



# The Iowa Automotive Recyclers NEWS

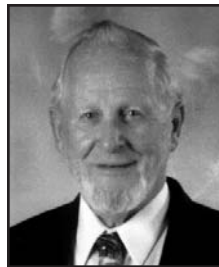
DECEMBER 2008/JANUARY 2009



## HISTORY OF THE IOWA AUTOMOTIVE RECYCLERS ASSOCIATION ORGANIZED DECEMBER 1957

By John C. Vander Haag, Sanborn, Iowa, March 2008

I joined the National Auto Truck Wreckers Association in the early 1940's during World War II, @ \$10.00 per year dues and received a slick magazine where there were advertisements of new, rebuilt and used automotive parts, transmissions, carriers and cylinder heads, after market running boards, aluminum fenders, grilles, that were not obtainable from the dealers as all car manufacturers were manufacturing parts for the war. I ordered parts advertised in the NATWA magazine by Western Union Night Letter, as the



telephone was too expensive. My purchases were shipped to me by Railway Express fro Denver, Chicago, New York, Boston, Detroit and Cleveland, taking about 3 to 5 days to arrive. If I had my order shipped by Railroad Freight, it would take 2 to 4 weeks. There were no trucking companies at that time. Even our oxygen and acetylene came by Railroad Freight out of Omaha.

I attended my first NATWA National Auto Wreckers Association convention in Chicago in the fall of 1957. After seeing the benefits of belonging to an association, I came home from the convention wanting to start an Iowa association. John

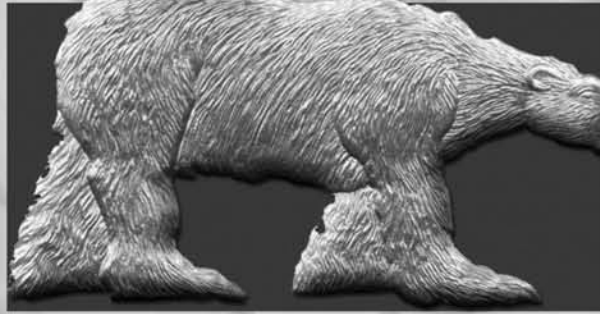
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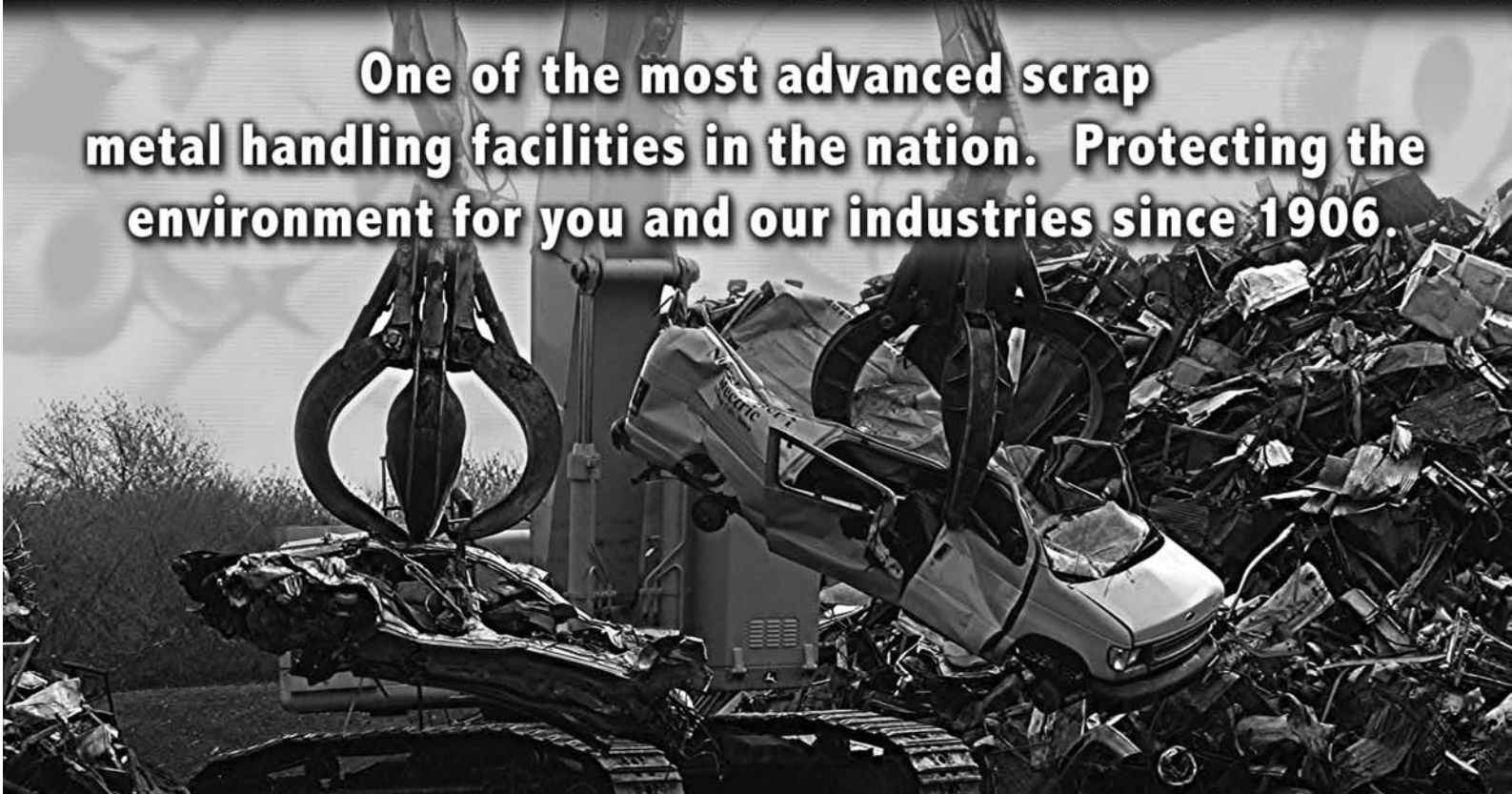


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Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to Kelly Lynch-Salseg, 3333 Skycroft Circle, Minneapolis, MN 55418, Phone: 515-943-3516, Email: iowaautorecyclers@bitstream.net Articles may be edited for length.

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**Scott Frank** Immediate Past President

Sam's Riverside Auto & Truck Parts

**Mike Waterbury** Vice President

Sandhill Auto Salvage

**Jeff Smid** Secretary

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**Joel McCaw** Treasurer

Ace Auto Recyclers, Inc.

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Eric Piper Spilman Auto Parts, Inc.

Tom Snyder Snyder's Auto Body

Dave Wood Van Gorp Used Cars, Inc.

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# IAR's 2009 Board of Directors

## Mike Swift, President

Trail's End Auto & Truck Salvage  
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## Scott Frank - Immediate Past President

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## Jeff Smid, Secretary

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## Jodi Kunde

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## Eric Piper

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Toll Free: 800-245-2336  
Fax: 641-673-0450  
Email: parts@vangorpia.com



# IAR BOARD NEWS

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THE IOWA AUTOMOTIVE RECYCLERS NEWS

December 2008/January 2009

## IOWA AUTOMOTIVE RECYCLERS BOARD MEETING

**FRIDAY, OCTOBER 3, 2008 3:00 P.M.  
BRIDGES BAY RESORT – ROOM #1122  
OKOBOJI, IOWA**

The meeting was called to order by President Mike Swift at 3:10 p.m. Members present were: Mike Swift, Mike Waterbury, Jodi Kunde, Tracy Hurst, Scott Frank, David Hesmer, Dave Wood, Eric Piper, Tim Smith, Brent Nugent, Clyde Lems, Kelly Salseg, Karen Smid, Sue Schauls, Drew VanDevender and Jeff Smid.

### **EXECUTIVE DIRECTOR'S REPORT:**

Kelly distributed the contract for the lobbyist, James Piazza. She also handed out the 2008-2009 IAR Board of Directors list. Kelly then reported she sent 55 IAR Membership Surveys and received only 16 responses. November 10th is the deadline to get any old pictures, etc. to Kelly to be included in the 50th anniversary issue of the newsletter.

Kelly presented the memberships to be voted on. The Associate Members for renewal memberships to be voted on are: Metro Salvage Pool, Trissel Graham & Toole, Alter Metal Recycling, Peterson Hill, Gerday and Hollander. There was a motion by Jeff to accept these renewal associate members and a second by Scott Frank; motion car-

ried. The Direct Members for renewal memberships are: Sam's Riverside, Poell's Ent., Snyder's Auto Body, Kabele Truck & Auto Parts, Waterloo Auto Parts, Walker Auto Salvage, Smith Auto Parts, Trail's End, Ace Auto Recyclers, Jerry Carney & Sons, Don's Auto, Swift Auto Parts, Van Horn and Vander Haag's. David made a motion to accept these direct membership renewals; there was a second by Jodi; motion carried. There were then 2 new Associate Members to be voted on: Manheim's Mpls. Auto Auction and Unishippers. There was a motion by David to accept these 2 new associate members with a second from Jodi; motion carried. Three new Direct Members were to be voted on next: AWE Auto Service, Wilken & Sons and Grab N Go Auto Salvage. There was a motion by Brent to accept these 3 new direct members; Jeff seconded the motion. After some discussion the motion was retracted. Brent then made a new motion to accept AWE and Wilken & Sons and table Grab N Go for now. Jeff seconded this motion; motion carried.

Kelly reported there have been 10 new Associate Members and 7 new Direct Members since December of 2007. There is a total of 59 members compared to 52 for the previous year.

There are tentatively 83 reservations for this evening according to Kelly and 108 reservations for Saturday evening.

**CERTIFICATION PROGRAM:** Sue Schauls told the board she has completed the Certification Program and handed out the program



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information to the board members.

**MINUTES:** The minutes were distributed and read silently by the members. Tracy made a motion to accept the minutes and Scott seconded the motion; motion carried.

**FINANCIAL REPORT:** Mike S. gave the board members the financial report. A motion was made by David to approve the report; Brent seconded the motion; motion carried.

**PAC REPORT:** Jodi distributed the PAC report then David made a motion to approve the report with a second from Dave; motion carried.

**MEMBERSHIP COMMITTEE:** Jodi stated Kelly had covered the membership information.

**WEBSITE:** Kelly said she is working on the website.

**DESIGNATION OF AUCTION MONIES:** There was some discussion on where should the money from the upcoming auction go. Scott made a motion to designate the money to the PAC fund. Brent seconded the motion; motion carried.

**NEXT MEETING:** The next board meeting will be at the Okoboji Grille in Pleasant Hill on Friday, November 7, 2008 at 1:00 p.m.

David made a motion to adjourn; Jeff seconded; the meeting was adjourned at 4:30 p.m.

Respectfully submitted,  
Jeff Smid, Secretary

## WELCOME TO IAR'S NEW MEMBERS

### *DIRECT MEMBER*

#### **AWE AUTO SERVICE & ALIGNMENT, INC.**

1001 2ND Street  
Traer, IA 50675

Contact: Mike Pargeon, President

Phone: 319-478-8460

Toll Free: 877-772-2014

Fax: 319-478-2033

Email: awesalvage@iowatelecom.net

#### **WILKEN & SONS, INC.**

1157 - 275TH Street  
Nashua, IA 50658

Contact: Jackie Wilken, President

Phone: 641-435-4077

Toll Free: 800-382-1887

Fax: 641-435-2515

Email: sale@wilkenandsons.us

----  
2205 - 9th Street N.W.  
Waukon, IA 52172

Contact: Andy Wilken, Vice Pres.

Phone: 319-215-0146

Toll Free: 800-382-1887

Fax: 563-568-3558

Email: sale@wilkenandsons.us

### *ASSOCIATE MEMBER*

#### **MANHEIM'S MPLS AUTO AUCTION**

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Maple Grove, MN 55369

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## The President's Pitch

By Mike Swift

### Trail's End Auto & Truck Salvage, Des Moines

First off I would like to thank all of those who attended our 50th anniversary outing in Spencer, Iowa. I think that everything went real well. It was great to see some old faces and it was also great to see some new ones. I would especially like to thank John and Ruth Vander Haag for the great hospitality shown to us at both museums and also the great lunch they provided. I would also like to thank Tracy and Steve Hurst and their family for opening up their yard for us to tour. I think that we all know how stressful it can be. I would also like to thank Toby Shine and his entire staff for the tour at his u-pull-it facility. Some of the board toured the scrap operation on Thursday. Three great tours and thank all of you for allowing us in to your businesses. You guys should all be very proud. I also want to thank the sponsors that made the 50th anniversary of the IAR a great event.

This last year was my first as president of the IAR. The thing I was most nervous about when we had our first meeting with me as president – was I going to be able to follow the rules of order? Turns out it isn't that bad of a deal. After the first few meetings that we had I found out it's pretty easy to do when we have as great of a board that we do.

The IAR has been working very hard this last year with our IAR newsletter. I am very proud of it and the entire membership should be proud of it as well. I have had people call me from other states about our newsletter and all of the great information it provides. They love to see what is going on in Iowa. If you have any articles you think should be included in the newsletter, please don't hesitate to send them to either myself or Kelly.

IAR also hired a new Executive Director in the last year - Kelly Lynch-Salseg. Kelly is doing a

good job for the IAR. I talk to her a few times a month and she keeps me on task, like with this newsletter article I write. She continues to learn our system and we are all working on improving communication.

This last year we have also hired a new lobbyist, James Piazza Jr. I can tell you one thing – I have never had more meetings in my entire life (especially with Jim on board) as I have in this last year. You might be getting a phone call from Jim or one of your board members regarding issues we are working on. Please help when you are called upon. It only will take a few minutes out of your day and we need your help.

We are going to have several more meetings before the end of the year with other state departments and other associations that we hope to be able to form alliances with.

Also this last year we have had Sue Schauls come up with our own Iowa Recycler Certification Program. This program is for IAR members only and we think this will be a great asset to our industry and will show the state that we are raising our own standards for the environment and the safety of our members and their employees.

Another thing that we have utilized this last year is conference calls. This is one of the best tools that we have used all year as far as I am concerned, this has made us a much better and informed board of directors. We can all get on the call, have it recorded if some of us can't be at the meeting, and get a huge amount of work done without all of the travel involved. We still meet four times a year in person - but man do we get stuff done on those calls.

This has been a roller coaster year with the price of scrap over 300 per ton falling down to 50.00 to –

0 - a ton. We were paying at one time 4500 to 500 for cars that we were going to crush. I was watching the rhodium, platinum and palladium market and just a few months ago rhodium was at 10,200 per oz - now trading here November at 1300 per oz. I think that we are all finding out how volatile this market can be. With the market dropping we can now buy the older cars for less and actually and hopefully make more money this way. I don't know about you guys but we are watching things a lot closer now than we did three months ago. The other positive thing about this drop is that it is really hurting the hobbyist's that were scraping vehicles for their hobby - not understanding that this is our lively hood.

This has, overall, been a good year for the IAR. We have been changing things even before it has been the popular thing to read about in the news. I can tell that you the IAR board is working very hard and will continue to do so for the rest of this year and on into 2009.

The one thing I would like to see is for more of our members to get involved and see what goes on behind the scenes. I hear from some members but they are not very active and don't read the newsletter. All I ask is to take a few minutes, read all of the information in the newsletter, and call or e-mail the board or the Executive

Director and tell us what you think. We need feedback and we need your help now.

We have a huge issue that we are working on for the first of the year so now is the time to get involved. This issue is probably one of the most important issues that will affect every member of the

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# IAR NEWS

IAR right now and especially in the future. If you want to know more please contact myself or one of the board members so we can tell you more.

Last but not least we have grown the membership to 58 direct members and 27 associate members. If you know of a recycler or an associated business that we need to be a member - please let Kelly know so she can get them the information they need and show them how important it is to be a member of the IAR.

It seems like I always end this thing the same way. GET INVOLVED - THIS IS YOUR ASSOCIATION - YOUR VOICE TO THE REST OF THE STATE - PLEASE GET INVOLVED NOW!

Thanks!

Mike Swift

Current President of the IAR

## From the Executive Director's Desk By Kelly Lynch-Salseg

The arrival of the New Year will naturally bring new and exciting things for IAR – but one of the things that remains constant (at least for another year) is your wonderful IAR Board of Directors. Please join me in thanking the IAR Board of Directors for their willingness to dedicate time, energy, and passion to the IAR association and the automotive recycling industry.

### Meet Your 2009 Board of Directors

#### President – Mike Swift, Trail's End Auto & Truck Salvage

Your Board President is Mike Swift, co-owner with brother Steve, of Trail's End Auto & Truck Salvage in Des Moines.

Mike has owned Trail's End for 10 years and has served

on the IAR board for 6 years. As I A R President,



Mike serves on all standing committees of the board. Mike is married to his lovely wife, Tracy, and together they have two children – Mallory & Sam. Mike's hobbies are hunting, golfing, and vacations at his family lake house on Lake of the Ozarks. Mike also reports that he enjoys long walks on the beach, horse back riding and poetry (REALLY MIKE?)

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## **Imm. Past President – Scott Frank, Sam’s Riverside Auto & Truck Parts**

Scott Frank works at Sam’s Riverside Auto & Truck Parts in Des Moines. Scott serves as IAR Board’s Immediate Past President – having served as President from 2003 – 2005. As Immediate Past President, Scott is responsible for performing the annual audit, and also chairs the Finance Committee and sits on the Legislative Committee.

## **Vice President – Mike Waterbury, Sandhill Auto Salvage**

Mike is manager of Sandhill Auto Salvage (Tama, Iowa) and has been working in his family owned business for 25 years. Mike has dedicated a total of 10 years to the IAR board. In addition to being a board officer, Mike also sits on the IAR Board Environmental & Membership Committees. Mike is married to wife – Mitzi, and they have 3 children – Madison, Myles & McKade. In his spare time Mike farms and enjoys “drinking beer”.



Mike is married to wife – Mitzi, and they have 3 children – Madison, Myles & McKade. In his spare time Mike farms and enjoys “drinking beer”.

## **Secretary – Jeff Smid, Jeff Smid Auto, Inc.**

Jeff is President of Jeff Smid Auto, Inc in Iowa Falls. In addition to serving as Board Secretary, Jeff also sits on the Board Legislative Committee. Jeff is married to wife, Karen, and is proud owner of beloved dog “Shade”.



## **Treasurer – Joel McCaw, Ace Auto Recyclers**

Joel has been with Ace Auto Recyclers (Iowa City) for 20 years, where he holds a management position. Joel has been on the ARM board for almost 10 years – 8 as Treasurer. In addition to his role as Treasurer, Joel also sits on the Finance, Membership & Scholarship Committees. Ladies –

pay attention – Joel is single and a loving father to 7 year old Dayton. Outside of work Joel enjoys spending time with his daughter, Iowa wrestling, hunting, racing, flying and boating.



## **Tracy Hurst, Hurst Salvage**

Tracy is a manager at Hurst Salvage in Spencer. Tracy is starting her fourth year on the IAR board.



Tracy serves on the IAR Environmental & Scholarship Committees and chairs the Newsletter/Web Site Committee. Tracy is single “and loving it!” Tracy has one daughter, Mercedes. In her spare time Tracy enjoys crafts, cars, family time, traveling, scrap booking and photography.

## **Jodi Kunde, North End Auto Wrecking**

Jodi performs sales at North End Auto Wrecking in Dubuque. She has been with the company for 6 years, and is starting her 5th year on the IAR board. Jodi is a very busy lady – on the IAR board she chairs the Meetings, Membership & Scholarship



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# IAR NEWS

Committees and also has taken on responsibility for the IAR PAC reporting and management. I don't know what we would do with out Jodi! Jodi is engaged and in her free time enjoys travel, NASCAR and reading.

**Brent Nugent, Nugent Auto Sales, Inc.**

Brent has been the owner of Nugent Auto Sales for 21 years. Brent began his 2nd term on the IAR board this past October. Brent serves on the board Finance & Environmental Committees. Brent has been married to wife, Sheila, for 25 years and they have two daughters – Megan (21) and Dee (18). Brent is into hunting, fishing, snowmobiling,



boating and "his girls".

**Eric Piper, Spilman Auto Parts**

Eric is in the sales department at Spilman Auto Parts, and has been with Spilman's for 11 years. Eric has been on the IAR board for 3 years and sits on the Membership & Newsletter/Website Committees. Eric is married and has two children, Cohen (3) & Claire (1). He enjoys hunting, fishing, and golf.

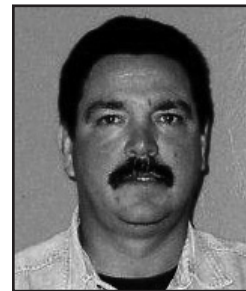


**Tom Snyder, Snyder Auto Body**

Tom Snyder has been owner of Snyder Auto Body for 25 years (a family owned business). Tom served as IAR Board President from 1991 – 1993, and is back for a 2nd go round. Tom chairs the Environmental Committee and serves on the Meetings/Events Committee. Tom is married and has three daughters, Jessica (20), Erin (18) & Megan (16). Tom also serves on the board of the First Christian Church and his hobby is collecting railroad memorabilia.

**Dave Wood, Van Gorp Used Cars, Inc.**

Dave is General Manager of Van Gorp Used Cars and has been with the company for 7 years.



Dave has been on the IAR board for 3 years. Dave serves on the Finance and Membership Committees. Dave is married to wife, Pam, and they have three children – Caleb (20), Jordan (16) & Maddison (12). In his free time Dave

likes to hunt, fish & camp.

**Kelly Lynch-Salseg, IAR Executive Director**

I have had the distinct pleasure of working with IAR as the Executive Director for a little over a year now. I have said it before and I will say it again – I have never met a nicer group of people than I have working in the automotive recycling industry. . I have two children whom I adore, Grady Christopher (age 7) and Abigail Irish (age 4).



Currently I serve as your Executive Director and the Executive Director of the Automotive Recyclers of Minnesota. In my spare time I enjoy working out, bicycling, yoga, reading and can't go a day without my NY Times Crossword Puzzle.

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History... continued from cover

Ruggiero of Omaha, was just organizing the teletype communication system between salvage yards, which helped me get a list of names of salvage yards in Iowa. About the same time Charley Riggs from Lincoln, NE stopped in and asked my thoughts on starting a parts locator service, which he did start. I called a meeting on December 19, 1957 at the Hotel Fort Des Moines in Des Moines, Iowa to form the IATWA Iowa Auto Truck Wreckers Association.

The first elected officers of the Iowa Association were President Isadore Tucker of Tucker Auto Parts, Co., Des Moines. Vice-president Al Wolfe of Coralville Salvage Co., Coralville and Secretary/Treasurer Charles Riggs of the newly formed Salvage Locator. Charley Riggs sold membership along with his Locator business, as he contacted salvage yards for ads in his Locator.

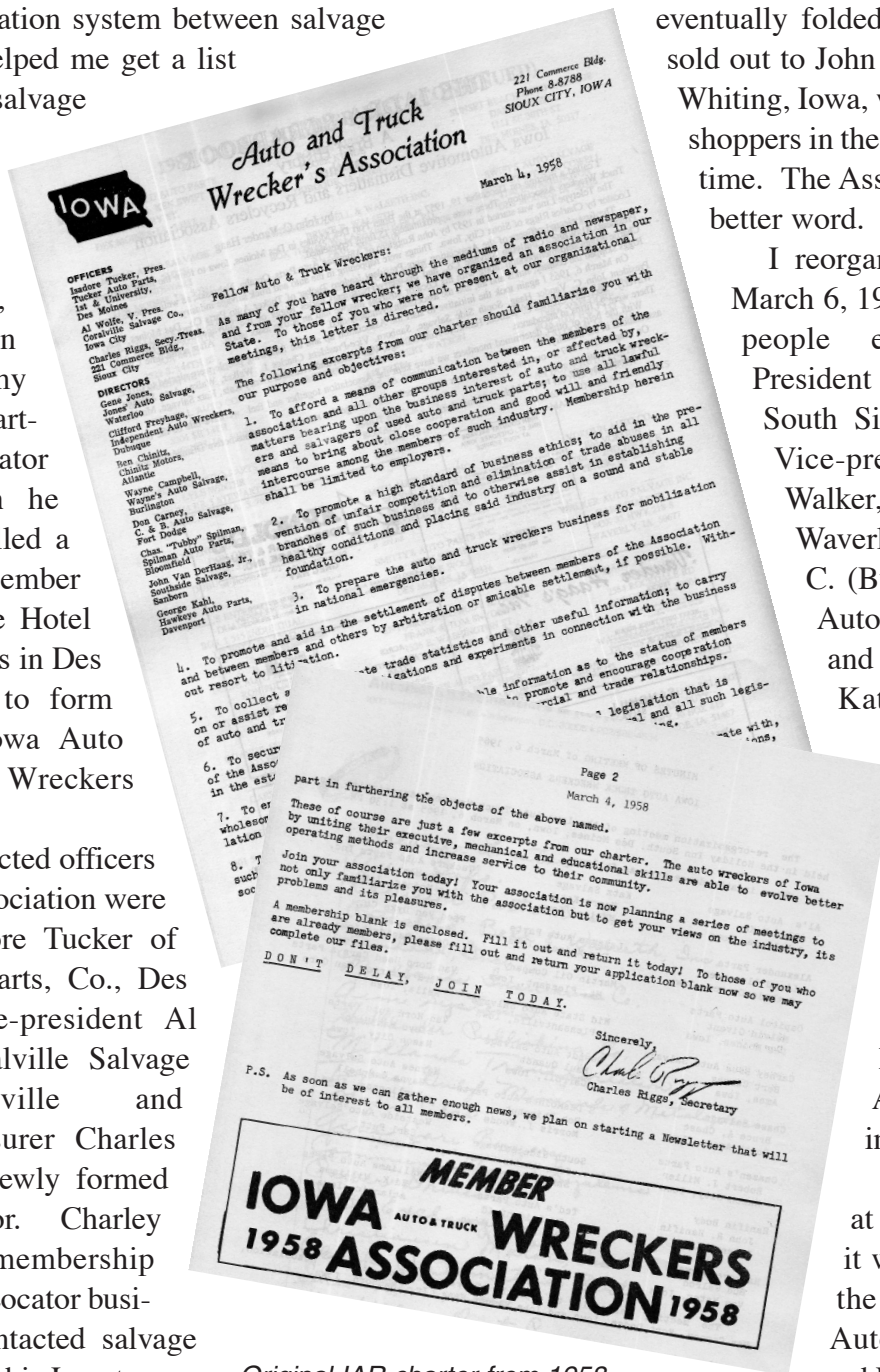
At our organizational meeting Isadore Tucker took over the meeting, became president and then did not carry through. I contin-

ued to baby sit the Association with Charley Riggs. After some time Charley Riggs skipped the country, funds ran out and the Association eventually folded. Charley Riggs had sold out to John Holmes Publishing in Whiting, Iowa, who was printing local shoppers in the Sioux City area at this time. The Association died, as for a better word.

I reorganized the Association March 6, 1965 with the following people elected to Office. President John C. Vander Haag, South Side Salvage, Sanborn. Vice-president Charlie L. Walker, Walker Auto Salvage, Waverly. Secretary Charles C. (Bud) Walrod, Hawkeye Auto Salvage, Van Meter and Treasurer Henry Katz, Katz Salvage, Marion. There were 24 businesses in attendance.

With the help of other determined members we have kept the Association together and feel we have one of the better Associations in the industry.

On August 27, 1977 at our annual convention it was decided to change the name to Iowa Automotive Dismantlers and Recyclers Association. On March 4, 1991 we changed to our present name of Iowa Automotive Recyclers IAR.



Original IAR charter from 1958



# IAR NEWS

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THE IOWA AUTOMOTIVE RECYCLERS NEWS

December 2008/January 2009



*Yesterdays's Memories Museum*

Henry Katz of Katz Salvage, Marion, Iowa, retired as Treasurer and I assumed his position as

Treasurer and we started to buy some stock in the recycling business and did very well financially.

I retired in January 2001 from the Association and my business, now known as Vander Haag's Inc. located in Spencer, Iowa. Since then my son John M. Vander Haag has taken over our business and is doing a terrific job.

I have been working on my "Yesterday's Memories" Museum and have also started Vander Haag's Trucks Museum with close to 100 classic trucks, which keeps me busy.

I enjoyed the Association and all the members over the years. Was it worth all the effort and time? YES. The National and Iowa Automotive Recyclers Association made my life interesting and worthwhile.

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## IAR DIRECT MEMBERS

Ace Auto Recyclers	Iowa City	Osage Auto Salvage	Osage
Action Auto Parts	Marshalltown	Pat's Auto Salvage	Waterloo
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, Council Bluffs, Des Moines, Sioux Falls
JBS Auto Parts, Inc.	Britt	Van Gorp Used Cars, Inc.	Oskaloosa
Jeff Smid Auto, Inc.	Iowa Falls	Van Horn Auto Parts	Mason City
Jerry Carney & Sons	Ames	Walker Auto Salvage, Inc.	Waverly
John's Auto	Aplington	Waterloo Auto Parts, Inc.	Waterloo
Kabele Truck & Auto Parts	Spirit Lake	West Edge Auto Salvage	Independence
Lems Auto Recyclers	Doon	Wilken & Sons	Nashua, Waukon
Lyle's Auto Salvage	Oto	Wrench 'N Go	Des Moines
Midwest Auto Parts, Inc.	Waterloo	Yaw Auto Salvage	Des Moines
North End Auto Wrecking	Dubuque		
Nugent Auto Sales, Inc.	Maquoketa		



# IAR NEWS

## The Iowa Automotive Recyclers Annual Fall Outing and 50th Anniversary Celebration

The Iowa Automotive Recyclers held their Annual Fall Outing and 50th Anniversary celebration this past October 3 & 4, in Okoboji, Iowa. The event was very well attended, with guests from all over Iowa, as well as Minnesota, Wisconsin, and Kentucky. We were

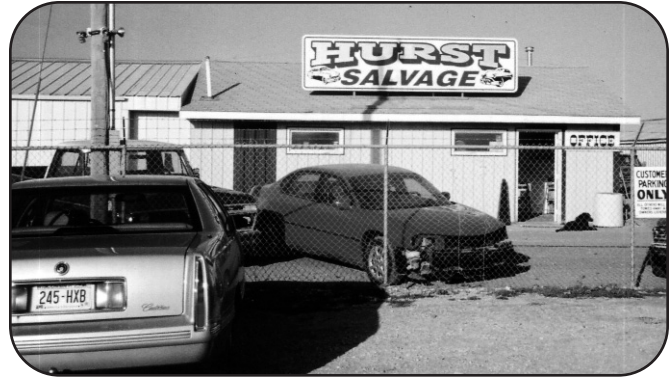
delighted to have several IAR past presidents in attendance



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- Spilman Auto Parts, Inc.
- Swift's Auto Salvage, Inc.
- Trail's End Auto & Truck Salvage

# IAR NEWS



including: John Vander Haag, Bud Walrod, Don Dick, Frank Regnerus, Tim Smith, Tom Snyder, Scott Frank and Clyde Lems.

The weekend activities kicked off on Friday afternoon at Bridges Bay Resort with a 3 o'clock IAR board meeting. Following the board meeting was a Welcome Reception sponsored by Car-Part.com & Sioux City Compressed Steel.

Saturday activities began bright and early with several bus tours, sponsored by Metro Salvage Pool and Shine Bros. Corp. Buses took us to Hurst Salvage & Vander Haag's, in Spencer.



From there we went to the two Vander Haag museums in Sanborn. Thank to the Hurst family for providing breakfast and to John & Ruth Vander Haag for their gracious hospitality and a delicious lunch. The last stop on our tour was Grab N Go back in Spencer.

Saturday evening's activities began at 5:30 at Arrowwood Resort with a Cocktail Reception sponsored by Alter Metal Recycling. Many thanks to Matt, Kris and Mike from Alter for their assistance at the reception.

At 6:30 the Banquet, sponsored by A-Line Iron & Metals & Behr Mason City, LLC, began. Many thanks to John Glover of Behr Mason City for his



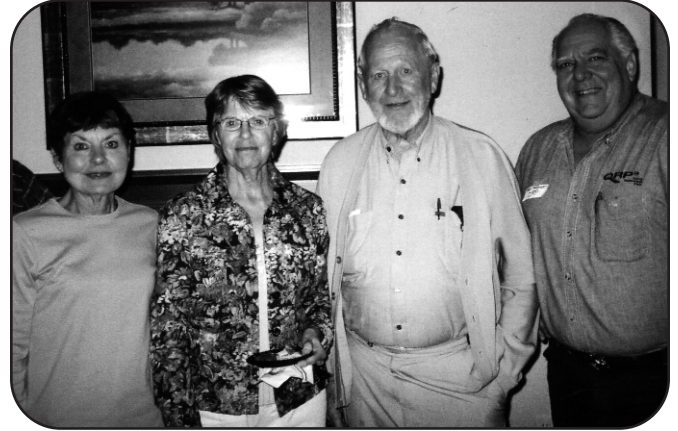


# IAR NEWS

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THE IOWA AUTOMOTIVE RECYCLERS NEWS

December 2008/January 2009



assistance in banquet set up! Current IAR Board President Mike Swift acted as MC, and we were very lucky to have IAR founder John Vander Haag give a wonderful talk on the history of IAR.

Following the banquet was a live auction bene-

fitting the IAR PAC – we were able to raise over \$10,000! Thank you to all of those who so generously donated items. And thank you to all of you who took time out of your busy schedules to join us for our celebration.

*I'd like to say "Thank You" to the members of IAR that were at your 50th anniversary celebration, for the hospitality that we enjoyed. By "hospitality" I am not referring to the room with the beer and snacks (though that was very nice). I am referring to the way that Sandy and I were greeted and treated at your function. Everyone made it a very comfortable and enjoyable occasion for both of us. It was as if we were just spending time with old friends, even though many of us had never met before. While Sandy doesn't often travel with me to recycler functions, (she tells me that I tend to ignore her at these things) she enjoyed this outing as much as I did. Also a special Thank You to those that opened their doors for tours, it was a great day.*

*CARS of WI will be celebrating their 50th at the Upper Midwest Convention in May and I hope that many of you will be able to attend. Hopefully it will be every bit as enjoyable for you as your celebration was for me.*

*As I write this I am planning to attend ARA at the end of Oct and looking forward to a visit with Jeff & Karen Smid when they come to Minocqua WI to use the vacation week at The Beacons that Jeff so generously bid on.*

*QRP has received a few more IAR member registrations for our salvage bidding program and we are beginning to work on developing additional sellers of salvage in Iowa.*

*Bob Hoffmann  
QRP of WI*



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## Cutting Torch Safety

By Sue Schauls

The auto recycling industry has had an unimpressive history of fires and injury caused by the improper and unsafe use of cutting torches. The Auto Recycling Association (ARA) is proactively encouraging recyclers to help do their part to not repeat history and start a new trend of safety and awareness.

At the recent national conference held in Kansas City, Missouri in October 2008, ARA reported that they have begun to discourage the use of cutting torches entirely. The use of air cutting equipment, a Sawzall, manual bolt cutter and other alternative equipment was recommended for the replacement of oxy-fuel driven cutting torches.

Later in the conference program, the speakers for "Alternative in Dismantling" reiterated that the dangerous use of gas and flame cutting torches is likely an unnecessary risk in the dismantling shop. Alternative (possibly) manual tools were more readily available, cost effective and far less dangerous than traditional cutting torches.

The industry does, however, use oxy-fuel cutting torches and with that a word of caution and preventive safety training is highly recommended. For those seeking ARA Certified Auto Recyclers (CAR) designation it is mandatory that a Cutting Torch Safety protocol for training be put in place. ARA will soon release a draft document to meet this need.

As an ARA CAR member the recycler must be able to demonstrate a training protocol that is followed prior to any employee using a cutting torch. This protocol must address safety to the user and the potential for a fire that could extensively damage inventory and personal property.

ARA recommends that each salvage yard:

- Develop an informative safety protocol for

the use of cutting torches, tailored to fit the needs of your facility.

- Train each employee on this protocol prior to any employee using a cutting torch.
- Periodically review the safety protocol as a preventative measure for safety accidents that occur due to the improper use of the cutting torch.

Iowa Automotive Recyclers certification will also require a Cutting Torch Safety protocol for training. The protocol was developed to meet that need and can be used as regular monthly safety training material as well.

Contact Sue Schauls at [Schauls3@mchsi.com](mailto:Schauls3@mchsi.com) or by telephone 319-233-7970 to receive a copy of the Iowa Cutting Torch Protocol by email or postal mail. Once the ARA draft is finalized the IAR protocol will be updated and made available via download, email or hardcopy.

### Cutting Torch Safety

In Oxy-fuel cutting, a cutting torch is used to heat up ferrous metal to kindling temperature (about 1800°F). A stream of pure oxygen is trained on the hot metal which chemically combines with the iron which then flows out of the cut, or kerf, as an iron-



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ISRI



# IAR NEWS

oxide slag, separating the two parts. The apparatus used in gas cutting consists basically of an oxygen source and a fuel gas source (usually cylinders), two pressure regulators and two flexible hoses (one of each for each cylinder), and a torch.

The regulator is used to control pressure from the tanks by reducing pressure and regulating flow rate. The hoses used are specifically designed for cutting. The hose is usually a double-hose design, meaning that there are two hoses joined together.

The oxygen hose is blue and the fuel hose is red. The type of gas the hose will be carrying is important because the connections will have different threads for different types of gas. Fuel gases (red) will use left-hand threads and a groove cut into the nut, while the oxygen (blue) will use right-hand threads. This is a safety precaution to prevent hoses from being hooked up the wrong way.

Between the regulator and hose, and ideally between hose and torch on both oxygen and fuel lines, a flashback arrestor and/or non-return valve should be installed to prevent flame or oxygen-fuel mixture being pushed back into either cylinder and damaging the equipment or making a cylinder explode.

A check valve lets gas flow in one direction only. Not to be confused with a flashback arrestor, a check valve is not designed to block a shock wave. A pressure wave could occur while the ball is so far from the inlet that the pressure wave gets past before the ball reaches its off position. A check valve is usually a chamber containing a ball that is pressed

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against one end by a spring: gas flow one way pushes the ball out of the way, and no flow or flow the other way lets the spring push the ball into the inlet, blocking it.

The torch is the part that the operator holds and manipulates to make the cut. It has a connection and valve for the fuel gas and a connection and valve for the oxygen, a handle for the operator to grasp, a mixing chamber (set at an angle) where the fuel gas and oxygen mix, with a tip where the flame forms.

Oxy-fuel processes may use a variety of fuel gases, the most common being acetylene. Other gases that may be used are propylene, liquefied petroleum gas (LPG), propane, natural gas, hydrogen, and MAPP gas.



The top torch is a welding torch and the bottom is a cutting torch

## Safety

Oxy-acetylene welding/cutting is not difficult, but there are a good number of subtle points that should be learned such as;

- More than 1/7 the capacity of the cylinder should not be used per hour. This causes the acetylene to rapidly come out of solution, not unlike carbon



dioxide bubbles violently fizzing from a soft drink that has just been shaken.

- Acetylene is dangerous above 15 psi pressure. It is unstable and explosively decomposes.
- Proper protection should be worn at all times. (Note that the worker is not wearing full-face protection or gloves, both of which are part of standard safety procedure.)

Fuel gases that are more dense than air (Propane, Propylene, MAPP, Butane, etc.), may collect in low areas if allowed to escape. To avoid an ignition hazard, special care should be taken when using these gases over areas such as basements, sinks, storm drains, etc. In addition, leaking fittings may catch fire during use and pose a risk to personnel as well as property.

When using fuel and oxygen tanks they should be fastened securely upright to a wall or a post or a portable cart. An oxygen tank is especially dangerous for the reason that the oxygen is at a pressure of 21 MPa (3000 lbf/in<sup>2</sup> = 200 atmospheres) when full, and if the tank falls over and its valve strikes something and is knocked off, the tank will become an extremely deadly flying missile propelled by the compressed oxygen. For this reason, never move an oxygen tank around without its valve cap screwed in place.

Cutting Torch Protocol summary developed by Sue Schauls Consulting for Iowa Automotive Recyclers, June 2008

Sue Schauls has a Bachelor of Arts degree in Science: Environmental Planning from the University of Northern Iowa (1996). She has twelve years of pollution prevention, environmental regulatory compliance and project management experience. She has conducted waste management training for over 7,500 people in more than 22 states and conducted hundreds of on-site environmental audits. She is currently working exclusively with Iowa Automotive Recyclers as Sue Schauls Consulting in Waterloo, Iowa. She serves the recyclers statewide by providing hands on assistance, training material, workshops, and compliance assistance. She can be reached at [Schauls3@mchsi.com](mailto:Schauls3@mchsi.com) or by telephone at 319-233-7970.



## CUTTING TORCH SAFETY

(Cutting Torch Safety list was reproduced in its entirety from Workforce Safety & Insurance at [www.WorkforceSafety.com](http://www.WorkforceSafety.com), June 2003.)

1. Employees will be properly and thoroughly trained before attempting to do any work with or on any Cutting Torch.
2. Before igniting the flame of a torch:
  - Open the oxygen valve on the torch.
  - Wait until all air has been discharged from the oxygen hose and torch.
  - Close the valve.
  - Open the fuel gas valve on the torch handle.
  - Wait until all air has been discharged from the fuel gas hose and torch
  - Then light the fuel gas and open the oxygen valve on the torch handle.
  - Adjust the oxygen to produce the required flame for the job.
3. Light torches with friction lighters or other suitable lighters and not matches. Point the tip away from people.
4. Never put down a torch until the gases have been completely shut off.
5. Never open or turn the pressure adjusting screws on the regulators all the way out. Always adjust flames at torch valves, not with regulator adjusting screws.
6. ALWAYS use fuel gases at safe pressures. Many gauges permit higher, unsafe pressures. If you find a gauge that permits unsafe pressures, take it out of service immediately.
7. Oxygen is not a fuel and will not burn, but contact with it can cause combustible materials such as oil and grease to burn rapidly at room temperature. Therefore, keep oxygen away from grease or oil on surfaces such as gloves, clothes, cylinders, valves, couplings, regulators, and hoses. Do not use oxygen instead of compressed air in pneumatic tools, in oil pre-heating burners, to start internal combustion, to blow out pipelines, to dust clothing or work, or to create pressure for ventilation.
8. Oxygen and fuel gas hoses must be different in color or otherwise identified.
9. Inspect hoses and connections every day for leaks. Look for holes, cracks, and loose cylinder fittings or track connectors.
  - To check for leaks: close the oxygen and fuel gas torch valves, then turn the regulator pressure adjusting screws clockwise to give normal working pressure on oxygen valves and about 10 PSI on fuel gas valves. Use non-fat soapy water or approved leak test solution to test for leaks. At the same time, check regulators for creeping.
10. If a torch backfires frequently, inspect it and clean the tip. If it continues to backfire remove it from service immediately. Take it to a qualified technician for repair.
11. Do not use steel wire or similar materials to clean tip orifices.
12. "Flashback" occurs when a flame burns back inside a torch, tip, hose, or regulator and can cause a fire or explosion if it reaches the cylinder. Flashbacks usually make high-pitched squealing or hissing sounds. Flashback arrestors at torch handles and check valves at gas sources help prevent flashbacks. In case of flashback:
  - Close the oxygen valve at once.
  - Close the fuel valve.
  - Let the torch cool off.
  - Have the torch repaired or replaced.
13. Wear PERSONAL PROTECTIVE EQUIPMENT as required, include tinted eye protection, gloves, etc.



## 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](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!* 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 MEMBER NEWS

**SNYDER'S AUTO BODY:** On May 4, 5, 6 & 7, 2008 the Iowa State Patrol hosted the M.A.T.A.I. (Midwest Association of Technical Accident Investigators) Conference. The Iowa State Patrol wanted to show the difference between tire failures and tire blowouts, and to gather information from the law enforcement P.I.T. maneuver.

The Iowa State Patrol contacted local auto and salvage businesses to donate vehicles for this conference. One of the businesses that stepped up and donated vehicles, tow trucks and man power was



**Snyder's Auto** out of Clarinda, Iowa. **Snyder's** had donated 7 vehicles to be used in the conference. Several were used in the area of tire blowouts and evidence recovery from vehicle fires. Snyder's also was able to donate a Chevy S-10 pick up that was used in the P.I.T. maneuver evidence gathering experiment. Along with vehicles,

**Snyder's** also donated the use of their tow trucks and many man power hours prior to, during and after the conference. Snyder's is a great asset to their community!

**TRAIL'S END AUTO & TRUCK SALVAGE:** A recent promotion at a Des Moines radio station featured a woman on the show that was "sick and tired" of weighing herself everyday and trying to hit a certain number. She was fed up with that number so she had listeners call in with ideas to get rid of the scales. A friend of Trail's End Auto & Truck Salvage owner, Mike Swift, called them and told them that I had a crusher. We took the crusher down to the radio station and crushed scales. Take a look at the pictures!



*"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!"*



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**cklavesser@wi.rr.com**

# IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP

## APPLICANT CRITERIA:

- Be a graduating high school senior or equivalent, or a college student who has been accepted to an accredited university, state college, community college, business or liberal arts school.
- A minimum 3.0 GPA during high school or first year college.
- Applicants (or their eligible dependent/relative) must be affiliated with the Iowa Auto Recyclers Association to participate.

## EITHER:

- Be a recycling yard owner or relative of the recycling yard owner who is a direct member of the Iowa Auto Recyclers. The owner of the recycling yard must be employed at the recycling yard, and not at other enterprises owned by the recycling yard.
  - "Relatives" may include a son, daughter, grandchild, son-in-law, daughter-in-law, or spouse of the owner.
  - Brothers, sisters, uncles, aunts, nieces, or nephews of the owner will not be eligible to participate unless employed in the business.

## OR

- Be an employee or dependant of an employee of the member yard who has been employed for one year or more.
- Applicant must remain a degree-seeking student, enrolled at least full-time (a minimum of 12 credit hours per term).

## APPLICANT GUIDELINES:

- Complete attached application.
- Enclose an official copy of the applicants' high school transcripts (in separate sealed envelope) with application.
- Include a one to two page essay on one of the following topics:
  1. What do you think the industry of Auto Recycling will be like in the next 10 years?
  2. Evaluate a significant experience, achievement, or risk that you have taken and its impact on you.
- Two recommendation forms filled out from a school counselor, school official, employer or high school teacher who is familiar with the applicant.
- Applicants must remain enrolled in the same accredited four-year college, accredited university, state college, community college or business or liberal arts school for at least one year after accepting scholarship funds to be eligible for the full award.
- Obtain a letter from your parents' employer confirming date of hire with the firm. Your parent must have been or will be employed with a full member of the Iowa Automotive Recyclers for at least one year prior to application.

All candidates will be required to submit a complete application package, which includes a completed application form, transcripts, essay and two recommendation forms to: IAR SCHOLARSHIP COMMITTEE ATTN: JODI KUNDE 55 WEST 32<sup>ND</sup> STREET DUBUQUE IA 52001, you can e-mail any questions to Jodi at [iarscholarship@gmail.com](mailto:iarscholarship@gmail.com).

## DEADLINE DATE:

The deadline for receipt for all application materials must be received by the IAR scholarship committee by midnight MARCH 1ST. Up to \$5000.00 will be awarded in scholarships for the fall term. The winners will be notified in writing in May and will be announced at the IAR summer outing.

The scholarship award check will be forwarded to the scholarship recipient's school upon written certification of his/her enrollment for the fall term of the year the scholarship was granted. If the scholarship winner does not provide enrollment verification for the fall term the scholarship monies will be forfeited.

## SCHOLARSHIP SELECTION:

The scholarship will be awarded based on review of the following: coursework in high school, course distribution, activities, the one page essay and recommendations. **Standardized test scores will NOT be used as a factor in the selection process.**

# IOWA AUTO RECYCLERS SCHOLARSHIP APPLICATION

NAME: \_\_\_\_\_  
(First) (Middle) (Last)

MAILING ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

HOME PHONE: \_\_\_\_\_ CURRENT GPA \_\_\_\_\_

DATE OF BIRTH: \_\_\_\_\_ GENDER: MALE / FEMALE

CURRENTLY ATTENDING: \_\_\_\_\_  
(INDICATE HIGH SCHOOL OR OTHER SCHOOL)

HIGH SCHOOL HONORS, AWARDS, AND ACTIVITIES:  
\_\_\_\_\_

COMMUNITY SERVICE AWARDS AND ACTIVITIES:  
\_\_\_\_\_

STATE YOUR FINANCIAL NEED, WHAT PORTION OF EDUCATION FUNDED BY YOURSELF:  
\_\_\_\_\_

## SCHOLASTIC INFORMATION:

ACT TEST SCORE \_\_\_\_\_ SAT TEST SCORE \_\_\_\_\_

RANK IN CLASS \_\_\_\_\_ # OF STUDENTS IN YOUR CLASS: \_\_\_\_\_

HONORS AND AWARDS (STATE NATURE AND YEAR OF AWARD OR HONOR):  
\_\_\_\_\_

OFFICES AND POSITIONS OF LEADERSHIP (STATE NAME OF ORGANIZATION AND YEAR,  
EX: BAND 9, 10)  
\_\_\_\_\_

WHAT ARE YOUR SHORT AND LONG-TERM CAREER OBJECTIVES?  
\_\_\_\_\_  
\_\_\_\_\_

WHAT DO YOU SEE YOURSELF DOING FIVE YEARS FROM NOW?  
\_\_\_\_\_  
\_\_\_\_\_

ANY ADDITIONAL INFORMATION WHICH MAY BE USEFUL TO SCHOLARSHIP COMMITTEE:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

SCHOOL YOU WILL BE ATTENDING: \_\_\_\_\_

ANTICIPATED MAJOR: \_\_\_\_\_ EXPECTED GRADUATION DATE: \_\_\_\_\_

NAME OF PARENT WHO HAS BEEN EMPLOYED BY A DIRECT MEMBER OF IAR FOR AT LEAST ONE YEAR?  
\_\_\_\_\_

START DATE? \_\_\_\_\_

WITH WHICH DIRECT MEMBER/YARD ARE YOU AFFILIATED?  
\_\_\_\_\_

**NOTE:** transcripts, essay, and recommendation forms should accompany scholarship application.

APPLICANTS SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_

**RECOMMENDATION FORM  
IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP**

NAME OF APPLICANT: \_\_\_\_\_

SCHOOL: \_\_\_\_\_

HOW LONG AND IN WHAT CAPACITY HAVE YOU KNOWN APPLICANT:

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

PLEASE STATE WHY YOU FEEL THIS APPLICANT WOULD BE A GOOD CHOICE AS A RECIPIENT OF THIS SCHOLARSHIP?

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

HOW FIRM IS THE APPLICANT'S COMMITMENT TO HIS OR HER CAREER?

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

SIGNED: \_\_\_\_\_

DATE: \_\_\_\_\_

TITLE OR POSITION: \_\_\_\_\_

**SCHOOL VERIFICATION**

AS OF \_\_\_\_\_, THE STUDENT LISTED ABOVE HAD A GRADE POINT AVERAGE OF \_\_\_\_\_.

ACT TEST SCORE: \_\_\_\_\_ SAT Test Score: \_\_\_\_\_ Rank in Class: \_\_\_\_\_

# OF STUDENTS IN APPLICANTS CLASS: \_\_\_\_\_

Signed: \_\_\_\_\_

Position: \_\_\_\_\_



## Iowa Automotive Recyclers Iowa 2009 Who's Who In Salvage Directory

Advertise in the Iowa Automotive Recyclers 2009 Who's Who In Salvage Membership Directory! Reach your target market!  
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<input type="checkbox"/> Double Page (7 1/2" wide x 6 1/2" high)	\$350
<input type="checkbox"/> Full Page (3 3/4" wide x 6 1/2" high)	\$250
<input type="checkbox"/> One-Half Page (3 3/4" wide x 3 1/4" high)	\$175
<input type="checkbox"/> One-Fourth Page (3 3/4" wide x 1 5/8" high)	\$100

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

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

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

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

Email: \_\_\_\_\_

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

**Make check payable to "IAR" and mail to:**

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3333 Skycroft Circle  
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Phone: 515-943-3516**



## Scrap Commodities Market Report November 2008

### Approximate Pricing

Crushed Cars	60.00 NT
Prepared Iron	90.00 NT
Motor Blocks	80.00 NT
Aluminum Rims	0.45/LB
Aluminum Condensers	0.35/LB
Copper Radiators	0.60/LB
Aluminum Case Transmissions	0.08/LB
Dirty Aluminum	0.13/LB
Batteries	0.13/LB
Lead Wheel Weights	0.20/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.

## *IAR Calendar*

**March 12 & 13, 2009**

GREATER MIDWEST AUTO  
RECYCLERS EXPO

“RIDING THE RECYCLING WAVE”

Holiday Inn - 3221 South 72nd Street  
Omaha, Nebraska

**May 1 & 2, 2009**

UPPER MIDWEST AUTO & TRUCK RECY-  
CLERS CONVENTION & TRADE SHOW

“THE FABULOUS FIFITES”

Eau Claire County Exposition Center  
Eau Claire, Wisconsin

## 2009 IAR MEMBERSHIP RENEWAL

**YOU SHOULD ALREADY HAVE RECEIVED YOUR  
2009 IAR MEMBERSHIP RENEWAL NOTICE.**

**IF YOU HAVE NOT YET SENT IN YOUR IAR 2009 RENEWAL,  
PLEASE DO SO AS SOON AS POSSIBLE.**

**PLEASE MAKE SURE TO REVIEW ALL OF THE  
INFORMATION VERY CAREFULLY, MAKING ANY UPDATES OR  
CORRECTIONS NECESSARY, AS THIS INFORMATION WILL BE THE  
BASIS FOR YOUR LISTING ON THE IAR WEBSITE AND IAR 2009  
WHO'S WHO MEMBERSHIP DIRECTORY.**

**YOUR PROMPT RESPONSE TO YOUR RENEWAL NOTICE WILL SAVE  
YOUR ASSOCIATION TIME AND MONEY.**

**THANK YOU FOR YOUR COOPERATION!!!**



## Automotive Recycling Industry Value Plastics

Recycling automotive plastics is another way to cut costs and protect the environment. The automotive industry is reusing plastics to produce new car parts on such items as bumpers and exterior mirror casings. GM uses recycled water bottles to make floor mats in the Pontiac G8 range of cars and Ford uses recycled automotive battery casings to produce fender liners. This effort is another way to reduce costs, especially as car sales continue to decline. All in a days work to practice environmental stewardship.

Metals have traditionally been used in auto production, but now inexpensive plastics are being thrown into the equation. But, recycling plastics are not as simple. Some of the factors to consider when recycling plastics are a loss in quality, durability and malleability. Auto manufacturers have to be very careful to ensure good quality as they seek these less expensive measures. All in all, recycling plastics are cost saving measures that decrease the industry's footprint on the environment.

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### SUPPORT OUR ASSOCIATE MEMBERS

**Advantage Metals  
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816-861-2700**

**Al-Jon, Inc.  
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**A-Line Iron & Metals  
319-233-7310**

**Alter Metal Recycling  
800-344-2947**

**Auto Acres  
800-447-1880**

**Behr Mason City, LLC  
641-424-9521**

**Brock Supply Company  
800-528-4400**

**Car-Part.com  
800-347-2247**

**Frontier Auto & Truck  
660-359-3888**

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**IIADA  
641-755-4177**

**The Locator Magazine  
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**LSB Financial  
319-268-4242**

**Metro Salvage Pool  
515-266-5196**

**Manheim's Minneapolis  
Auto Auction  
888-220-6603**

**Nordstrom's Automotive  
800-272-0083**

**QRP  
888-241-0294**

**Recycled Parts Plus  
866-837\*2039**

**Quad City Salvage Auction  
563-285-2100**

**S & L Auto Parts  
641-521-0156**

**Shine Bros. Corp  
712-262-5579**

**Sioux City Compressed Steel  
712-277-4100**

**Trissel, Graham & Toole  
800-448-4839**

**Unishippers  
800-925-6879**

**Wells Fargo Ins.  
Serv. of MN  
952-830-3039**

**Wheeler's Auto Body Supply  
888-294-1320**



## Reuse of Non-Deployed Airbags Stirring the Industry

The presentation made on the sale of non-deployed airbags and the ARA Airbag Protocol, presented by the Parts Committee at this year's Collision Industry Conference (CIC) in Scottsdale, AZ, has undoubtedly stirred the industry. Parts and People published an article outlining the heated debate of the use of these certified OEM non-deployed airbags in the repair of vehicles and the backlash response of the manufactures warning against such use.

Chairman Ken Weiss noted that the committee has presented this information to the repair industry, not as an endorsement of the product, but rather to act as a medium by which the repairer may become fully informed to make a decision on choosing the right parts for their repair.

In the presentation made by former ARA President Jim Watson of A B C Auto Parts & Wreckers, Inc., Blue Island, IL, an overview was given on the ARA Airbag Protocol and its assistance to the auto-

motive recyclers in providing technical training, certification and a way to organize and track the OEM non-deployed airbag through the recycling and sale process. Jim

Watson expressed his support of the Protocol and the sale of properly handled OEM non-deployed airbags as quoted from the article in Parts and People, "An OEM (airbag module) from a franchised dealer and a recycler are the same part," Watson said. "It's simply a different sales and supply chain. In appropriate circumstances, with customer consent, certainly they will reduce total losses and retain customer loyalty."

Jim Watson shocked the Industry with his surprising report of the number of OEM non-deployed airbags that are already being re-introduced back into the marketplace. An interview of 20 recyclers before the conference yielded an estimated 6,000 airbags sold to-date during this year. Also proving the demand for the airbags, CarPart.com reported an estimated 160,000 airbag lookups per year, prompting the ARA Product Service, LLC to later release The Airbag Meter, a flash meter that gives a visualization of the number of airbags being looked up each year.

There were many recommendations, cautions, and position statements made by various manufacturers against the use of non-deployed salvage airbags, in response to the presentation, as reported by Parts and People. The discussion prompted further scrutiny that the \$1 Million insurance liability coverage by automotive recyclers was not enough to cover the liability of the use of OEM non-deployed airbag in a repair that goes against a manufactures recommendations.

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***Integrity is not a 90% thing, not a 95% thing;  
either you have it or you don't.***

***Peter Scotese***



## Financial Recovery Package Includes Perk For Recyclers

The \$700 billion financial plan, designed to address the financial crisis sweeping the country, passed the U.S. Congress last week. As a part of the package, the program included provisions of the Recycling Investment Saves Energy legislation “RISE” that would provide a 50 percent accelerated depreciation allowance for purchases of recycling equipment.

RISE could lead to improvements in recycling

by providing low-cost incentives for purchases of recycling equipment that will ultimately help the United States reduce its energy use and greenhouse gas emissions while helping the U.S. economy and creating good manufacturing jobs.

RISE also includes a reference to electronic “scrap” rather than waste, setting an important precedent for future legislation.

## DOJ Proposed Rule Released After 16 Years

The Anti-Car Theft Act of 1992 (Pub. L. 102-519) required the Department of Transportation (DOT) to establish an information system intended to enable states and other to access automobile titling information. After 16 years of waiting, the proposed rule for that system, the National Motor Vehicle Title Information System (NMVTIS), has been placed on the Federal Register web site this morning, Friday, Sept. 19, 2008. After 1996, the Department of Justice (DOJ) took over jurisdiction of the proposed rule pursuant to legislation passed in Congress that year.

Language Pertaining to “Junk Yards and Salvage Yards” from the Proposed Rule: Under the NMVTIS proposed rule released today, the DOJ will require junk yards and salvage yards to provide NMVTIS with the VIN, the date the automobile was obtained, the name of the individual or entity from whom the automobile was obtained, and a statement of whether the automobile was crushed or disposed of, for sale or other purposes. The reporting of this information will be limited to junk yards and salvage yards located within the United States. Pursuant to the Anti-Car Theft Act, junk and salvage yards are defined as individuals or entities engaged in the busi-

ness of acquiring or owning junk or salvage automobiles for resale in their entirety or as spare parts or for rebuilding, restoration, or crushing. See 49 U.S.C. 30501(5) and (8). For purposes of the reporting requirement imposed by this rule, the Department of Justice has determined that so-called “salvage pools” that acquire junk and salvage automobiles for resale are included within the scope of the definitions of junk and salvage yards.

In the coming months, ARA will continue to work diligently to advocate that the final language in the rule is amenable to the automotive recycling industry.

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## Junkyard Riches

Florida Shipper (09/08) Rosynsky, Paul T.

Scrap steel exports jumped 22 percent in the first four months of 2008 compared with the same period a year ago, according to Steel Business Briefing, as steel producers worldwide increasingly turn to scrap metal as a source for new steel. The United States exported 20 million tons of scrap in 2007, and it could export 25 million tons this year. "These are extraordinary numbers that we are seeing in 2008," says ISRI's Bob Garino. "These are the highest numbers we have ever seen." He notes that the United States has more steel scrap than any other country, while the industry reports that scrap shredders consume less energy and generate fewer greenhouse gases than traditional steel manufacturing. Garino says the growing hunger for scrap

has fueled industry consolidation as larger scrap metal companies snap up smaller scrapyards. Most recently, Australia's OneSteel Recycling opened a scrapyard and invested \$25 million in a new shredder at the Port of Tampa, Fla., while Trademark Metals Recycling also has a Tampa facility that processes up to 360,000 tons of scrap annually. ESCO Marine at the Port of Brownsville, Texas, purchased an automobile shredder in order to expand its scrap business. ESCO president Richard Jarros says that his company's 50-acre facility processes 12,000 to 14,000 tons of scrap a month.

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