



The Iowa Automotive Recyclers NEWS

APRIL/MAY 2009

IAR Associate Member Profile Recycled Parts Plus

In many industries the Internet has shortened the distances between buyers, sellers, suppliers, and business partners. Where once we drove to faraway places, we now click. And the catalogs we once thumbed through have been replaced with convenient and intelligent search tools. Properly leveraged, the Internet can help businesses build new supplier relationships and marketing channels with relative ease.

But the Internet is not a panacea. Web-based business strategies must be properly developed to make sense for businesses and customers. And not every business can afford the capital investment necessary to develop its own online presence.

With this in mind, Recycled Parts Plus focused on collaboration, quality tools, and market-leading service while developing its online auto salvage marketplace. Founded in 2003 to join insurers and salvage dealers in Iowa, Wisconsin, Upper Michigan, Minnesota, and Illinois, Recycled Parts Plus strives to make its online marketplace an easy-to-use tool in growing your business. The website instantly connects you to more customers and suppliers. And our market-leading services remove the administrative hassles normally associated with developing these new marketing and supply channels. Beyond new customers and business partners, you get quality and assurance.



First, Recycled Parts Plus is member-owned by auto salvage dealers throughout the Midwest. This keeps our focus on serving the needs of salvage dealers. Second, our commitment to quality service goes beyond the convenient tools in the online marketplace. Our experienced team works in the background for you. Your membership includes proper paperwork completed on vehicle purchases, in your hands, taking in consideration the proper titling laws in each state. We offer communication channels that go beyond our powerful website. Your most urgent parts needs, and high-value salvage can be broadcast to regional members. Recycled Parts Plus is also a licensed auto auction dealer, hosting a continuous online auto auction that expands your reach to salvage buyers everywhere. And our publicly-available broadcast tools ensure you are aware when salvage dealers have high-value or hard-to-find parts. Lastly, our experienced salvage professionals are always ready to respond to your needs.

Importantly, Recycled Parts Plus recognizes different businesses have different needs. We therefore offer different levels of membership to best meet your company's goals. Our Member-Owners, Associate Members, and Buyer-Members can tailor their exposure to new suppliers and customers,

RPP continued on page 24

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IAR BOARD NEWS

IOWA Automotive Recyclers Teleconference Board Meeting January 8, 2009 10:00 A.M

President Mike Swift called the meeting to order at 10:12 a.m. Members present were: Mike Swift, Kelly Salseg, David Hesmer, Mike Waterbury, Scott Frank, Dave Wood, Jodi Kunde, Brent Nugent, Clyde Lems, Tracy Hurst, Tom Snyder, Tim Smith, Eric Piper and Jeff Smid.

Kelly began the meeting by asking for a vote on membership renewals. The following were direct renewal memberships up for vote: Action Auto Parts, Carroll Auto Wrecking, Charlie Brown Auto, Lems Auto Recyclers, North End Auto Wrecking, West Edge Auto Salvage and Wrench N Go. Scott made a motion to accept these direct renewal memberships with a second from Brent; motion carried. There were 3 associate renewal memberships to vote on: Auto Acres, The Locator and Shine Brothers. Jodi made a motion to accept these associate renewal memberships. Scott seconded the motion; motion carried. Next were 2 new associate members, United Milwaukee Scrap and R.J. McClellan, Inc. to vote on. After a short discussion, David H. made a motion to accept these new associate memberships with a second from Brent; motion carried.

Mike S. asked the board for some discussion regarding paying Kelly's expenses to represent us at GMARE. She may possibly set up a booth but that would depend on the attendance. At this time, Dana has not sent out the information on GMARE so no attendance can be estimated yet. Dana is having a difficult time getting speakers still. It was decided that Kelly would get an estimate of her expenses to attend GMARE to the board then a

final decision will be made on the payment of her expenses.

Jodi asked if everyone received their PAC report via email. She also said she would be doing the letter for the corporation biennial report. Jodi stated there are still 2 people who have not yet paid for their auction bids at this time.

Board members were then asked about donating to the PAC fund after receiving the last letter. The letter didn't get a very good response. Maybe the board will

need to start calling to generate new monies. Jim Piazza would like to spend the amount that remains in the fund but without new money coming in, that would leave very little balance left.

Mike S. said Jim P. is in contact with the right people and is definitely pushing our legislation on our behalf. There is a new member on the Transportation Committee who appears to be on our side, too. The meetings with the DOT have gone well. Mike S. will be getting more information soon that he will pass along as far as what we need to do to keep pushing our legislation.

Kelly asked if anyone from the board would be attending Hill Days in Washington D.C. which runs at the same time as GMARE. Mike S. said he normally would as board president but has asked Scott to go in his place if possible.

David H. made a motion to adjourn; Scott seconded it and the motion carried. The meeting was adjourned at 10:44 a.m.

Respectfully submitted,
Jeff Smid, Secretary



IAR BOARD NEWS

IOWA Automotive Recyclers Teleconference Board Meeting February 12, 2009 11:00 A.M

President Mike Swift called the meeting to order at 11:20 a.m. Members present were: Mike Swift, Kelly Salseg, David Hesmer, Mike Waterbury, Scott Frank, Joel McCaw, Dave Wood, Jodi Kunde, Brent Nugent, Tracy Hurst, Tom Snyder, and Jeff Smid. Sue Schauls was also on the teleconference call.

Before the meeting officially was called to order, Mike S. gave an update on business with Jim Piazza. Jim talked to Brian Quirk of the Transportation Committee recently. Jim is trying to figure out what the number is for our bill and where it is. He is going to contact us today with that information. Jim picked the 3 House members to be on the subcommittee to work on the bill. He feels pretty positive about how things are going.

Sue Schauls then gave a report on the Iowa Certified Automotive Recycler Environmental (ICARE) program. She stated that once you get ICARE certified, you will automatically be ARA certified for a fee of \$50 but you do need to be an ARA member. She has completed a few of the board members' certifications and will be calling the other board members to begin theirs. She said she will be putting an "environmental" tab on the website soon for members to get information. She also stated the I-CARE has been copyrighted and is getting very close to being ready to announce the program. Mike S. said Sue has made it very easy to get through the process.

Minutes: The minutes were read silently then a motion was made by David to accept the minutes from the January 8, 2009 meeting. There was a 2nd by Tracy; motion carried.

GMARE: Mike asked for discussion on whether to send Kelly to GMARE or not this year. A few of the board members said they planned to

attend in March. After some discussion and learning that there are not a lot of vendors signed up to attend, there was a motion made by Tom to not send Kelly to GMARE. There was a second by David; motion carried. Kelly said she would still send thank you notes and do some follow-up with potential memberships on behalf of Iowa following the meeting.

PAC Fund: Jodi reported Clyde Lems and Lyle's Auto have both recently contributed to the fund. She also said Alters has not yet paid for the auction money owed from last fall. Mike S. will follow up with that again.

Kelly and Mike have been working on a new letter to be mailed requesting funds. This time it will have a specific amount of requested giving based on each yard's perceived ability to pay. Board members will then follow up these letters with a phone call. The letter will be ready soon.

Membership: Kelly asked that any board member with potential member suggestions, please let her know and she will send out applications to them. Kelly will send out a list of registered yards to the board members for us to check on any possible direct members on that list to contact.

Direct renewing members to be voted on are: B & B Salvage, Birdnow Auto, Boyes Auto, Hawkeye Auto, Hogeland Auto, Hurst Salvage, Osage Auto, Pat's Auto, Sanborn Auto and Smitty's Auto. David made a motion to accept these direct renewing members with a second from Brent; motion carried. Associate renewing members to be voted on are: Frontier Auto, Iowa Independent Auto Dealers Assoc. and Sioux City Compressed Steel. Scott made a motion to accept these associate renewing memberships; Jeff seconded the motion; motion carried.

Kelly stated Brock, an associate member, has

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not renewed yet. The board was asked to call their representative there if they do business with Brock. The non-renewing direct members are: A & L Auto, Dumont's and Stuber Trucking. These also need to be contacted by board members.

Scholarship: Jodi reported she has not received any applications yet for the scholarship. She sent out a reminder email a short time ago but thinks people will wait until closer to the deadline which is soon.

Newsletter/Website: Mike asked if anyone wants changes to either of these. There was some discussion but no suggestions for changes at this time.

Other Business: Mike S. asked if the board members were aware of Tom Harkin's bill for turning in 10+-year-old vehicles for vouchers to purchase American made cars. Mike S. asked the question of what will happen to these vehicles turned in.

According to the bill, no frames or engines can be sold out of these vehicles. It involves an estimated 1.5 million cars. Jim Piazza is trying to get a time to talk to Tom Harkin about this. We all need to send letters, emails, etc. and get involved.

Upper Midwest Convention: Jodi said she mailed out 1,700 postcards about the convention. An attendee packet will go out soon. Each state must provide a basket (\$250.00 limit) so if anyone has any ideas for the basket, please let Jodi know. Jodi suggested you get a motel room soon as they are getting filled.

David made a motion to adjourn; Tom seconded it; motion carried. The meeting was adjourned at 12:23 p.m.

Respectfully submitted,
Jeff Smid, Secretary

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The President's Pitch

By Mike Swift

Trail's End Auto & Truck Salvage, Des Moines

As I sit here writing another pitch, I hope that winter is behind us and we can move on with a good spring and hopefully a great summer. We all need some good things to happen just because they happen.

I hope that Wall Street or the Federal Government doesn't have anything to do with the weather - that's all we need. I also hope that our industry can rise above this current economic situation and sell a lot more good used/recycled parts.

I was bothered a few weeks ago with the Federal Government coming up with a plan to give people vouchers (anywhere from \$4500 to \$10,000) with a ten year or older car to go and purchase a new vehicle - Ford, Chrysler or GM. The other part of the plan was to make sure these cars were taken off the street and sold off for salvage. The bill would limit what we as recyclers could sell off of the parts cars. The two items we can't sell are engines and frames. These guys in Washington don't understand our industry. They want to take the engines off the market because of emissions and I still don't understand why they won't let us sell the frames.

We know that most frames on today's vehicles are an unbolt piece. Yet they won't let us sell the engines, which for most of us is one of top five items that we sell. One more thing that bothers me - what are we as recyclers going to do with another 1.5 million vehicles in our market and who are we going to sell our parts to? I also think that people that drive ten year old cars do it for a reason - that is what they can afford. In addition, these are the people that we sell parts to.

To help educate our representatives in Washington the ARA has been lobbying and trying

to help educate the people that are trying to pass this bill. One of the major players on this bill is Senator Tom Harkin. He tried to include this in the stimulus package, but it didn't make it in. From what I hear, they are still trying to get this passed in some other way. As soon as I hear more information I will let you know.

I know that several IAR board members made a call and also sent e-mails, and most of them did get a response. If you have the time make sure that Harkin hears how you feel about this. I have talked with his office but I would love to hear that more of us call him and tell him what we think. The only way we can get our voice heard is to e-mail, write a letter, send a fax or make a phone call. It works.

Now on to our bill at the statehouse (HSB 189). Kelly, our E.D., Sue Schauls, and our board have been making phone calls, e-mails, faxes to get the word out. Kelly has sent individual e-mails to every member with who their rep is and who to call - with their phone number. I don't know how much more simple it can be. The excuse I always hear is "I am so busy I just don't have time to make a call, e-mail, etc". Well I just want to tell you I am busy too, but I still make sure I make a call, send e-mails, etc. everyday to those people on the hill. It works. They do read them! They do listen! They do remember e-mails!

Last week myself and Scott Frank went to the state capital to work with our Lobbyist, James Piazza, for the day. We were there the entire day and we talked with reps that actually took the time to sit down and listen to us for five or ten minutes. Some of these guys had some idea what we do and some had no idea about what we do. We told these people our goals in the auto recycling industry and

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how we are doing things the right way. At the end of the day I don't think I have ever been that tired, but I know that we educated about ten reps that now have some kind of understanding on what we do. So please take the time to make a phone call, e-mail, send a letter, fax - whatever. As Jim Piazza says, our numbers aren't that big but - **WE ARE**

THE VOICE OF OUR INDUSTRY IN IOWA.

I hope everyone plans on going to the Upper Midwest Convention. It will be May 1st and 2nd. If you go to the www.iowaautorecyclers.com all of the information is on the site. I can tell you that all of the states have put a lot of time and effort in to this and it should be a great show. From all of the

calls Kelly has received asking for information on the convention, it looks like we are going to have a great turn out. They are going to have a golf tournament, valve cover car races and some very good keynote speakers. I guess the hotel is very nice also.

If you get a chance, take a look at the website. We have added a few more tabs with lots of information. I also want to tell everyone that my dad Dale Swift is cancer free. My family is very happy for the news. He has beat huge odds with esophageal cancer. The odds of survival with this cancer are fifteen percent.

Trails End Auto and Truck Salvage have just completed the I-CARE program with Sue Schauls. Sue does a great job and I am glad to also call her a friend. When it comes to the environment I would put her up against anyone else in Iowa or the country. Over the last few years we have changed some things at our business after talking and listening to Sue, so going through the I-CARE program was pretty easy. I hope that all of the

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members will see how valuable the I-CARE program is not only to your business, but it will ring well with the entire state over the next year.

I could go on and on but as I always end my

pitch this is your association so please

- **GET INVOLVED!**

Thanks ~ Mike Swift, Current President of the IAR

From the Executive Director's Desk

By Kelly Lynch-Salseg

Earth Day is April 22ND – Have You Thanked an Automotive Recycler Today?

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 1963. Senator Gaylord's passion for the environment and work to protect and conserve the environment over the next several years resulted in what we now know as Earth Day.

The first Earth Day was held in 1970 and rallied over 20 million people across the country to get involved in environmental "teach-ins", activities and demonstrations. Earth Day has now become an annual worldwide event.

As we all know, the automotive recycler plays a crucial and unique role in protecting the environment through pretreatment, parts re-use and recycling of materials. In fact, the automobile is the most recycled product in the world today, with nearly 95% of the vehicle weight recycled. No other mass-produced article has so far achieved such a high rate of recycling. Here are some astounding automotive recycling facts:

- *Each year Automotive Recyclers nationwide save an estimated 85-million barrels of oil that would otherwise be needed to produce new automotive parts*
- *Automotive Recyclers recycle and/or prop-*

erly 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 time this Earth Day to be proud of the important role you play every day in environmental conservation and pollution prevention... and please accept my thanks!



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Employee Training for Automotive Salvage Operations

By Sue Schauls

The Iowa Certified Automotive Recyclers Environmental (I-CARE) Program and the ARA Certified Auto Recyclers (CAR) program requires that participating yards conduct occupational safety and health employee training as mandated by federal and state OSHA rules as well as training on the safe use of gas cutting torches, if used at the facility. Additionally, some environmental regulations require employee training be conducted annually and documented to maintain compliance.

Safety training should not have a *beginning* and an *end*, but represent an ongoing effort that continually promotes a safe working environment.

The I-CARE Program has incorporated the required employee training into the standard of excellence established:

- Business Standards does not have any training requirements
- **Environmental Standards**
 - ✓ Consumer information signs for the sale of Batteries
 - ✓ Spill Prevention Control and Countermeasure plan training
 - ✓ MAC certification for reclamation of refrigerants
- **Safety Standards**
 - ✓ Monthly safety training for eye wash

station, first aid, personal protective equipment, fire extinguishers or spill cleanup, and other topics

- **Licensing Standards**

- ✓ Review the facility's Storm Water Pollution Prevention Plan annually
- ✓ Airbag Shipping Training
- ✓ Forklift Training

The airbag and forklift training may be the most widely known of requirements. Many standards promulgated by the Occupational Safety and Health Administration (OSHA) explicitly require the employer to train employees in the safety and health aspects of their jobs. Other OSHA standards make it the employer's responsibility to limit certain job assignments to employees who are "certified," "competent," or "qualified"—meaning that they have had special previous training, in or out of the workplace.

These requirements reflect OSHA's belief that training is an essential part of every employer's safety and health program for protecting workers from injuries and illnesses. Many researchers conclude that those who are new on the job have a higher rate of accidents and injuries than more experienced workers. OSHA concluded that effective management of worker safety and health protection is a decisive factor in reducing the extent and the severity of work-related injuries and illnesses. Effective management addresses all work-related hazards, whether or not they are regulated by government standards.

Information on training for Bloodborne Pathogens has been added due to requests from insurance companies for salvage yard employees to take the training.

The following resources for **Employee Training Tools** are available with live links to the

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web pages listed at <http://www.sueschauls.com>.

Employee Training

Airbag Shipping Training

Free training for ARA member Yards at <http://www.airbagresources.com/>

Airbag Resources is a new and exclusive software solution designed to enable ARA members to train and certify employees, inspect and track OEM non-deployed airbag modules effectively and efficiently within their operations. The Airbag Resources site and customized software are provided by ARA Product Services LLC., as value added tools exclusively for members of the Automotive Recyclers Association.

Forklift Training

Free forklift training is available online at <http://www.free-training.com/osha/forklift/fork-menu.htm>. From your computer, take the training course and the test online.

Operating a lift truck (often called a forklift) is a specialized job that requires training and authorization by your organization as a qualified operator. The federal government requires that all lift truck operators be trained and authorized by their organizations. OSHA federal regulation CFR1910.178 states that "Only trained and authorized operators shall be permitted to operate a powered industrial truck."

The Iowa-Illinois Safety Council

Forklift Training Classes scheduled for May 6- Peoria, IL...July 1 - Urbandale...Sept 2 - Peosta...Nov 4 - Urbandale. Four hour class from 1:00-5:00 pm on scheduled days for \$130 for non-

members of IISC. IISC has other training courses available on their website at <http://www.iisc.org/>. <http://www.iisc.org/webpagestuff/TrainingBrochures/ForkLift09.pdf>.

Cutting Torch Training

Download the ARA approved Cutting Torch Protocol at http://www.sueschauls.com/Cutting_Torch_Employee_Training.pdf required for I-CARE & CAR certification. Conduct the Cutting Torch Training as part of your monthly safety training program. Subscribe to the Safety Subscription Service to receive monthly employee training material.

Bloodborne Pathogen

Online Training Module by the International CPR Institute

The Federal OSHA Bloodborne Pathogen Standard was published in 1991. It was designed to reduce and minimize the potential for occupational exposure to the Human Immunodeficiency Virus, or more commonly referred to HIV, the Hepatitis B Virus (HBV) and other human

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Visit the QRP booth at the Upper Midwest Auto Recyclers Convention

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Bloodborne pathogens. This training module can be purchased to train individual employees for \$19.95. <http://www.icpri.com/bloodborne.php>.

Purchase a group training package from Affordable Safety Training at <http://www.affordablesafetytraining.com/tbbp.html> via download or on CD that can be used to train all employees for one purchase price.

The I-CARE Program sets standards of excellence for Iowa recyclers that maintain a safe working atmosphere. Regular employee training is one way to accomplish that.

Every salvage yard should have a safety program in which a particular individual is in charge of regularly scheduled safety meetings and safety inspections.

To meet these safety training needs, Sue Schauls has introduced the Safety Subscription service. The Safety Subscription is available to any automotive recycler for the subscription price of \$120 per year. The Safety Subscription is a monthly safety email (around the 25th of each month) that includes one safety topic and an employee training log. To subscribe send an email to Schauls3@mchsi.com.

Each month the topic will include timely and pertinent safety information that will meet the I-CARE and CAR certification requirements, environmental regulatory compliance and industry specific safety awareness. The Safety Subscription topic can then be delivered to facility employees

either as a presentation at safety meetings or by passing out copies to meet the IOSH and OSHA requirements and when applicable the Iowa DNR permits standards. Following each training session an employee training log should be signed by the trainees and the administrator and maintained in the safety training records such as the facility's red MSDS binder. Visit <http://www.sueschauls.com/products.html> for more information.

We'll talk more about your Material Safety Data Sheet (MSDS) RED Binder later...

Sue Schauls has a Bachelors of Arts degree in Science: Environmental Planning from University of Northern Iowa (1996). She is currently an independent Environmental Consultant with specific expertise in the automotive salvage industry. She is working exclusively with IAR implementing the certification program as Sue Schauls Consulting, in Waterloo, Iowa. She has extensive environmental regulatory expertise gained at the Iowa Waste Reduction Center, a small business environmental assistance program. She has trained over 7,500 people in 23 states and 67 Iowa counties in twelve years. Sue has conducted hundreds of facility environmental audits at Iowa companies. Sue can be reached at Schauls3@mchsi.com or by phone/fax at 319/233-7970.



***“The time to repair
the roof is when the
sun is shining.”***

***John F. Kennedy
Day by Day***

IAR NEWS

Hollander Provides Solution for Automotive Recycler Clients to help Comply with the National Salvage Vehicle Reporting Program

Written By: Avi Pelc - Hollander Sr. Product Manager

Due to the U.S. Congress's recent court order for Automotive Recyclers to start reporting a monthly list of all vehicles purchased, under the 1992 Anti Car Theft, Hollander has committed to providing its clients with mechanisms that will help them to comply with the requirements by the March 31st, 2009 deadline.

Either manual or automated reporting mechanisms are being designed for customers who use the Hollander Yard Management System (HYMS), Powerlink? 1 and Powerlink 2. In all cases, infor-

mation relating to the recyclers vehicle purchases will be transmitted directly them to the program administrator. Details relating to who the program administrator will be and how data will be transferred are still being worked out. However, we do know that each recycler will need to request the creation of an account with the administrator and will also need to be issued a client inventory ID, which will be used to identify their data file when it is received by the administrator.



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

EDEN: - Parts Locating Network

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

Powerlink - Yard Management System

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

e-Commerce - Online Selling Solution

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

800-825-0644
www.hollandersystems.com

IAR NEWS

Reporting Support from HYMS or Powerlink 1

The main mechanism for extracting the data from HYMS or Powerlink 1 will be an HRG report that users will manually run on a monthly basis. This report will gather data from the stock ticket records. However, some of the data required by the program is not collected in the Hollander systems. To remedy this, users will export the HRG report to an Excel spreadsheet and add columns for the necessary data and make other changes to meet the required data standards. When all the changes are completed, users will export the data from Excel as a comma-delimited file and e-mail it to the administrator. All the steps for this process are detailed in a step-by-step instruction document.

Reporting Support from Powerlink 2

The main mechanism for extracting and transmitting the data from Powerlink 2 will be via a new report or utility that will be added to Powerlink later in 2009. This process will fully automate the entire procedure, requiring minimum manual intervention. However, since the automated process will not be completed by March 31, 2009 deadline, a temporary process allows users to comply in the interim. This temporary process involves extracting the data from Powerlink's vehicle tables using either Microsoft Access or Crystal Reports and exporting the resulting data to Microsoft Excel to make some changes. When all the changes have been

made in Excel, users will export the data and send it to the administrator (via e-mail or using an FTP site). All the steps for this process are detailed in a step-by-step instruction document.

Further details about Hollander's solution and instructions on how to download the instruction document are being e-mailed by Hollander to all its clients within the next few weeks as part of its recycler's newsletter. For additional information, send your request via e-mail to avi.pelc@audatex.com.

Reprinted with permission of ARA.

New DNR Used Oil Filter Rule

The new DNR Used Oil Filter Rule kicked in this month (February 4, 2009). It will only affect those who sell NEW oil filters and now requires the retailers of NEW oil filters to take back used oil filters for recycling or provide information as to a recycling location. Remember that used oil filters are banded from landfill disposal in Iowa.

Oil Filters:

Changes to Iowa Code 455D.13 during the 2008 legislative session requires retailers that sell oil filters to accept used oil filters or post a sign informing the public of the nearest used oil filter collection site.

Changes to Iowa Administrative Code 567 Chapter 119 to reflect this new legislation are underway and will take effect in early 2009.

For additional information on the status of amendments to Chapter 119 or the collection of used oil filters in general, contact the DNR.

Retailer's used oil filter signs can be obtained by contacting the DNR. Used oil filter collection locations are available in the Iowa Automotive Directory or by contacting the Department.

Submitted by Sue Schauls

CHASE

Auto Parts Company, Inc.

1041 Sheffield Avenue • Waterloo, Iowa 50702

800-728-2568

Robert K. Schoof
Manager

Local #: 319-234-2445



Why Should You Join Iowa Automotive Recyclers?

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

IAR WHO'S WHO MEMBERSHIP DIRECTORY - A listing of all IAR members, which is distributed annually to members, insurance adjusters, and other associated businesses. *FREE LISTING to IAR members!*

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

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

UPPER MIDWEST AUTO CONVENTION & TRADE SHOW - This annual convention brings vendors and recyclers together in one place. We team up with the Minnesota, Wisconsin, Illinois, and Indiana state associations to host the best regional convention in the country.

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

WEB SITE - www.iowaautorecyclers.com - An information source for recyclers, body and repair shops, and retail customers. Our Members Page contains complete contact information and web site links to all IAR members - *FREE!* Parts Search area provides an opportunity for IAR members to sell their parts.

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

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

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

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



Iowa Automotive Recyclers Application for Membership

Company Name _____

Contact Person & Title (Name in directory) _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax _____

E-mail: _____ Web Site: _____

Recyclers License # (If applicable): _____

Dealers License # (If applicable): _____

ENCLOSED IS MY IAR MEMBERSHIP CHECK:

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

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

Signature: _____

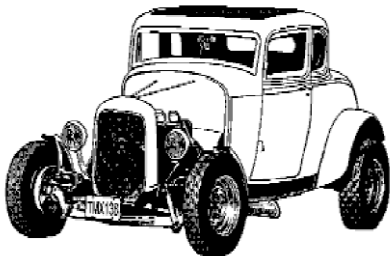
**Please return this form with your membership check to:
Iowa Automotive Recyclers, 3333 Skycroft Circle, Minneapolis, MN 55418**

Iowa Automotive Recyclers Code of Ethics

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

IAR NEWS

FABULOUS 50'S CELEBRATION



UPPER MIDWEST CONVENTION & TRADE SHOW

Brought to you by:

**Concerned Auto Recyclers of Wisconsin,
Automotive Recyclers of Minnesota,
Auto and Truck Recyclers of Illinois,
Iowa Automotive Recyclers, &
Automotive Recyclers of Indiana**

Schedule subject to change

Thursday, April 30

On Your Own Yard Tours

Friday, May 1

On Your Own Yard Tours

- 8AM – 1PM Golf Outing
- 8AM Breakfast
- 9AM – 5PM Registration
- 10AM – 11:45AM Forklift Training
- Noon – 1PM Air Bag Training
- 1PM – 2PM Lunch
- Dave Kendziorski with Stormtech
- 2PM - 3PM "Financial End of the Industry" Bernie Hull, Beaman & Associates
- 3PM Beer Truck Opens!!
- 3PM – 7PM TRADE SHOW
- 6PM Dinner at the Trade Show
- 7PM – 9PM Live Auction
- 9PM Hospitality Suite
- "Vendor Appreciation Night" Hosted by WI, MN, IL, IA & IN

Saturday, May 2

- 8:30AM – 1PM Registration
- 9AM Breakfast
- 9AM – 10AM Breakfast Meeting -- Owners & Manager Round Table; (Insurance, Auto Recycling, Salvage & Body Shop Industries) Public Purchasing & Processing Vehicles.
- 10AM - Noon "Motivating Employees Using Common Sense" –Bill Klein
- Noon Lunch at the Trade Show
- Noon - 5PM TRADE SHOW
- 4PM – 5PM Airbag Training
- 4PM – 5:30PM Forklift Training
- 4:30PM – 6PM Phone Sales/ Business Etiquette - Dr. Dean Russell
- 6PM – 7PM USER GROUP MEETINGS - CheckMate, Hollander & URG Includes Digital Photography, Email, Instant Messages
- 4PM Beer Truck Opens!!
- 6:30PM – 9PM Valve Cover Races
- 7PM Dinner
- 9PM Hospitality Suite

IAR NEWS

Upper Midwest Valve Cover Races

Sponsored by:
Miller Compressing Company

THE RACE:

- Saturday, May 2, 2009 at 6:30 pm
- Cars will be run in heats of two cars each
- The first car to cross the finish line wins the heat, if neither car makes it to the finish line; the car going the furthest in its lane wins the heat
- Cars winning their heat will advance to the next round
- The track has two side by side lanes and cars are gravity driven – think “pinewood derby”
- Entry fee only \$10 per car

THE CARS:

- 12” maximum width
- 30” maximum length
- 10” maximum height
- 10 lbs maximum weight
- One valve cover per chassis
- No switching chassis or cover
- Automotive valve cover with stock gasket surface
- No engines or propulsions of any kind
- Nothing can be mounted forward of either the valve cover or the chassis
- No moving or movable weight

THE CLASSES:

STOCK CLASS: Stock automotive valve cover, no cutting, no additional holes or modifications of any kind

CUSTOM CLASS: Anything goes, either stock or aftermarket valve cover, but must retain stock gasket surface

THE REASON:

- **CASH** prizes
- It's entertaining, competitive, creative and Fun !!
- **SELECT CARS WILL BE SOLD AT AUCTION**

Upper Midwest Golf Outing

Sponsored by
Lamb, Little & Co
Insurance for the Recyclers

Join us May 1st at Wild Ridge Golf Course for an 8 am tee time.

Shotgun start starts us off to a fun day at links, enjoy the fabulous golf course & compete for prizes and awards.

The cost is 75.00 per player, which includes green fees, cart & “goodie bag.”

Wild Ridge Golf Course
3905 Kane Rd, Eau Claire
(715) 834-1766
www.wildridgegolf.com
Please call Michelle Lechner at
877-880-2874 with any questions

Hotel Rooms
are blocked under “Auto Recyclers”

The Metropolis Hotel
5150 Fairview Drive, Eau Claire, WI 54601
888-861-6001
www.metropolishotel.com
\$99.00 per night
Or
Heartland Inn
4075 Commonwealth, Eau Claire WI 715-839-7100
\$79.00 per night
Cut off April 23rd

IAR NEWS

Speakers

Bill Klein – Bill Klein develops and delivers management and leadership training programs. He draws on more than 25 years of experience in management and business training. His lectures, seminars, and break-out sessions have been called motivational and inspirational by participants. Almost without effort listeners gain knowledge and insight on important business and organizational matters. Through his keynote address “Motivating Employees Using Common Sense”, Bill will help supervisors, managers and directors increase the productivity of their employees.

Bernadette “Bernie” Hull- Bernie is a tax manager and business consultant professional with Bauman Associates, Ltd. She joined the firm in 1981 and has more than 27 years of public accounting experience. Her industry expertise includes the automotive industry with particular emphasis working with auto recyclers throughout our region. Bernie, will provide you with the tools and tips you need to help ensure your business is operating efficiently and effectively. Bernie's toolbox will include: * Understanding and Analyzing Financial Statements * Monitoring and Managing Cash Flow * Tips to Reduce Risk of Employee Fraud * Planning and Strategies for Minimizing Taxes * and more!

John Harshaw- John and Kathy Harshaw are owners of Nu-Parts Automotive Products located in Tempe, Arizona. John will be conducting an Air Bag Shipping Training and Certification Course. A “don’t miss” for yard owners and employees!

Dave Kendziorski- Dave is the President of Stormtech, Inc. which specializes in certification and storm water compliance services for the automotive and scrap recycling industries. He has extensive experience implementing compliance programs nationwide.

Dr. Dean Russell- Dr. Russell has earned a Bachelor of Science Degree in Management, a Bachelor of Arts in Business, a Masters of Arts Degree in Human Resources Development and a Doctor of Philosophy in International Business degree focusing on Quality Systems. His program is designed to train all employees in current business etiquette. Fundamentals covered are: Etiquette illiteracy; Face to face types of interaction; Body language; Telephone problems, and expected benchmarks; Email Etiquette: what to do/not to do; Dirty word replacement

Ginny Whelan-ARAU will be conducting the forklift certification. They are very excited to be conducting there 1st training at our convention!! Ginny has worked in the Automotive Recycling industry for the past 30 years. She served as the First Women President of ARA.

All training, seminars and meals will be held at the Eau Claire County Expo Center 5530 Fairview Dr Eau Claire, WI 54701

HAVE QUESTIONS OR NEED MORE INFORMATION??

PLEASE CONTACT ONE OF THE FOLLOWING:

- Jim 800-472-0281
- Sandy 800-229-2886 x2127
- Kelly 515-943-3516
- Michelle 877-880-2874

IAR NEWS

Registration Form

Company: _____

Address: _____

City/State/Zip: _____

E-mail: _____ Phone: _____ Fax: _____

Attendance fee is 99.00 per attendee, 3 or more attendees from one facility 79.00 each,
Fee includes all meals, beer and seminars for the entire weekend.

ATTENDEES:

Name: _____ Position _____

Name: _____ Position _____

Name: _____ Position _____

Name: _____ Position _____

VALVE COVER RACE: (10.00 per entry see enclosed for rules)

Name: _____ Class: _____

Name: _____ Class: _____

GOLF OUTING: (75.00 per player, includes green fees, cart and goodie bag)

Name: _____ # Golfing: _____

MEALS: # attending _____ Friday Lunch _____ Friday Dinner _____

Sat. Breakfast _____ Sat. Lunch _____ Sat. Dinner _____

AIR BAG TRAINING # Friday _____ # Saturday _____

FORKLIFT TRAINING # Friday _____ # Saturday _____

PAYMENT: Full payment must accompany your registration, check or credit card accepted,
please make checks payable to "Upper Midwest Convention & Trade Show".

Card Holder Name: _____ CVV# _____

Credit Card# _____ Exp Date _____

Mail your registration forms to: Upper Midwest Convention 1750 Velp Ave, Green Bay Wi 54303
or Fax them to 920-494-2675. Any questions call Sandy at 800-229-2886 x2127

UPPER MIDWEST AUTO & TRUCK RECYCLERS CONVENTION & TRADE SHOW ON YOUR OWN YARD TOURS & ALTER METAL RECYCLING GUIDED TOUR

Alter Metal Recycling

Contact Person: Rodney Deaton
3532 White Avenue, Eau Claire, WI 54703
www.altermetalrecycling.com email: rodney.deaton@altermetalrecycling.com
Phone: (715) 832-3431
Facility: Shredding Yard

Tour hours & dates: **YOU MUST BE PREREGISTERED FOR THE ALTER METAL RECYCLING TOUR. PLEASE CONTACT RODNEY DEATON AT (715) 832-3431 OR E MAIL RODNEY.DEATON@ALTERMETALRECYCLING.COM, NO LATER THAN WEDNESDAY, APRIL 29, TO REGISTER.**

Tour Dates & Times: Thursday April 30, 4 p.m. Plan on one hour for tour.
Friday May 1, 9 a.m. Plan on one hour for tour.

Directions: From 94 W take exit 59 (Hwy 312) – go East to 53 North – go North to Melby Drive – turn left onto Melby – go to White Avenue – turn left onto White Avenue – Alter on the right hand side

From the East take 53 North - go to Melby Drive - turn left on Melby Drive – turn left onto White Avenue – Alter on the right

Cadott Auto Recyclers, Inc.

Contact Person: Pete Krumenauer or Dave Staber
21089 County Highway X, Cadott, WI 54727
www.cadottauto.com email: peterk@kadingers.com
Phone: (866) 884-3115

Facility: Auto Recycling # of Vehicles Processed: 250 # of Employees: 11
Type of Computer System: Pinnacle
Tour hours & dates: Thursday April 30, 8 a.m. - 5 p.m., Friday May 1, 8 a.m. - 5 p.m., Saturday, May 2 – by appointment only. **TO ARRANGE A SATURDAY TOUR PLEASE CONTACT PETE KRUMENAUER OR DAVE STABER NO LATER THAN FRIDAY, APRIL 24.**

Directions: From Eau Claire: 53N to 29E – 10 miles on 29E to exit 87 – turn left on County Highway X – 1 mile – on South side of road

From the East: Highway 29 to exit 87 – turn right – go 1 mile – on South side of road

Kadinger's Inc.

Contact Person: Mike Kadinger
N9919 130th Street, Downing, WI 54734
www.kadingers.com email: buyparts@kadingers.com
Phone: (715) 643-4211

Facility: Auto Recycling, Heavy Trucks, Scrap Recycling
of Vehicles Processed: 400 # of Employees: 30
Type of Computer System: Pinnacle Pro
Hours & Dates available for tours: Thursday April 30, 7 a.m. – 5 p.m.,
Friday May 1, 7 a.m. – 5 p.m.

Directions: From Interstate 94 take exit 28 – head North on Highway 128 to Highway G – turn right, heading East – Highway G turns into 170 – follow 2 miles – on South side

Remington Salvage Yard

Contact Person: Bob Remington
Address: 4004 Curvue Road, Eau Claire, WI 54703
www.remingtonauto.com email: bob@remingtonauto.com
Phone: (715) 834-2560

Facility: Auto Recycling
of Vehicles Processed: 450 # of Employees: 12
Type of Computer System: Pinnacle

Hours & Dates available for tours: Thursday April 30, 8 a.m. – 5 p.m.,
Friday May 1, 8 a.m. – 5 p.m.

Directions: 94 West – take exit 59 East towards Eau Claire (Hwy. 312) – go 1 mile – take a right onto Cty TT – go 3 miles South – on left hand corner of Cty TT & Cty C

Randy's Auto Salvage

Contact Person: Jay Mousavi
10027 Curvue Road, Eau Claire, WI 54703
www.randysautosales.com email: rezajay@hotmail.com
Phone: (715) 874-6742

Facility: Auto Recycling # of Vehicles Processed: 360 # of Employees: 15
Type of Computer System: Hollander

Hours & Dates available for tours: Thursday April 30, 8 a.m. – 5 p.m.,
Friday May 1, 8 a.m. – 5 p.m.

Directions: From 94 take exit 59 – go East 1 mile – go South on EE to 2nd stop sign – turn right and go 3 miles – on left side of road

DIRECTIONS TO METROPOLIS HOTEL:

5150 Fairview Dr Eau Claire WI 54701

FROM NORTH: US-53S TAKE EXIT 86 TO LACROSSE/STATE HWY 93, TURN RIGHT AT LORCH AVE, TURN RIGHT AT FAIRVIEW DR

FROM THE SOUTH:

I-94 W, TAKE EXIT 68 FOR WI-93 TOWARDS EAU CLAIRE/ELEVA, TURN LEFT AT STATE RD 93/WI-93, TURN RIGHT AT LORCH AVE, TURN RIGHT AT FAIRVIEW DR

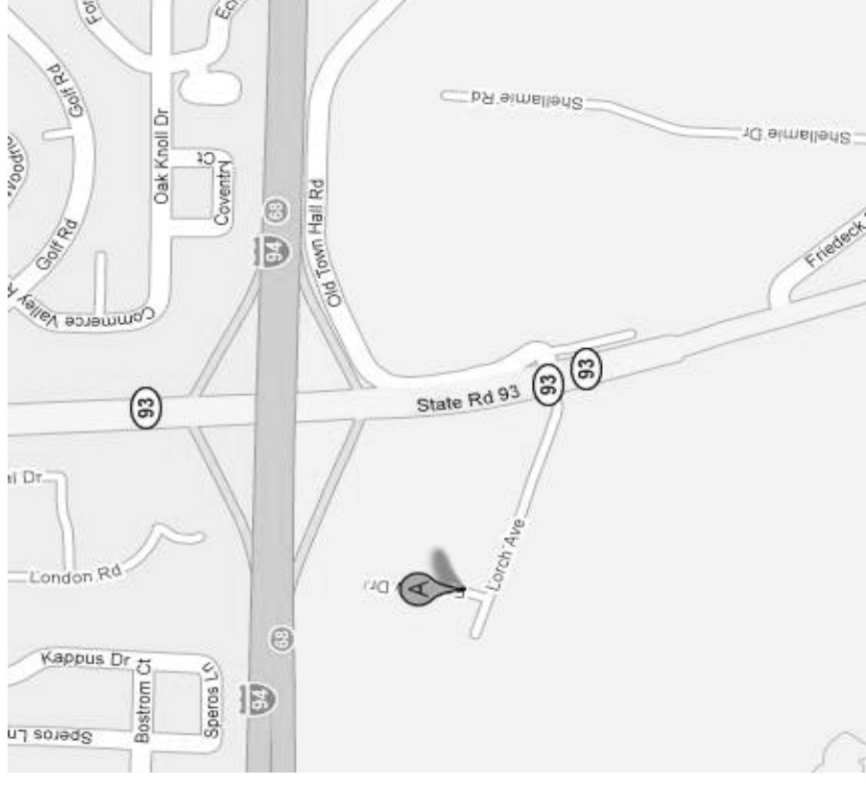
FROM THE WEST:

I-94 E, TAKE EXIT 68 TOWARD ELEVA, MERGE ONTO STATE RD 93/WI-93, TURN RIGHT AT LORCH AVE, TURN RIGHT AT FAIRVIEW DR

DIRECTIONS TO WILD RIDGE GOLF COURSE:

3905 Kane Rd, Eau Claire

HEAD SOUTH ON FAIRVIEW DR TOWARD LORCH AVE, TURN LEFT AT LORCH AVE, TURN LEFT AT STATE RD 93/WI-93, TURN LEFT ONTO THE RAMP TO ST PAUL, MERGE ONTO I-94 W, TAKE EXIT 59 FOR US-12/COUNTY HWY EE/STATE HWY 312 TOWARD CHIPPEWA FALLS/ELK MOUND, KEEP RIGHT AT THE FORK, FOLLOW SIGNS FOR EAU CLAIRE/ELK MOUND AND MERGE ONTO COUNTY HWY EE/WI-312 CONTINUE TO FOLLOW WI-312, TURN RIGHT AT KANE RD



IAR NEWS

I-CARE

By Tom Snyder

Hello fellow recyclers -

As I write today it's 77 degrees and Friday is to be in the Sixties, so the guys at Van Horns can call and gripe at me about the weather like they have all winter. But I'm not here to talk about climate changes, the changes I'm talking about are environmental. As we all know things are changing and not always for the better, but there is light at the end of this tunnel.

By now most of you should be aware of or have read something about our new program called I-CARE (Iowa Certified Automotive Recyclers Environmental program). The Board approved hiring Sue Schauls, most of you will remember Sue from the days of when she worked for UNI's Iowa waste reduction center, she drove the RV called the MOPP. Sue has worked to develop a program and implement it with in the next few years, to get auto recyclers on a level that no other state has. So in the near future you will be hearing from her as she implements phase one. The goal of this program is help everyone comply with State and Federal regulations so we all know that when they come, the visit will be a good experience.

I wish there could have been enough room at the meeting for everyone to have attended and sat back and just listen to the conversation Sue had with the DNR back in Nov of 08. They asked questions of us and she responded back with answers in their lingo, and they just were in awe. And I kid you not, they were impressed with the idea that we want to regulate ourselves with this program. You may say why should we be doing something like this? Well I see it as this, we can regulate ourselves or we can sit back and have someone that knows nothing about our industry do it for us, and I think you will agree that the first is a better idea.

Sue has another program in place for those that want to sign up. For \$125.00 dollars a year she will send you once a month a program that you can go through with your employees and put in your binder. I and others have signed up. January was torch training, February was spill control. This amazing person is a God send for IAR. She is also able to help the membership beyond the 3 phase program IAR is paying her for. If you have issues with most anything that relates to her field she is your Gal and you will find her rates are very affordable compared to the larger corporations that do the same thing, and most of all she lives in Iowa and when you call her she will answer the phone and get you the answer you need and explain it in away you can understand it. I think you find her a very likable person and her knowledgeable is beyond belief. She can be reached at 319-290-7843 (cell) or home/fax is 319-233-7970 or www.SueSchaul.com or her e-mail is Schauls3@mchsi.com

Happy recycling - Tom Snyder, Snyder's Auto Body, Clarinda, Iowa



SIoux CITY COMPRESSED STEEL CO

2600 Boulevard of Champions
Sioux City, IA 51111

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

Rolloff and Lugger Service

712-277-4100

712-277-1210 (fax)

800-889-8848



IAR NEWS

RPP continued from cover

depending on needs and goals. But everyone experiences our market-leading service, powerful tools, and ready assistance. The end result is a powerful network of salvage professionals of all sizes, coming together collaboratively to grow, share, and prosper.

Yes, the Internet can be leveraged to grow your business, but it takes more than a simple online presence. Recycled Parts Plus adds value to the power of the web, helping you build a strong and flexible online strategy, quickly. We connect your business to the world, and back it up with quality and assurance.

If you've thought of moving your business onto the web, but weren't sure how to get started, or how to reach the right people, get in touch with Recycled Parts Plus. We can discuss with you how our tools, business channels, and service can take the headache out of reaching more customers and business partners. We can explain how Recycled Parts Plus does more than just get you on the Internet. Our quality and assurance have helped us develop a rich network of insurers and auto salvage dealers waiting to do business with you.

Our friendly professionals can be reached at:

Phone: (866) 837-2039

Fax: (800) 469-9445

Email: Cindy@rpplus.com

Mail To:

Recycled Part Plus

PO Box 696

Crivitz, WI 54114



Recycled Parts Plus

www.rpplus.com

Parts Broadcast Line: 888-210-1850

Fax: 800-469-9445

Cindy LaVesser

Direct: 866-837-2039

cklavesser@wi.rr.com

Locator Upfront® Recognizes Two Local Automotive Recyclers

Congratulations to two Iowa Recyclers who have been recognized for their outstanding leadership in the Automotive Recycling Industry by *Locator Upfront®* magazine. In the *Locator Upfront's* annual issue they recognize 25 men and women that are shaping the auto recycling industry as the Most Influential Recyclers.

- ***The Most Influential Local Hero,***
Tom Snyder
Snyder's Auto Body & Paint
Clarinda, Iowa
- ***The Most Influential State Association Member***
Mike Swift
Trail's End Auto & Truck Salvage, Inc.
Des Moines, Iowa

Ron McClellan of RJ McClellan, Inc. stated, "I have had the pleasure of working with these men over the past year through our their state association. I'm not surprised at all that they would be recognized for their leadership and the knowledge they bring to their industry. Congratulations, Mike and Tom."

*"Don't sit back
and take what comes.
Go after what you want."*

*Anonymous
Day by Day*



Checkmate®

Inventory Management System



Comprehensive Data Conversion

- We are on-site when you go live and provide additional training after we leave



Car-Part Interchange

- Includes and Enhances Hollander® Interchange
- SmartWin™ • Smart Interchange™
- Alternate Parts • Alternate Vehicles



Car-Part Exchange

- Integrated parts brokering from 3400 recyclers plus aftermarket vendors
- Integrated Car-Part Messaging™



Advanced PO System

- Automatically creates purchase orders from Car-Part Exchange™



Integrated UPS WorldShip™



Extended Warranties

- Automatically calculates warranty prices
- Provides sales commission reports



Advanced Management Reports

- Graphical • Predefined • Customized

<http://products.Car-Part.com>



Two Great Reasons to Get Car-Part Gold!



Live Chat™

- Tells your customers: "I stand behind my parts."
- One click connects to sales and service.

\$75
actual

Foreign Auto Salvage - Gold Seal, ARAPro, KATRA USA-KY(Ft.-Wright)
Request Quote 1-800-545-1920 / 1-859-341-1920 Request Insurance Quote

Live Chat

*available on Car-Part.com and on your web site.

Make Money with Aftermarket Parts!

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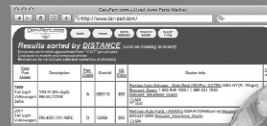
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IAR NEWS

IAR DIRECT MEMBERS

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

IAR NEWS

IAR MEMBER NEWS

HOGELAND AUTO PLAZA & SALVAGE (Marshalltown): Join the IAR board and staff in congratulating Lonnie Hogeland on the arrival of a new baby boy this past January!

JERRY CARNEY & SONS (Ames): Jerry Carney and Sons in Ames opened their new offices a few months ago. If you're in the area stop by and take a look.

SNYDER AUTO BODY (Clarinda): Tom Snyder of Snyder Auto Body in Clarinda, IA has been educating the public on the importance and value of automotive recycling for years, but most recently during Career Day at the local high school in Clarinda.

The teenagers learned about the processes from purchasing at an auction, inventory exchange, fluids extraction and more through to the end-of-life for the vehicle. Tom specifically explained the process of buying car salvage from an auction by using an analogy of purchasing a Subway sandwich. Decide on a \$5 sandwich, pick your toppings and condiments, then they add \$1 for processing, but you can't have it until you pay a \$2 service fee. Your \$5 sandwich just turned into an \$8 sandwich. Snyder said, "The teens seemed quite interested and asked many questions". And, as he stated, "anytime we can get the good word out about what we do, we should."

Want to spread the word, check with your Chamber of Commerce, local schools, boy/girl scouts, Rotary and Lions Clubs, etc. They are always looking for speakers to educate the public at or on community activities, career

days, job fairs and more. Let us know of your good works. And, if we know in advance, we can help by providing literature, brochures, etc., in small quantities.

TRAIL'S END AUTO & TRUCK SALVAGE (Des Moines): Happy Birthday greetings to Mike Swift who rings in another year on April 18th. The years have been good to him – it's the weekends that did the damage. Happy Birthday Mike!

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

Donna Piper Memoriam

The IAR Board extends its' condolences to the family of Rick & Eric Piper (IAR Board Member) of Spilman Auto Parts in Bloomfield, Iowa, on the passing of their mother and grandmother, Donna Piper.

Donna Piper, age 74, was a resident of Bloomfield. She died at the Iowa Methodist Medical Center in Des Moines on January 26, 2009.

Donna was a member of the Bloomfield Christian Church, serving as a Deacon. She was also a member of the Hospital Auxiliary Board, PEO Chapter B, the Red Hat Ladies, the Sunshine Club and the Crazy Ace Card Club.

Funeral services were held on Thursday, January 29, 2009 in Bloomfield. Memorials were established to the Bloomfield Christian Church and the Friends of the Bloomfield Public Library.

INDUSTRY NEWS

Iowa Lawmakers Target Metal Thieves

DES MOINES – Iowa lawmakers have set their sights on scrap metal thieves.

A Senate panel gave initial support Tuesday to legislation that would prohibit the sale of scrap

metal to a dealer unless the seller provided identification, a permanent address and other pertinent

information that the dealer would keep on file for at least two years and supply to law enforcement agents upon request.

Ross Loder, spokesman for the state Department of Public Safety, said Senate File 78 would serve as a deterrent to thefts that occurred with increased frequency at places like construction sites when prices for copper, aluminum and other metals spiraled in 2007 and 2008.

Backers of the legislation cited instances where thieves caused serious injuries or deaths to themselves or other people by stripping metal tubing, wiring, highway guard rails or other items that caused natural gas explosions, accidents or other unexpected hazards or problems.

“It is something that does seem to carry particular risk. People don’t always use the wisest choices or do the safest things when they’re trying to acquire products,” Loder said.

“We’re not under the impression that this will end metal thefts in Iowa,” he added. “I don’t know if it’s the cure-all to the problem. I don’t



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INDUSTRY NEWS

know if there is a silver bullet. It's just one measure that's a good concept and it's worth discussing."

Along with the identification requirement, the proposed legislation prevents scrap metal dealers from making immediate payments if the transaction exceeds \$300 or if it involves copper or aluminum wire three-eighths of an inch or more in size. Instead, the payment would be made by check or money order mailed to the seller's permanent home or business address.

The bill exempts transactions of \$50 or less — \$30 or less for vehicle catalytic converters. Also exempted are sales made by a scrap metal dealer to another dealer or situations where the seller is known to the scrap metal dealer making the purchase or is the agent of an established business operating at a fixed location that produces scrap metal as part of its operation.

Violators would be guilty of a simple misdemeanor punishable by up to 30 days in jail and a fine ranging from \$65 to \$625. Three or more violations would be a serious misdemeanor punishable by up to one year of confinement and a fine ranging from \$315 to \$1,875.

Lobbyists representing scrap metal interests expressed concern that the bill would put dealers in the position of acting as public safety officers.

Bob Ellis, a Davenport attorney representing Alter Metal Recycling, said officials at his company's nine scrap-metal yards in Iowa already are doing what is called for in Senate File 78.

Davenport enacts scrap metal rules

Last summer, Davenport approved a scrap metal ordinance aimed at reducing metal thefts.

It mandates that metal recyclers and salvage operators be licensed, collect detailed descriptions of items brought in by individual sellers and take down sellers' vehicle license plate numbers.

It also requires sellers to have valid photo identification.

Scrap Commodities Market Report March 2009

Approximate Pricing

Crushed Cars	95.00 NT
Prepared Iron	75.00 NT
Motor Blocks	110.00 NT
Aluminum Rims	0.50/LB
Aluminum Condensers	0.30/LB
Copper Radiators	.88/LB
Aluminum Case Transmissions	0.08/LB
Dirty Aluminum	0.15/LB
Batteries	0.08/LB
Lead Wheel Weights	0.10/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.

Dealers must maintain a record of all transactions, but are not required to transmit it electronically to the police department.

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INDUSTRY NEWS

Our Planet Show to Feature Automotive Recyclers Association

The producers of Our Planet are pleased to announce that the Automotive Recyclers Association will be featured in an upcoming episode as part of the show's Environmental Impact Series: Recycle, Reuse and Renew.

In an age where global warming and energy conservation have become "issues of the day", the automobile is taking a pounding. The harmful effects of carbon emissions, America's dependence on foreign oil, the saturation of the nation's roadways....these are just a few in the long litany of ills decried by the automotive industry's critics.

But the fact remains, America is married to the

automobile as its principle form of transportation, and any solution to the nation's energy and conservation dilemma must include the fostering of automotive recycling initiatives.

What few people realize is just how aggressively and consistently the goal of sustainability has been pursued by the automotive recycling industry. Even Henry Ford's prototype Model "T" incorporated some recycled components. Nearly a century later, automotive recycling has grown to be a significant part of the 16th largest industry in the U.S., employing over 100,000 people and generating \$10 billion in revenue each year. Indeed, the

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automobile is the most recycled product in the world today, with nearly 95% of the vehicle weight recycled.

Leading the effort to educate the consumer and auto manufacturers on the benefits of automotive recycling is the Automotive Recyclers Association (ARA). The non-profit trade association represents over 1,000 auto recycling facilities through direct membership and an additional 4,500 auto recycling facilities through chapter affiliates. The organization is dedicated to fostering the adoption of three core principles: Reduce, Reuse, and Recycle.

“Consumers hold the key that drives automotive recycling in the U.S.,” said Linda Pitman,

President of the Automotive Recyclers Association. “Although a vehicle has ceased to perform its primary function, most end-of-life vehicles still possess quality used OEM parts available for a consumer’s repair. On average, 20 to 40 parts are removed and re-sold from a single automobile during the dismantling process.”

The segment will include a discussion of the challenges facing recyclers today ranging from design and materials decisions in the manufacturing process, to the general public’s misconceptions regarding recycled parts, and the proper disposal of environmentally hazardous materials in the recycling process.

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Why Would the FAA Audit Our Company?

Since we don’t fly our own planes, we were puzzled about this. That is, until we found out they were auditing FedEx and tracking the airbag handling back to the original shipper—us.

When the auditor arrived, he had a copy of the FedEx shipping paperwork we created. He wanted to look at our training records for the shipping person listed on the paperwork to verify the certificate of training and to verify the airbag test was completed.

All was in place except for a few changes because of 9/11. We needed to ensure all those who ship or deliver air bags are re-trained on Security Awareness for Transporting Hazardous Materials and the requirement to keep the Shipping papers for 2 years instead of 1 year. A security plan isn’t needed because we only ship Class 9 Miscellaneous—Airbags which don’t require Placards. The Hazardous Materials Shipping paper description order has changed with the order

being Id#, Proper Shipping Name, Hazard Class, Packing Group.

So, how do we keep our company up to date with the changes? And why didn’t our 24-hour hotline inform us about the changes? After contacting our 24-hour chemical spill hotline, we found that whenever it is time to re-certify (every 3 years), we need to review and implement changes to the regulations; as the annual fees are good for the telephone support and only the telephone support.

For more information, see <http://www.phmsa.dot.gov/staticfiles/PHMSA/Hazmat/digipak/index.html>.

Jean M. Ackermann
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10506 Central Avenue NE
Blaine, MN 55434
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INDUSTRY NEWS

Steel Shipments Down Almost 40% from Last Year

To anyone that's been following the news it's quite obvious that economically speaking things are "tight" and may be getting tighter. For instance, the American Iron and Steel Institute (AISI) reported that for the month of November 2008, U.S. steel mills shipped almost 40% less net tons than in November 2007. This is also reflected in the changes one can see in the market classifications: service centers & distributors = down

2.2%; automotive = down 9.1%; surprisingly (or perhaps not) oil and gas = up 5.8%

AISI member companies represent approximately 75% of both U.S. and North American steel capacity, and includes integrated and electric furnace steelmakers and 138 associate and affiliate members that supply and purchase from the steel industry.

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INDUSTRY NEWS

Scrap Yard Plan in Cedar Rapids Fails to Win Approval

A plan to locate a scrap metal recycling business in southwest Cedar Rapids didn't get any support from the city's Board of Adjustment on Dec. 8.

A-Line Iron and Metal of Waterloo hoped to build a salvage yard in an industrial-zoned area, and would have employed up to 30 people eventually.

But the location was right in the backyard of radio stations KZIA-FM and KGYM-AM. And owners of the stations orchestrated a campaign to oppose the scrap yard including on-air public service type ads and commentary on the station's website.

A-Line needed a conditional use permit from the city's Board of Adjustment to proceed with the plan. And one executive from a neighboring business spoke in favor.

Mark Hanson of Altorfer, Inc. said "we'd like to encourage the granting of a conditional use permit to A-Line Iron and Metal—we sell scrap to A-Line and we've found them to be a solid company..."

Other proponents, including company owner Kyle Stone, promised to screen any operations and insisted the noise off site would not be exceptionally loud.

But radio station owners, and

others, argued it's almost impossible to disguise a scrap yard. And they told board members it was the kind of business that didn't belong in an area with light industry and nearby homes.

The Board of Adjustment bought that argument and agreed unanimously to turn down the request.

Radio station president Eliot Keller said "I'd like to see A-Line come to town. It sounds like they would be an asset to the community. But they need to find a place that's appropriate for the type of work they're going to be doing."

In turning down the request from A-Line, Board of Adjustment members also indicated the decision might be different if the company sought a permit in an area closer to other scrap yards.

The only way to appeal the board decision would be to go to court.

One engineer working A-Line said there was no decision about an appeal or about looking to locate the same project elsewhere.

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INDUSTRY NEWS

Recyclers Thwart Attempts to Open Salvage Auction Sales STATE UPDATE

Alabama: Recyclers Thwart Attempts to Open Salvage Auction Sales

This week, ARA and the automotive recycling industry were successful in keeping a bill to open auto salvage pools to unlicensed individuals, out of hearings before the Alabama Legislature.

Senate Bill 193 would have opened the availability of non-repairable, salvage-titled vehicles to unlicensed individuals, who, some worried, might illegally and without regard to the future purchaser's safety or the environment, irresponsibly rebuild these vehicles for resale.

ARA and others helped local Alabama auto recyclers to reach out to the Senate Fiscal Responsibility and Accountability Committee over

the past week. The message was clear; "Opening Salvage pools to purchasers other than licensed automotive recyclers significantly diminishes the overall health and safety of the general public and the environment."

Regrettably, the battle may not be over, since the bill could be brought up again for consideration and Alabama only requires four hours notice to hold a hearing. ARA will continue to work with coalition members and local Alabama automotive recyclers to address this issue.

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