



# The Iowa Automotive Recyclers NEWS

APRIL / MAY 2008

## IAR Associate Member Profile BEHR MASON CITY, LLC

Behr Mason City, LLC is one of the newest locations for Behr Iron & Steel, Inc. which is part of the Joseph Behr and Sons family. Joseph Behr & Sons, Inc. the parent Company was founded in 1906.



Behr Iron & Steel with over 300 employees Corporate wide is one of the largest scrap recyclers in the country. Behr buys processes and sells iron, steel and all grades of non ferrous metals from its 11 processing facilities located in: Rockford, IL (2) – Peoria, IL – Woodstock, IL – South Beloit, IL – Freeport, IL - Monroe, WI – Portage, IN – Leroy, MN - Dubuque, IA and Mason City, Iowa. With three shredder locations in Mason City, Peoria and South Beloit, Behr has the ability and equipment to handle and process all the scrap recycling needs from the smallest IAR member to the largest.

We understand the recycling business and believe that the following attributes are a big reason for our success and continued growth;

### ENVIRONMENTAL RESPONSIBILITY

This is an era when scrap facilities have come

under serious EPA scrutiny. In many cases customers have been forced to fund clean-ups at polluted facilities. With both **ISO 9001:2000** and **ISO 14001 Certifications** at all our operations, **Behr Iron and Steel** has developed *an environmentally sound scrap facility* that is unique in our industry. We invite all IAR members to visit any of our facilities to see our commitment to the environment.

**ISO 9001:2002 QUALITY CERTIFIED**  
**ISO 14001 ENVIRONMENTALLY CERTIFIED**  
**FINANCIAL SECURITY**

The scrap industry has been the scene of great upheaval; we have seen large stock exchange scrap companies declaring bankruptcy, while many smaller operations attempt to protect themselves from financial and environmental responsibility by converting their ownership to limited liability companies. **Joseph Behr and Sons Company**, the parent company of **Behr Iron & Steel**, has the financial strength to give all our



*Behr... Continued on Page 7*

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# IAR News

## IAR's 2008 Board of Directors

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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, its officers, directors, staff, members or its 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 Kelly Lynch-Salseg, 3333 Skycroft Circle, Minneapolis, MN 55418, Phone: 515-943-3516, Email: iowaautorecyclers@bitstream.net 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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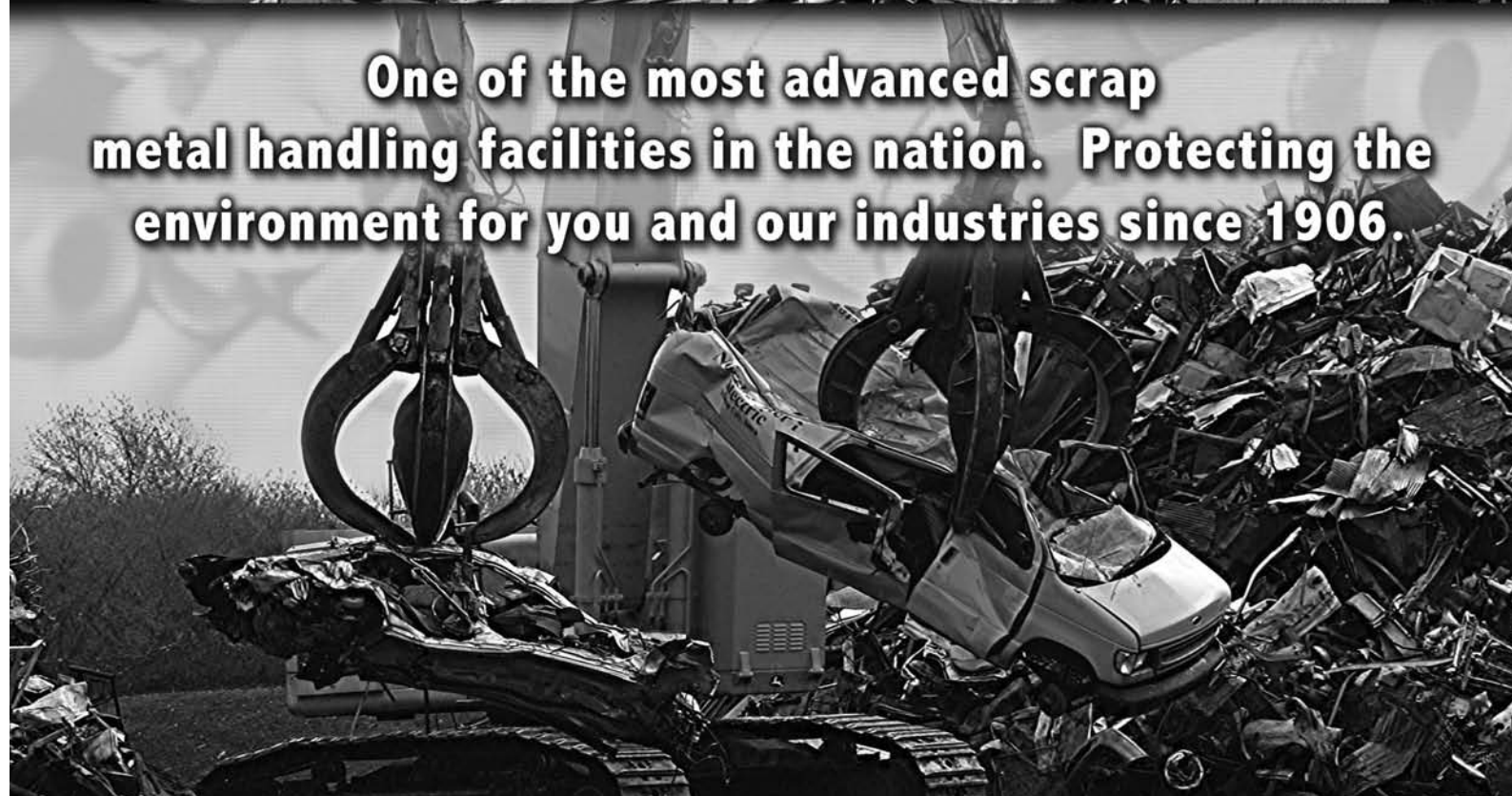


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# IAR News

## IOWA AUTOMOTIVE RECYCLERS TELECONFERENCE MEETING JANUARY 15, 2008, 10:00 A.M

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

The IAR Executive Director, Kelly Salseg, asked to vote on new members and renewal memberships for associate and direct members. The Associate Members to be voted on were: Alter (renew), Express Parts (renew), The Locator (renew), Nordstom's (renew) and Sioux City Compressed Steel (renew). Jeff made a motion to accept these members; it was seconded by David. The motion carried. The Direct Members to be voted on were: Birdnow Auto Salvage, Inc. (new), Hurst (renew), JBS Auto Parts (renew), North End (renew), Snyder's (renew), Sunline (renew), Trail's End (renew), Vander Haag's (renew) and Waterloo Auto Parts (renew). Dave made a motion to accept these members; it was seconded by Brent. The motion carried. Kelly is still waiting on dues from several members at this time.

The House Study Bill (HSB247) was then discussed. It was brought to the attention of the members present that we need to get a letter to our representatives as soon as possible. Kelly has drafted

a sample letter that she will email to everyone as well as a list of each yard's representatives. There is a meeting in the Legislature concerning this bill on March 6, 2008. Dave Scott feels that the House Transportation Subcommittee will make the final decision on this bill so those 3 members (Dennis Cohoon, Jim Lykam and Gary Worthan) especially need to be contacted soon. Clyde indicated that he plans to get the members of the Legislative Committee together soon.

Jodi stated that she has transferred the PAC account to her bank. She also noted that there were unaudited reports from February 2005 through December 2007 with the information she has. It was decided that these reports need to be audited soon. Jodi also brought up the topic of the Articles of Incorporation she has drafted. They are needed along with a fee of \$20 to get the Iowa Automobile Recyclers, a 504 Non Profit Corporation, reinstated. After she drafted the Articles, she had her attorney look at them. David made a motion to approve the \$20 fee for the registration; Tracy seconded this; motion carried.

Mike Swift said that Dana, who is organizing the GMARE meeting in March, is looking for some entertainment ideas. There was discussion on some other ideas for programs such as forklift training, airbag certification and the "Pay for Performance" program. After much discussion, Kelly said she would contact Dana and talk to her about some of these ideas, what's available, the cost and the time available for program presentations at the meeting.

Jeff made a motion to adjourn; there was a second by Brent; motion carried. The meeting was adjourned at 11:06 a.m.

Respectfully submitted,  
Jeff Smid, Secretary

# IAR News

## The President's Pitch

By Mike Swift

Trail's End Auto & Truck Salvage, Des Moines

Hello fellow recyclers! I am looking out of my office window and I hope I am seeing the last snow fall of winter. As of March 3, 2008, we have had over 50 inches of total snow fall in Des Moines. I am done with this winter stuff and ready for the spring thaw. I'm even looking forward to mud.

I hope that everyone that attended GMARE in Des Moines had a good time. We had lots of vendors showing us products that should help us make more money. After all, that's the goal in the long run. I also hope that everyone attended the seminars – they really help you keep up to date with things going on in our industry.

It doesn't look like we are going to pass the HSB247 this year. We worked hard on this issue, but I guess it wasn't important enough at the time to the Committee Chairman – Representative Jim Lykam – to get something going on this issue. I would like to thank everyone that put time and effort into writing or calling their representative or senator. We did get some feed back and we did catch some people's attention, yet didn't complete the mission. We are not giving up on this issue and have plans to take on a different approach over the next year. If anyone has ideas or insight they would like to give us as regards this issue and how best to approach it, please contact IAR Legislative Chair, Clyde Lems (phone: 712-726-3202 or email: clydeplems@yahoo.com). You may also feel free to contact me, Mike Swift (phone: 515-265-5696 or email: mike trailsendauto@gmail.com).

I received a phone call from John Vander Haag Sr. about 2008 being the 50th Anniversary of the IAR Association. Wow – 50 years! When talking to John he said they were in the planning stages in 1957 and then started in 1958. I am hoping that over the next few months we can collect some sto-

ries, pictures, or any other information that you might have about the past 50 years in the association. We want to recognize our 50th Anniversary at the Fall Outing. It will be a great time and we would like to thank and recognize all of the past Presidents, Board Members, and all members that have made this such a great association.

The last thing I'd like to cover is that while helping Kelly get members to renew their 2008 memberships, a few of them told me, in essence, that they may as well take the \$250 annual fee and throw it out the window. I can't lie that a few years ago I might have said the same thing. I have realized in the last few years that this "association thing" takes more time than a person realizes. All of the board members work very hard to make this a good association and try to keep things moving in a positive motion. All of us on the board have day to day things to accomplish at our own businesses: sales, employee issues, price of scrap, diesel fuel going up. We have the same problems as you. That is why I mention in every newsletter that **THIS IS YOUR ASSOCIATION AND WE NEED EVERYONE'S HELP!**

In the last year we created a Scholarship Fund, hired a new Executive Director, designed a newly formatted more informational newsletter and organized a Fall Outing and GMARE. We have also tried to get all of the members involved in HSB247.

By the time you receive this newsletter, I hope that we are having warmer temperatures and the snow is gone. Thanks – and remember that **THIS IS YOUR ASSOCIATION – PLEASE GET INVOLVED!!**

Mike Swift

## CHASE

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Manager

Local #: 319-234-2445

# IAR NEWS

From the Executive Director's Desk

By Kelly Lynch-Salseg

## EARTH DAY IS APRIL 22ND – THANK YOUR LOCAL AUTOMOTIVE RECYCLER!

1970 - the Kent State Shootings, Apollo 13 announces "Houston, we've got a problem.", the death of Jimi Hendrix, the birth of Jennifer Lopez, and the first Earth Day.



The idea for Earth Day came from Senator Gaylord Nelson of Wisconsin, when he persuaded President Kennedy to go on a five-day, eleven-state conservation tour in September of 1963. Senator Gaylord's passion for the environment and continuing work to protect and conserve the environment over the next several years ultimately resulted in what we now know as Earth Day.

On April 22, 1970, over 20 million people across the country took to the streets, parks and community centers to get involved in environmental "teach-ins", activities and demonstrations. The first Earth Day led to the creation of the United States Environmental Protection Agency and the passage of the Clean Air, Clean Water, and Endangered Species acts. Earth Day has now

become an annual worldwide event. Earth Day 2008 is expected to be the biggest yet!

What does Earth Day have to do with the automotive recycling industry? A lot! The automotive recycler plays a crucial and unique role in protecting the environment through pretreatment, parts reuse and recycling of materials. By weight, 76% of an average car's content is recycled. No other mass-produced article has so far achieved such a high rate of recycling. Here are some impressive automotive recycling facts:

- Each year Automotive Recyclers nationwide save an estimated 80-million barrels of oil that would otherwise be needed to produce new automotive parts
- Automotive Recyclers recycle and/or properly dispose of hundreds of thousands of waste automotive fluids (motor oil, transmission fluid, brake fluid, anti-freeze, etc.) annually, keeping those fluids from contaminating aquifers, streams, rivers and other sources of drinking water
- Automotive Recyclers contribute to environmental protection by properly removing and disposing of Freon and other refrigerant components that would otherwise be released into the atmosphere to damage the earth's ozone layer

Take a moment this April 22nd to think about and take pride in the important role you play every day in building a clean, healthy environment for future generations to come - and please accept my thanks!



April 22, 1970-2008  
www.earthday.net

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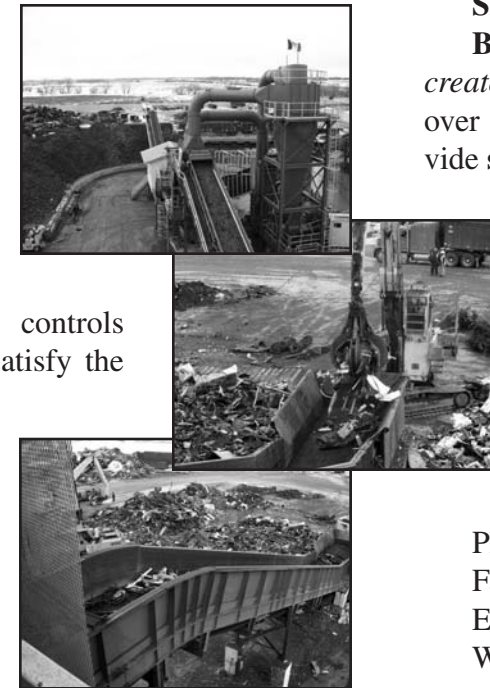
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# IAR NEWS

Behr... Continued from Cover

accounts the assurance that bills will be paid on a timely basis. This strength also ensures that we bring our customers the backing and information needed to assure their internal controls are sound enough to satisfy the changing (Sarbanes-Oxley) world of corporate governance laws. Payment schedules and weight verifications are mutually agreed upon to meet our



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Behr Mason City, LLC, a division of Behr Iron & Steel, Inc., contact information:

John Glover, President, Mason City  
12050 West State Street  
Mason City, Iowa 50401

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# IAR NEWS

## IAR DIRECT MEMBERS

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

# IAR NEWS



## Why Should You Join Iowa Automotive Recyclers?

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

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

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

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

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

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

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

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

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

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

# IAR NEWS



## Iowa Automotive Recyclers Application for Membership

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

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

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

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

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

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

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

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

### ENCLOSED IS MY IAR MEMBERSHIP CHECK:

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

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

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

**Please return this form with your membership check to:  
Iowa Automotive Recyclers, 3333 Skycroff Circle, Minneapolis, MN 55418**

# IAR NEWS

## IAR MEMBER NEWS

**Petersen-Hill Insurance:** It is my sincere pleasure to share some exciting news with you! Petersen-Hill Insurance has joined LSB financial to form the new LSB Financial, Petersen-Hill Insurance. Although this partnership is a new change, what has not changed is our commitment to protecting your future. The same professional staff you've come to know and depend on, along with the same additional friendly faces, will continue to provide you with outstanding service. Likewise, I will continue to be your agent and make sure that all of your insurance needs are satisfied. Thus, the only changes that will take place will be for the better. With LSB's strong financials backing, we will be able to provide you with a wider array of services. LSB Financial is an affiliated company of Lincoln Savings Bank of Cedar Falls, IA and provides financial products and services in the areas of trust, wealth management, insurance, financial planning, employee benefits, and real estate. LSB Financial and Lincoln Savings Bank together comprise a \$380,000,000 financial service organization. If you have any questions please feel free to call me personally at (319) 268-4242. Sincerely ~ Pete Hill

**Behr Mason City, LLC:** Hi everyone. I would like to introduce the newest member of Behr Mason City's team, Kevin Wherry. Kevin will join our team as a new sales representative handling a good majority of the car customers and buying non ferrous and surplus materials for our car shredder. He is married and has three children. Kevin was employed for 30 years at Gerdau Ameristeel in Wilton, Iowa where his job responsibilities included buying scrap for their shredder. He also worked in the melt shop. We are proud to have Kevin join our team he will be a great asset for our company. Please help us give him a big Behr Welcome when you meet him. Thanks ~ John Glover.

**Jeff Smid Auto, Inc.:** Congratulations to Jeff and Karen Smid on celebrating their anniversary on April 8!!

### WELCOME TO IAR'S NEW MEMBERS

#### DIRECT MEMBER BIRDNOW AUTO SALVAGE, INC.

909 Lincoln Road  
Fayette, IA 52142  
Contact: Lloyd Carnicle  
Phone: 563-425-4450  
Fax: 563-425-4451

#### SANBORN AUTO, INC.

3246 Redwing Avenue  
Sanborn, IA 51248  
Contact: Doug Harms, President  
Phone: 712-729-5865  
Toll Free: 800-986-3725  
Fax: 712-729-5865  
E-mail: carparts@mtc.net

#### ASSOCIATE MEMBER METRO SALVAGE POOL

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Phone: 515-266-5196  
Fax: 515-266-5248  
Web: www.metro salvagepool.com

# IAR NEWS

## Someone is Hurt at Work— What Do I Do Now? How to impact your bottom line.



By Trissel Graham & Toole

Creating a plan on how to respond to an injury at work can help organize and simplify your response if and when an injury occurs. It can help you cover all the bases. It can save you time and confusion. It will help you avoid mistakes that may trigger state penalties. And it may save your company other costly hassles, such as litigation, down the road. Here's how it works.

### You find out about the work injury

To deal effectively with work injuries, you need to look at when you are being made aware of them. This is sometimes referred to as "employer notice." It's a little trickier than it sounds.

"Employer notice" is actually when any supervisor, manager or business owner becomes aware of an injury. That can be either verbally or in writing. Or "awareness" can come in other ways—like seeing an accident, or just suspecting an injury.

You are aware of a potential work injury when:

- The injured employee, supervisor or another employee lets you know.

- You or a supervisor witnesses it.

This is important, because the day you become aware of an injury starts the clock ticking toward state deadlines by which benefits must be paid or denied. And once you're aware of an injury, you as the employer must respond.

### Find out about the Injury.

If you see, hear about or suspect a work injury, don't ignore it. Get to the bottom of it. As the employer or supervisor, you have a responsibility to ask questions. If you see an employee limping, or hear from a co-worker that someone fell, don't hesitate. Talk with the employee. Find out the "where, when and how." This is particularly important when either you or the employee is not sure whether the injury is work-related. Take the employee complaining of a sore back: Why is his back sore? How did he hurt his back? Was it because of something that happened at work? Or did it happen at home? When did it happen? **Document your conversation.**

### Get the employee medical care.

For emergencies, always call 911. For a non-emergency, suggest the employee go to the clinic with which you have established a relationship. This should be a clinic that understands occupational medicine and whose physicians will work with you to get the employee back to work as soon as medically possible. If you don't have a relationship with such a clinic, you can start finding one by asking these questions:

- Is the clinic close to my business?
- Does the physician understand my business and my employees job duties?
- Is the physician receptive to allowing recuper-

# IAR NEWS

ating employees to return to work within medical restrictions?

### Collect all the information.

You need to do some investigating of your own, find the information necessary to report the injury accurately and completely. Talk to the injured employee. You need specifics on how, when and where the accident took place. Be fair and objective. Find out whether anyone witnessed the injury. This can be a valuable source of details about the accident. You'll need the employee's personnel file, including:

- Wage information.
- Application for employment.
- Medical information.
- Date of birth.

While you are gathering information for the First Report, you can also help preserve evidence that may be needed later in building a legal case. Generally, for a serious injury, you should call your claims representative at your work comp insurance carrier right away so arrangements can be made to take photos of the accident site. But if for some reason you can't do that, you should take photos of the site and of any objects, tools or machinery involved. Also save any broken parts. The accident could be a result of faulty equipment, and broken parts may be useful in recovering costs from a third party, like the machinery manufacturer. If you do take pictures or save any broken parts, tell your work comp carrier.

### Fill out the First Report of Injury form.

Be detailed when you fill out a First Report of Injury. You'll need to be as accurate and complete as possible. Pay close attention to dates. A missing or wrong date can cause big hassles later, especially if it involves timing requirements set by the state. If you get additional information after you have sent in the First Report, forward it to your work comp carrier

## TRAIL'S END Auto and Truck Salvage



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# IAR News

immediately. Information you need to pay special attention to when completing a First Report:

- “Date employer notified of injury.” This is the first day either you or a supervisor became aware of the work injury. It sets the chain of events in motion.
- “Date of claimed injury.” Don’t be confused

by the word “claimed.” It is the actual day the injury occurred, or the first day the employee noticed he or she was hurt.

- “Date of first day of lost time.” This is the first partial or full day the employee misses work due to a work injury. This determines whether the employee receives wage-loss benefits.

- Contact information. Supply current contact information for the employee and your organization.

- Provider information. If the employee sought medical treatment, include the name and address of the provider who treated your employee.

- Wage information. This information is used to calculate benefits.

If you have sensitive information about the claim—for example, you suspect the employee did not actually hurt himself at work—do not write it on the First Report of Injury. The employee by law must receive a copy of the First Report. Instead write the information on a separate sheet of paper and attach it to the First Report of Injury form or call your claims representative.

#### Off to a good start

Taking an organized, disciplined approach to reporting is a key to getting the claim off to a good start so it can be managed to a successful resolution. By taking the right steps, you will have a positive impact on your own job satisfaction, your organization, and your employees’—and their families’—wellbeing.

SFM Comp Talk, 2008

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# IAR News

## Help Those Fighting Cancer By Making A Donation To The Dale Swift Cancer Slush Fund

Dale Swift, owner of Swift Auto Parts in Des Moines and long time IAR member, has been waging a battle against esophageal cancer and a small lesion on his liver. Dale is currently undergoing chemotherapy at Mercy Hospital and his family reports that he is doing well.

Dale’s daughters, Wendi Roush & Susan Fidler, organized a jewelry party in honor of Dale, which raised \$1500. The proceeds were intended for a pre-existing cancer fund at Mercy Hospital. When Wendi and Susan found out how much of the contributions to this pre-existing fund actually went to administrative and other costs as opposed to the people that need it, they set up their own fund, The Dale Swift Cancer Slush Fund. This fund has been set up as a “petty cash” fund at Mercy Hospital. The money is given out in \$20 increments for simple necessities: gas money for trips to radiation treatments and chemotherapy; money for prescriptions to help ease the pain of cancer; money for a cab ride to make it to necessary medical appointments.

The fund is over seen and administered by Dr. Phil Colletier, Dale’s friend and oncologist at Mercy. Here are the stories of two people that the Swift’s have been to help through the fund thus far:

- A single mother with cervical cancer. She was left by her husband to raise two children, 12 and 14 years old. She has just received a Habitat for Humanity House.

She works at a grocery store, but has a hard time making ends meet. She was awarded a \$500 cash donation.

- A 36 year old man, husband, breadwinner, father of a toddler, was diagnosed with a rare brain tumor. As he is now unable to provide for his family, his wife is working to support them. All he wanted this past Christmas was a television and a tricycle for his little one. The Dale Swift Cancer Slush Fund was able to provide these things plus a little cash to make things easier around the holidays.

Any donations made to The Dale Swift Cancer Slush Fund are not tax-deductible, but are a true gift from the heart in honor of Dale Swift and all those waging a battle against cancer. By making a donation to The Dale Swift Cancer Slush Fund, you are playing an important role in fighting this horrible disease and making a huge difference in the life of someone who needs help.

To make a donation to The Dale Swift Cancer Slush Fund, send a check or money order (no cash please) to: Gretchen Swift, Swift Auto Salvage, 1720 East Washington, Des Moines, Iowa 50316. Checks should be made out to “Gretchen Swift”. Please direct any questions to Gretchen Swift at [Junkman5@aol.com](mailto:Junkman5@aol.com) or 515-313-1124.



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## INDUSTRY NEWS

### ARA Unveils Suspicious Salvage Transaction Hotline

ARA continues to work to limit the ability of fraudulent elements to exploit the auto salvage process. We have worked closely with members of Congress to institute a publicly accessible "total loss" Vehicle Identification Number (VIN) database. We are also enlisting the support of the Federal Bureau of Investigation (FBI), Homeland Security and the Borders and Customs Agencies to ensure, to the furthest extent possible, that salvage vehicles are not being used as a conduit to defraud unsuspecting consumers or to support terrorist organizations.

In response to the ongoing need to combat vehicle fraud, ARA has developed a suspicious salvage transaction hotline. Every day buyers purchase salvage for illegal purposes such as VIN swapping and the export of multiple vehicles under one VIN.

ARA's hotline enables individuals to call in confidentially and report suspicious transactions occurring at salvage auctions throughout the country. Once received, ARA will forward information

along to law enforcement officials to be investigated in order to find out if the vehicle is a fraudulent purchase.

If you would like to report a suspicious salvage transaction, please call (888) 385-1005, extension 12, and leave the following information:

- Year, Make and Model
- Name of Pool or Seller
- City and State of transaction
- Date of Sale
- Sale and Stall or Lot number
- Selling Price
- Brief reason why you believe this sale may lead to illegal activity

Again, this hotline is confidential, and information provided will be used only for law enforcement purposes.

ARA needs the eyes and ears of the membership to supply us with good information in order to move forward.

*Reprinted with permission of ARA.*

### "100 Percent Recyclable Vehicles Is Detroit 3 Target"

**Detroit Free Press (12/25/07)**

Detroit's automakers—Ford Motor, Chrysler, and General Motors—are working toward a goal to make vehicles as close to 100 percent recyclable as possible through the U.S. Council for Automotive Research's Vehicle Recycling Partnership, according to a late December announcement from Ford. "Ford has been implementing recycled content on our vehicles for several years," stated Ford's manager of recycling planning Dan Adsit. "In addition to using significant amounts of recycled metals, we include nonmetallic recycled content in vehicle parts such as battery trays, splash shields, engine

fan shrouds, and carpet." Ford referred to U.S. Environmental Protection Agency statistics indicating that over 95 percent of all end-of-life vehicles in the United States are processed for recycling compared with 31 percent of all plastic drink bottles and 52 percent of all paper. Auto recycling accounts for over one-third of all ferrous scrap in America's scrap processing industry, according to Ford, which claimed that about 85 percent of a Ford vehicle is recyclable.

*Reprinted with permission from ScrapMonitor/Information Inc.*

# INDUSTRY NEWS

## Congratulations to IAR's Own

### Shannon Nordstrom of Nordstrom's Automotive, Inc. and John C. Vander Haag of Vander Haag's, Inc.

Join us in congratulating Iowa Automotive Recyclers' own Shannon Nordstrom of Nordstrom's Automotive and John C. Vander Haag of Vander Haag's on their very prestigious recognition from Locator Upfront.



**LOCATOR**  
**Upfront**  
**25**  
Most Influential Recyclers

As Seen In Locator UpFront  
Winter Issue:

**SHANNON NORDSTROM**  
2007  
Most Influential Man

BY BERNIE PISCZEK • PHOTO BILL PAY

4 UpFront • Winter 2008

**Shannon Nordstrom**  
Nordstrom's Automotive, Inc., South Dakota

Shannon Nordstrom is no stranger to hard work. Whether it is discussing auto repairs on his weekly radio show, managing his family-owned business, Nordstrom Automotive, Inc., or giving a speech promoting the ARA Certified Automotive Recycler (CAR) program, Nordstrom gives 120 percent.

"Shannon is a very sharp businessman and everyone listens when he speaks," said Steve Holland of Brandon Auto Salvage, Valrico, Fla. Holland nominated Nordstrom for the honor and believes he has developed a pattern for success that others in the industry can duplicate.

"He is involved in a very successful business and everyone admires the experience that he shares," Holland added.

Nordstrom has refined numerous marketing and operational procedures in growing his Garretson, S.D. auto recycling facility from a small yard with a half-dozen employees to a fully computerized operation with more than 55 employees. ❖

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# INDUSTRY NEWS

**LOCATOR**  
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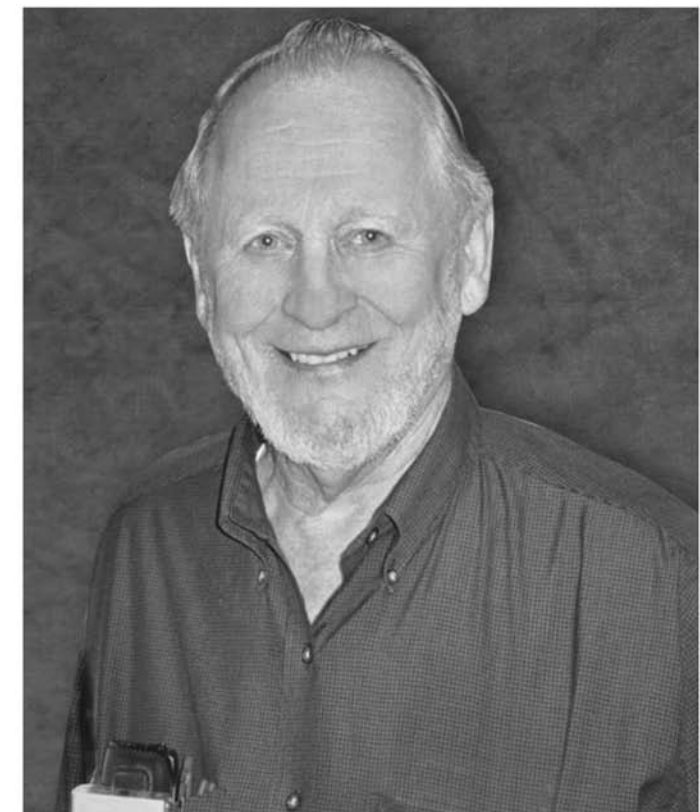
**JOHN C. VANDER HAAG**  
2007  
Most Influential Legend

## LEGEND

**John C. Vander Haag**  
Vander Haag's, Inc., Iowa

John C. Vander Haag, owner of Vander Haag's, Inc. has been a successful auto recycler for over 50 years. Before retiring in 2006, John C. participated in state and national associations, increased the business from one location to five, and appeared in many industry publications. He changed the scope of the business from a scrap yard to a true automotive parts recycling operation. He improved and expanded the business through the era of squawk boxes and into the computer age. Then he trained and groomed his son John M. to take over.

John M. said, "My father shifted the focus of our business to a late model salvage operation. During the late-'60s, he saw an opportunity in truck parts and repair. His vision has enabled Vander Haag's to become a leader in the used truck industry." ❖



BY BERNIE PISCZEK • PHOTO THE LOCATOR

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# INDUSTRY NEWS

## EPA Issues New Rules for Steel Mill Scrap Buys

Dec. 18 — U.S. steel mills using electric arc furnaces will have to purchase their scrap metal feedstock from recyclers that participate in an EPA-approved program for the removal of mercury switches from automobiles.

The U.S. Environmental Protection Agency issued new standards Dec. 20 that will require the steel mills to use scrap purchased from recyclers participating in the National Vehicle Mercury Switch Recovery Program, which requires recyclers remove mercury-containing switches from scrap vehicles before they are flattened, shredded and melted to make new steel. The switches, used in car electrical systems prior to 2003, can release mercury into the air when melted in steel mills.

The new requirement will prevent the release of five tons of mercury into the air each year, according to the EPA.

Details about the mercury switch recovery program are available online at [www.epa.gov/mercury/switch.htm](http://www.epa.gov/mercury/switch.htm).

*Reprinted with permission of Waste News.*

## NVMSRP Celebrates Collection of Millionth Mercury Switch

Today the National Vehicle Mercury Switch Recovery Program (NVMSRP) celebrated the collection of the one millionth mercury auto switch at ARA member facility Pull-A-Part in Conley, GA. The U.S. Environmental Protection Agency (EPA) Administrator Stephen L. Johnson was on hand to congratulate participants in the program, which is a partnership between EPA, states, automakers, auto dismantlers, scrap recyclers, steelmakers, environmental groups and ARA.

Members of the ARA leadership were on hand to take part in the landmark event, including President Sandy Blalock, Executive Vice President Michael E. Wilson and staffer Jon Samson, Manager of Government Affairs. ARA is proud to be a part of this successful and very significant program.

The collection of the millionth switch is a sign of the great progress the program has achieved toward reducing the amount of toxic mercury released into the environment as a result of processing end-of-life vehicles (ELVs). The program, instituted in 2006, aims to capture 80 to 90 percent of available mercury switches by 2017, at which time most pre-2003 vehicles (the vehicles most likely to contain mercury switches) are expected to be off the road. EPA estimates that approximately eight tons of mercury are emitted each year from electric arc furnaces that melt scrap metal from ELVs.

ARA would like to congratulate Pull-A-Part for the honor of hosting this milestone event, as well as all those member facilities who participate in the program. For more information about NVMSRP, please visit <http://www.elvsolutions.org/nmsrp.htm>.

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# INDUSTRY NEWS

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## Scrap Commodities Market Report March 2008

### Approximate Pricing

Crushed Cars	200.00 NT
Prepared Iron	215.00 NT
Motor Blocks	230.00 NT
Aluminum Rims	0.88/LB
Aluminum Condensers	0.70/LB
Copper Radiators	1.95/LB
Aluminum Case Transmissions	0.20/LB
Dirty Aluminum	0.25/LB
Batteries	0.15/LB
Lead Wheel Weights	0.45/LB

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

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

## ARA's 65th Annual Convention & Exposition October 21 - 25, 2008 Hyatt Regency Crown Center Kansas City, MO

ARA's Annual Convention & Exposition is the Automotive Recycling Industry's Premier Event! This annual convention features three days of Trade Show events, industry related Educational Seminars presented by the industry's top-notch speakers, and a Yard Tour & BBQ featuring large equipment displays. With the industry's top exhibiting brand-name companies and attendees from all over the world, this annual event is a must-see for all automotive recyclers.

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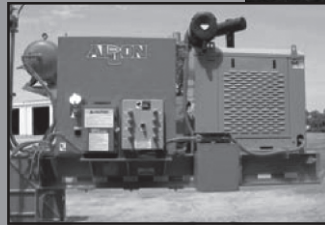
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