines  
Thurs, October 6, 2016 South Western Community College — Creston  
Friday, October 21, 2016 Northwest Iowa Community College – Sheldon  
Friday, November 4, 2016 Indian Hills Community College – Ottumwa  
Friday, November 11, 2016 North East Iowa Community College - Dubuque  
Friday, November 18, 2016 Hawkeye Community College – Cedar Falls  
Tuesday, November 22, 2016 Western Iowa Tech – Sioux City  
Tuesday, November 29, 2016 Kirkwood Community College– Cedar Rapids  
Friday, December 2, 2016 Iowa Western Community College – Council Bluffs  
Friday, December 9, 2016 Scott Community College– Davenport  
Friday, Dec. 16, 2016 Des Moines Area Comm College Southridge – Des Moines



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