



The Iowa Automotive Recyclers NEWS

JUNE/JULY 2009

IAR Direct Member Profile Grab & Go Auto Salvage, LLC

Grab & Go Auto Salvage, LLC, an IAR member since November of 2008, is a state of the art self-service auto salvage yard located in Spencer, Iowa. Grab & Go was created with the mind set that there are many needed parts that can be used before the auto's are sent to the scrap yard to be shredded.

Grab & Go Auto Salvage, LLC currently has a staff size of 13. Grab & Go is proud of its terrific staff and their emphasis on customer service. Situated on 32 acres, Grab & Go Auto Salvage has a main office building and one (1) dismantling building. Those people that attended the IAR 2008 Fall Outing got the opportunity to tour Grab & Go and see first hand the extremely clean and organized yard.

Grab & Go deals in all makes and models for cars and trucks, and maintains an average of 1700 vehicles in the yard. With a close relationship and proximity to the scrap yard, Grab & Go has the

ability to keep their stock in a constant rotation. All parts are sold with a one-time 30 day return policy. The buyer may return the part for store credit or an exchange within 30 days of purchase.

Grab & Go Manger Randy Johnson stated, "At Grab & Go Auto Salvage we have a great staff that are truly committed to top notch customer service. We work hard to keep our yard pristine and also place a lot of focus on our inventory,

pricing and hours."

Grab & Go Auto Salvage LLC contact information:

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IAR NEWS

IOWA AUTOMOTIVE RECYCLERS BOARD MEETING

Friday, March 13, 2009 - 3:00 P.M.
Holiday Inn - GMARE
Omaha, Nebraska

The meeting was called to order by President Mike Swift at 3:13 p.m. Members present were: Mike Swift, Mike Waterbury, Jodi Kunde, Scott Frank, Joel McCaw, Dave Wood, Eric Piper, Tim Smith, Brent Nugent, Tom Snyder, Kelly Salseg (by telephone), and Jeff Smid. Sue Schauls was also present.

Executive Director's Report: Via telephone, Kelly presented the direct membership, A & L Auto, to be voted on. There was a motion by Joel to accept A & L's renewal direct membership and a second by David H.; motion carried.

Kelly then gave the board the information she has planned to date for the Fall Outing. It will be held on October 16-17, 2009 at the Raleigh Hill Country Club & Golf Course in Ionia, IA. Their facilities include a large banquet room along with a 9-hole golf course. There will be a board meeting at 3:00 p.m. on Friday, October 16th with a reception and informal meal Friday evening. It was decided to begin the golf with tee-off times at 9:00 a.m. on Saturday, October 17th with a meal to follow. Yard tours will be arranged for Saturday afternoon and the banquet Saturday evening. Kelly will send an itinerary to everyone soon.

Minutes: The minutes were distributed and read silently by the board members. Scott made a motion to accept the November 7, 2008 minutes as read; Dave W. seconded the motion; motion carried. Scott then made a motion to accept the January 8, 2009 minutes with a second from Tom; motion carried. Eric made a motion to accept the February 12, 2009 minutes as read; Jodi seconded; motion carried.

Financial Report: Joel handed out the financial report and explained the report to the board members. There was some discussion on where the Car Part.com check should be deposited. A motion was made by Scott to keep this check in the general fund; Brent seconded the motion. Scott then amended his motion to say that the Car Part.com check will remain in the general fund this year and the board will vote in the future each time it's received to decide into which account to deposit those funds. Brent seconded the amended motion; motion carried. Brent made a motion to approve the financial report with a second from Dave W.; motion carried.

PAC Report: Jodi distributed the PAC report and explained the deposits and checks written. She also said there is still an outstanding auction bill. Scott made a motion to approve the PAC report with a second from Dave W.; motion carried.

Environmental Committee: Sue Schauls handed out two of the I-CARE packets that are "works-in-progress" for the board to review. Sue also explained her Safety Subscription program which costs \$120.00 a year. Her website will continually be updated and features a lot of training material and other new and helpful information for all of us. There was some discussion on battery storage.

Legislative Committee: Mike S. said they are using most of the PAC monies in the account since it is such an important year for the IAR in the legislature. There was a lot of discussion on raising donations for the PAC fund. At this time, a few members are the only ones who are donating auc-

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tion items, running the auction and purchasing the auction items.

Scott reported the salvage pool bill has gone through the subcommittee and the committee and is on the floor now. It was thought earlier the bill was dead but Jim Piazza called and said the bill would need to be rewritten in a short period of time. Mike S. and Scott did that along with Sue Schauls and got it to the bill drafter in time where it moved to the committee. After many phone calls and hard work, the bill did get to the floor and now will need a little more work to “tweak” it before it comes to a vote.

Membership Committee: Mike S. has given some names to Kelly for contacting as prospective members.

Newsletter/Website: Tom has an article in the upcoming newsletter stressing the importance of the I-CARE program. Sue said she would be mailing letters out soon about the certification process.

Scholarship: Jodi has received 4 applicants for the \$1,000 scholarships to be given. They are: Stephanie Till, Erin Snyder, Jessica Snyder and Derek Kusters. Scott made a motion to give a \$1,000 scholarship to each of these four applicants. Dave W. seconded the motion; motion carried.

Other Business: None.

Dave W. made a motion to adjourn with a second by Eric; motion carried. The meeting was adjourned at 4:30 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

Hello IAR members. Our association has come a long way in the last year and a half. From the newsletter, to a new executive director, to a new lobbyist - this has been a whirlwind of a year to say the least.

I would like to thank the entire membership for making phone calls, sending e-mails, writing letters and talking with their state representatives and house leaders. You guys should be proud. You are the reason that we now have a voice at the statehouse. This piece of legislation started out in March of 2008 when the IAR Legislative Committee met with the DOT. We had a very good meeting, told them what we wanted to do, and in turn they told us how we could help them. We then had meetings with the Attorney General's office, which was also a great meeting. Lastly, as the meetings go, we met with the Iowa DNR. Sue Schauls led the meeting with several of our board members and also several people with the DNR. They loved the I-CARE program, and couldn't believe what the IAR were doing. They were also very impressed with how pro-active we are.

After we met with all of these parts of the government, our lobbyist James Piazza Jr. and the Legislative Committee came up with a game plan. When the gavel was first dropped at the Iowa Statehouse for the 2009 session, we were already running our bill. I made a couple of trips to the statehouse, but the two people that were there leading our battle were Scott Frank and Jim Piazza Jr. They would be at the statehouse pleading our case while the Legislative Committee was busy making sure the phone calls were being made by our members.

Another person that we all need to thank is

Judy Wilson from the IIADA. She went above and beyond the call of duty and I know that she made more phone calls than all of us put together. She is a fighter and I am glad that she is on our side.

Another group that helped us out was LKQ. We were in daily contact with these people and man, do they get to work on getting the word out. They also hired a lobbying team to help us at the Statehouse and worked with Jim to make sure that all of the reps, whether Republican or Democrat, were being educated on the bill.

I can tell you that our voices were heard and we are going to have a fight again next year. This is the time that you need to call your representative or your senator and have a good visit with them. Let them know why it is important to keep the public out of the pools. This is the best time for education. If you need material, numbers or you need a board member to come and meet we can do that also. Jim Piazza Jr. and the entire board are going to come up with a game plan for 2010. In fact, we are working on several things right now. Please let us know if you talk with your rep and also what they might have said. Great work! But the fight has just begun. Not only are we fighting the salvage pools, our biggest opponent is the insurance companies. They have lots and lots of money and unfortunately, that is what it takes to play this game. You would think that the people at the statehouse would always want to do the right thing, which is keeping the public out of the pools, but money rules at that place.

This is why we have to come up with a plan to increase our PAC fund. For years we have raised money for the PAC fund through the auction at our yearly IAR meetings. The problem is that the same

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20 members show up and fund the PAC for the entire membership. We need to come up with a new plan. As of today we have 61 members. We need lots of money to fight this legislation at the statehouse. We need all 61 members to donate and not just the same 20 that show up the Fall Outing.

Trust me, I know how tough times are right now. If you are a member that has a large amount of money - we need you to step up so we can get this done. If you are a member with a smaller budget - donate what you can. I don't know end of the spectrum you lay in, but we need to do something now. 61 members times 500 dollars adds up to 30,500 dollars. We need to have a goal, especially when we were so close last year!

Think about the public in the pools, how we are being treated by the insurance companies, and how we are being treated at the pools. If this makes you angry, please donate to the PAC fund. We can win this fight but right versus wrong is not going to win this battle. With education from us and money from us WE WILL WIN THIS BATTLE.

On to other matters. We are already in the planning stages for the 2010 Fall Outing. We have been invited to Nashua, Iowa by Jackie Wilkens. The date of the Fall Outing will be October 16th and 17th. Please mark this in your calendar. We are planning a golf outing and would also like input from the members.

Also this will be my last year as President of the IAR. If anyone would like to be on the board and be a part of the fight for next year please let us know. I have had a great time working with the board and look forward to the future of the IAR.

In closing, I would like to thank all of the people from Iowa that attended the Upper Midwest

Convention in Eau Claire, WI. It was a great time and it was very well managed. Each state had a job to do for the convention and I thought it all went real well. All 5 of the states should be very proud and I can't wait until next year. Jody Kunde and Tom Snyder did a lot of work on the committee - if you get a chance tell them thank-you. Kelly Salseg, our E.D., also did a great job - especially as she was representing two states. We had 18 people from Iowa attend and I would like to see that number double next year. The 2010 Upper Midwest Convention will be in Minneapolis and they are in the first stages of planning. We will let you know well in advance the time and place of the event.

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From the Executive Director's Desk

By Kelly Lynch-Salseg

The Upper Midwest Convention & Trade Show is done and over and it was a great weekend. The Trade Show featured almost 50 exhibitors, word has it we had over 300 attendees, the featured speakers and educational seminars all got rave reviews, and the live and silent auction may have broken a record for the amount of money being raised. All that's left now are memories, clean up work, and then it's time to start planning for the 2010 convention. I would very much like to thank all of the IAR yards that were represented at the convention. So what's the next big event?

THE IAR ANNUAL FALL OUTING MARK YOUR CALENDARS FOR OCTOBER 16 & 17

Raleigh Hill Country Club
& Golf Course
2048 Cheyenne Avenue
Ionia, Iowa

Jackie Wilkens (Wilkens & Sons Inc/Nashua & Waukon) has invited us to be his guests for the 2009 Fall Outing and we've taken him up on the offer! Planning for this year's Fall Outing is underway and the weekend promises to include a Friday

evening Welcome Reception, a Saturday morning Golf Outing, yard tours, and a Saturday evening banquet and auction. I will keep you updated as plans progress. If you would like to help in the planning or have suggestions – please contact me (Phone 515-943-3516/E-mail iowaautorecyclers@bitstream.net). Your input would be appreciated!

In the mean time – make the most of your summer and remember to -

Save The Dates

October 16 & 17
Plan on Being Part of
the Celebration!

GMARE Show A Success

The 16th Annual Greater Midwest Automotive Recyclers Exposition (GMARE) was held March 12 -14 in Omaha, Nebraska. Cold temperatures failed to keep attendees away.

GMARE featured a tour of Vander Haag's, Inc. and American Auto Parts, a parts grading seminar by Hollander, a user group meeting, a presentation on the Top 7 Recession Proof Marketing Tips, a Stimulus Package update by U.S. Congressman Lee Terry, a 25+ booth trade show, a very successful auction and banquet.

Many thanks to Tom Snyder, IAR Board liaison for the Expo, and Dana Adamy, show organizer.

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Greater Midwest Automotive Recyclers Exposition



GMARE HIGHLIGHTS

Midwest recyclers from Iowa, Nebraska and Kansas attended GMARE on March 12 - 14, 2009.



Charis Lloyd
The Locator



Jenn Collison
The Locator



Brian Jewell
The Locator

PHOTO HIGHLIGHTS



Tom Jansen - Al-jon Mfg., LLC,
Ottumwa, Iowa with
Jenn Collison - The Locator



Bob Clark -
Fast Parts, Round
Rock, Texas



Mike Swift - Trail's End
Auto & Truck Salvage,
Inc., Des Moines, Iowa



Charis Lloyd - The Locator with
Brad Smith - The Connection,
Rockledge, Fla.



Scott Kunde, Jodi Kunde & Ryan Gable -
Northend Wrecking, Inc.,
Dubuque, Iowa



Don Cowell - Nu-parts
Automotive Products, Inc.,
Tempe, Ariz.



Katherine Hedges & Jackie Tatur -
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Mike Waterbury - Sandhill Auto Salvage, Tama, Iowa with Jenn Collison - The Locator



April Supplier Profile

Jim Adams - R.M. Johnson Co., Inc., Annandale, Minn.



Adam Lindley - SAS Forks, Luxemburg, Wis.



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Sherri & Bob Smith - Smith Auto, Inc., Pawnee City, Neb.



Yard Tour

IAR Past President

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Andrew Foote - Induction Innovations, Inc., Gilberts, Ill.



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Denny Sorrell - Midwest Econo Sales, La Monte, Mo.



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APRIL 2009

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Kelly Badillo - Automotive Recyclers Association, Fairfax, Va.



April & Spencer Whitney - Capital City Auto Recyclers, Lincoln, Neb.

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Adam Brickley - LSB Financial, Cedar Falls, Iowa



Tom Jansen - Al-jon Mfg., LLC, Ottumwa, Iowa with Charis Lloyd - The Locator



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Linda, Jessica, Erin, Megan & Tom Snyder - Snyder's Auto Body & Paint, Clarinda, Iowa



Tim Braaten, Benji Steffes, Justin Lebahn & Darcy Lowell - Nordstrom's Automotive, Inc., Garretson, S.D.

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PHOTO HIGHLIGHTS

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IAR NEWS

New Regulations for Auto Body Painting

On January 9, 2008, the United States Environmental Protection Agency (EPA) issued the National Emission Standards for Hazardous Air Pollutants (NESHAP) for Paint Stripping and Miscellaneous Surface Coating Operations at Area Sources. The purpose of this rule is to reduce emissions of lead, nickel, cadmium, chromium, compounds and manganese compounds, which have all been designated by the EPA as hazardous air pollutants (HAP). These chemicals are known or suspected to cause cancer and other adverse health effects and can be found in paint used in the automotive refinishing industry and manufacturing operations. This rule will mainly impact automotive body shops, manufacturers of mobile equipment, and miscellaneous manufacturing facilities that conduct painting operations that use paint that contain these HAPs. This rule will not regulate hobbyists or facilities that are using paints that do not contain the listed HAPs.

This new rule will impact many facets of a regulated facility, including where painting takes place, the filters used, the paint guns that are used, how paint guns are cleaned, and the training of painters. The rule requires all spray-applied painting to be conducted in a paint booth. Spray-applied painting outside of a paint booth will be prohibited. This may impact how a company moves product through its facility. All exhaust fil-

ters used in the paint booths will have to be at least 98% efficient and will be required to have documentation that they meet this efficiency.

All coatings will be required to be applied using the following approved paint gun technologies:

- High volume, low pressure (HVLP)
- Electrostatic
- Airless
- Air-assisted airless

If a facility wishes to use another technology it must be approved by the Administrator, which in Iowa is the Iowa Department of Natural Resources. Paint guns will be required to be cleaned by hand or in a fully enclosed gun washing machine. Atomizing solvent through the paint gun for cleaning purposes will no longer be allowed, unless it is in a fully enclosed gun washing machine.

The one requirement that may have the most long-term impact is that all painters will be required to go through a specific training program every five years. This training must cover:

- Spray gun equipment selection, set up, and operation
- Best spray technique to improve transfer efficiency and minimize overspray
- Routine booth and filter maintenance, filter selection and installation
- Compliance with the rule

For a facility to be in compliance, it must meet all these requirements and must document compliance with training records, filter and paint gun documentation, and copies of regulatory reports. If the facility started construction on or before September 17, 2007, it is considered to be an existing facility under the NESHAP, and is not required to comply with the rule until January 10, 2011. Existing facilities will be required to complete an initial notification form by January 11, 2010, and a notification of compliance status by March 11,



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2011. If the facility started construction after September 17, 2007, it is classified as a new facility under the NESHAP and is required to comply with the rule immediately. New facilities are required to complete an initial notification form and a notification of compliance status within 180 days after startup or by July 7, 2008, whichever date is later.

Free compliance assistance workshops are being offered across the state. The workshops are being offered by the Iowa Waste Reduction Center, the Iowa Department of Natural Resources and the Iowa Collision Repair Association. The workshops will be held in Sioux City, Iowa on June 6, 2009 and in Ankeny, Iowa on June 24, 2009. More information on these workshops can be obtained by calling the Iowa Waste Reduction Center at 1-800-

422-3109. More workshops may be scheduled if necessary.

Sue Schauls is able to conduct the required training for the new Auto Body NESHAP. Please contact Sue at Schauls3@mchsi.com or by phone at 319-233-7970 if you are currently conducting auto body painting at your salvage yard. Sue is working on setting up a compliant training program that can be administered on-site at your facility at the time of I-CARE audit. More information will be presented at the fall IAR meeting in October.

Sue was part of the original development of the IWRC's paint training program and also participated in the rule writing with the EPA task force that developed the new Auto Body Paint Training Rule.

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IAR NEWS

Thank You Upper Midwest Auto & Truck Recyclers Convention & Trade Show

By: Ron McClellan

On May 1st and 2nd my wife and I and Sheila Cain had the pleasure of attending the 2009 Upper Midwest Auto & Truck Recyclers Convention and Trade Show. It was held this year in Eau Claire, Wisconsin, and I would like to thank all of the convention committee and boards of the five states represented at the convention.

We had a great time for the two days. It was nice to see all the recyclers again that I have known for so many years as well as meeting many new friends. It was also a real pleasure hearing all the

great comments about the newsletters we are publishing for the state associations. We also had a number of people tell us they really enjoy our other publications, The Auto Body Journal and The Auto Repair Journal. In fact a couple of people told us our Journals are the only publication they get that they actually open and read other than the association newsletters.

Thank you again and we are looking forward to next year's convention.



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- Reward high-volume customers with special pricing, delivery options, and credit limits

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Fabulous '50s Celebration

Welcome to the

2009 Upper Midwest Auto and Truck Recyclers Convention & Trade Show

May 1 & 2, 2009

Eau Claire Exposition Center
Eau Claire, WI

Brought to you by:
Concerned Auto Recyclers of Wisconsin,
Automotive Recyclers of Minnesota,
Auto and Truck Recyclers of Illinois,
Automotive Recyclers of Indiana,
& Iowa Automotive Recyclers



Convention Highlights



Our Sincere Thanks and Appreciation

If you ask people why they think the 2009 Upper Midwest Auto & Truck Recycler's Convention and Trade Show was a great success, you would get a lot of different answers. Some would say it was because of the vendors in the trade show. Others would say it was because of the informative speakers. Maybe the generous auction bidders? Was it the sponsors, so we could keep our registration at an affordable fee? Or was it the donations that we receive that help keep costs down? There really is not one particular reason, it is the combination of many, many people working together to provide our industry with such a beneficial weekend. And without "you" the attendee, there would be no reason to have an event at all. So our appreciation goes out to each and every one of you who collectively made this weekend what it was.

An extra thanks goes to:

- **This year's convention committee.** It was made up of representatives from all 5 states.
- Representing **Wisconsin**, the host state, was **Jim Wieland** Convention Chairperson, **Sandy Dumke** Convention Executive Secretary, **Mark House** as Convention Treasurer, and President **Deanna Hart**.
- **Minnesota's** representatives were President **Carl Genz** along with **Dan Brekke** and **Rick Lemke**.
- Representing **Illinois** were President **Dave Anderson** and **Joe Watson**.
- The **Indiana** representative was **Katrina Kerlin**.
- **Iowa's** representatives were President **Mike Swift**, **Tom Snyder** and **Jodi Kunde**.
- The board members, who not only served on the many sub-committees, but lended helpful hands when needed.
- The **Iowa Automotive Recyclers Association** for joining us this year. Not only did they assist throughout the planning of the event, they provided us with some very artistic and creative donations. Their members found the time to not only fully participate in our many events but also offered their assistance as well.
- **Sue Eiler** for organizing the Valve Cover Races. **Pete Krumenauer** for being our "local area" liaison and organizing the Street Rod Display. Executive Director **Michelle Lechner** for chairing the golf outing. Executive Director **Kelly Lynch-Salseg** for chairing the auctions and participating with her states responsibilities.
- **Adam Sedlacek**, **Paul Oman**, **Jerry Conrad**, and **Dewayne Krumenauer** for taking the time and effort to bring their pride and joy Street Rods for us to see.
- There were many volunteers who gave their time as well. **Donna Rowin** - Dependable Auto Parts, **Ron Holmes** - Holmes Automotive Recycling, **Bill Morrison** - Morrison's Auto, **Cindy Radke** - Rhinelander Auto Salvage, **Gail & Nicole Kratzke** and **Pete & Kim Dumke**.
- The director of the **Eau Claire Exposition Center**, **Rolf Utegaard** who was always there to lend a hand and make sure all of our needs were met.
- The group of men and women who call themselves "**The Friends of the Fair**" who worked so hard to keep us well fed all weekend with their delicious and plentiful meals.





Thank You to ALL of Our Vendors!

The Upper Midwest Auto & Truck Recyclers Convention Committee and all five participating states wish to thank the following vendors for participating in our show.

We had a very nice representation from a wide variety of businesses that serve the recycling industry.

We hope that your efforts over the busy weekend result in additional business success.

<p>Al-Jon Manufacturing ARA Auto Data Direct Inc Bauman Associates Behr Iron & Steel Inc Brock Supply Buddy Automotive Innovations Car-Part.com Checkmate Commercial Forms Derson Clean Burn Fast Parts Hollander A Solera Company I Buy Converters Too</p>	<p>Induction Systems Isoft Data Systems Job Machinery Inc LSB Century 21 Lamb, Little & Co./JG Sullivan The Locator Manheim Minneapolis Auction MCI Cores Mike French & Co Northern Light Refinishing, Inc. Nu-Parts Automotive Products Power Plus Products QCSA Quality Replacement Parts</p>	<p>Rebuilders Automotive Supply Recycled Parts Plus R.J. McClellan R.M. Johnson Rogers Group David Ruberg Repair S.A.S. Forks SEDA Environmental Trissel Graham & Toole Inc. The Connection Unishippers URG/Pinnacle Ward Enterprises Wells Fargo Insurance Services</p>
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We also wish to thank the following vendors who participated in the giveaway drawings that added much to the fun and excitement of both days:

<p>Bauman Associates Brock Supply David Ruberg Repair Hollander A Solera Company</p>	<p>Manheim Minneapolis Auction Northern Light Refinishing, Inc. Nu-Parts Automotive Products URG/Pinnacle</p>	<p>Power Parts Products Quality Replacement Parts Recycled Parts Plus Unishippers</p>
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Thank You to Our Convention Sponsors!

<p>Behr Iron & Steel Inc. Car-Part.com Global Parts Solution Hollander A Solera Co Lamb, Little & Company</p>	<p>Friday Breakfast Saturday Beer Truck Friday Lunch Friday Dinner Golf Outing</p>	<p>Miller Compressing Recycled Parts Plus R.J. McClellan, Inc. Sadoff Iron & Metal Co. URG/Pinnacle</p>	<p>Valve Cover Races Saturday Breakfast Convention Handout Saturday Lunch Friday Beer Truck</p>
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Golf Outing

**Sponsored by
Lamb, Little and Co/ JG
Sullivan, Insurance for
Recyclers**

This was the first year that a golf outing was held and it was a huge success. Despite the chilly temperature and partly sunny skies, 43 golfers arrived ready to play. The golf outing was held at Wild Ridge Golf Course in Eau Claire on Friday morning. The main sponsor was **Lamb, Little and Co/ JG Sullivan, Insurance for Recyclers.**

First place was a tie and cash prizes went to Eric & Amy Schultz, Bill Velin, Patrick McKinney, Don Miller, Joe Voit, Katie Olson, and Dale Saunders. Closest to the pin was Jake Dunworth, and the longest drive went to Andrew Morrison. There was a twist on Hole Number 11 when each golfer had to use a putter made from a Ford Explorer caliper bracket welded to a torsion bar and attached to a couple of horns at the handle. Believe it or not, Micah Mouser one-putted with the custom putter so he was also awarded a prize.

Once again, thanks to **Lamb, Little & Co/JC Sullivan,** our main sponsor, all 18 hole sponsors listed below, and, of course, our golfers.

Golf Hole Sponsors:

- Bauman Associates**
- Car-Part (2 holes)**
- Nu-Parts Automotive Products**
- Rebuilders Automotive Supply**
- URG/Pinnacle**
- Chicago Industrial Catalytic**
- Recyclers Power Source**
- Wheeler's Autobody Supply**
- Wells Fargo Insurance Services**
- QCSA**
- Bid Buddy**
- Auto & Truck Recyclers of Illinois**
- Automotive Recyclers of Indiana**
- Concerned Auto Recyclers of Wisconsin**
- Automotive Recyclers of Minnesota**
- Iowa Auto Recyclers**
- Northend Wrecking, Inc**



Valve Sp Miller Co I Alli M

The stands were p
pits were filled with
But Saturday night
by everyone. We h
ence. There were
entered by lowe
Wisconsin. Even t
entries, apparent
them better.

Thanks to all the p
creative engineer

- Sandy Dumke
- Jeff Ogrezovic
- Steve Har
- Deanna Ha
- Katie Olson
- Ron Holmes - H
- Tom Losse
- Andrew M
- Scott Kunde
- Kory Gayer
- Chris Kurse - I
- Randy Sessio
- Rick Lemk

- Pat Dowd - B
- Sandy Dumke
- Pete Kru
- Jim Weiland
- Dean Bellin
- Mike
- Mike
- Cindy LaV
- Shanon Holmes
- Justin Lebah
- Kent Bahr

The event ended

The Show N' Shine
Erin Johnson - Mo

The top winner b
Auto Salvage, MN

In the spirit of Wis
auctioned off, whi
valve cover car e
to Sandy Dumke,
cation to our orga

Cover Races

Sponsored by:
Compressing Company

Hosted by:
Don Heisler &
Mary Kreckak

Packed, the crowds were roaring, the
with drivers and crew. Well, maybe not.
It was very entertaining and enjoyed
with racers from all ages and experie
with a total of 31 very unique cars
from Minnesota, South Dakota and
Wisconsin had many more
and Minnesota knows how to build

Thank you participants for all your hard work and
enjoying.

STOCK CLASS

Bay Auto Parts & Salvage, WI
B&M Auto Sales & Salvage, WI
Newville Auto Salvage, WI
Newville Auto Salvage, WI
Newville Auto Salvage, WI
Holmes Automotive Recycling, WI
Northend Auto Wrecking, IA
Morrison - Morrison's Auto, WI
Northend Auto Wrecking, IA
Nordstrom's Automotive, SD
B & R Auto & Truck Salvage, MN
Conrad's Auto Salvage, WI
Metro Auto Salvage, MN

CUSTOM CLASS

B & M Auto Sales & Salvage, WI
Bay Auto Parts & Salvage, WI
Lumenauer - Kadinger's, WI
Choice Auto Recyclers, WI
Bay Auto Parts & Salvage, WI
Kadinger -Kadinger's, WI
Kadinger - Kadinger's, WI
Lessa - Recycled Parts Plus, WI
Holmes Automotive Recycling, WI
Nordstrom's Automotive, SD
Conrad's Auto Salvage, WI

with 3 cars being auctioned off.

car was purchased by
Morrison's Auto, WI.

between the two classes was purchased by Rick Lemke - Metro

Wisconsin's 50th Anniversary, Morrison's Auto donated their car to be
which they purchased through an auction years ago. It was the first
ever built. CARS Of Wisconsin purchased it and presented it back
to the original builder/owner, in appreciation of her years of dedi-
cated organization.



1st Place Custom
Jim Wolterstorff
Dykes Auto Salvage, MN



1st Place Stock
Jim Wolterstorff
Dykes Auto Salvage, MN



2nd Place Custom
Jerry Conrad
Conrad's Auto Salvage, WI



2nd Place Stock
Cindy LaVesser
Recycled Parts Plus, WI



3rd Place Custom
Donica & Dorisa Duellman
Elmer's Auto Salvage, WI



3rd Place Stock
Jesse Rodriguez
Roz Auto Salvage, WI



Show N' Shine
Roger Losinski
Centerville Auto Salvage, WI
Custom Class



Education Providers & Speakers

The Five-State Convention Committee wishes to thank the following for their outstanding contribution to the education and training of our members at this convention.

Bill Klein: Developer of management and leadership training programs who for over 25 years has provided motivational and inspirational lectures, seminars and break-out sessions on business and organizational matters.

Bernadette Hull: A manager and business consultant professional with Bauman Associates, Ltd., Bernie has had 27 plus years of public accounting experience. Her industry expertise includes the automotive industry with particular emphasis working with auto recyclers.

John Harshaw: John and Kathy are owners of Nu-Parts Automotive Products located in Tempe, Arizona and conduct Air Bag Shipping training and certification courses throughout the country.

Dave Kendziorski: As president of Stormtech, Inc., Dave specializes in certification and storm water compliance services for the automotive and scrap recycling industries. He has extensive experience implementing compliance programs throughout the country.

Dr. Dean Russell: Holding various degrees in management, human resources development and international business focusing on Quality Systems, Dr. Russell has designed a program to train all employees in current business etiquette.

Joe Watson: ARA University's Forklift Trainer for the Upper Midwest Convention. Joe has worked in the automotive recycling industry for over 30 years and currently is the Operations Manager of ABC Auto Parts. Joseph oversees the department managers behind the scenes, while also taking on the position of Vice President of the Auto and Truck Recycler of Illinois.

We also want to thank **Linda Pitman and Michael Wilson of ARA, Al Utzig of WACTAL, Laurie Woods of Hollander, Don Davis and Michelle Alexander of URG, and Roger Schroder of Car-Part.com.**

Yard Tours

We would like to thank the yards for the generous donation of their time and effort for allowing yard tours at their facilities during the five-state Upper Midwest Auto & Truck Recycling Convention. We know there is a lot of planning and manpower that goes into readying a facility for these tours, and we want you all to know how much it is appreciated!

Alter Metal Recycling
Eau Claire, WI
Cadott Auto Recyclers, Inc.
Cadott, WI
Kadinger's Inc.
Downing, WI
Remington Salvage Yard
Eau Claire, WI
Randy's Auto Salvage City
Eau Claire, WI



Live & Silent Auctions

Once again this year, both a live and a silent auction were held as part of the convention. Historically the live auction has taken place on Saturday evening, but this year it was held Friday evening and we had a great crowd. Bidding was hot and heavy with Billy Morrison volunteering his services as auctioneer. The state baskets were hot items but the hottest item was the "Tractor Seat" art work donated by Trail's End of Des Moines. The silent auction bidding ran through Saturday afternoon with a wide variety of items. This was one of our most successful auction combos ever and we were able to raise a lot of money for the state associations.

A special thank you to all the generous folks who donated items for the auctions: Accurate Auto, Commercial Forms, The Connection, Sandy Dumke, Holmes Automotive, Hurst Salvage, Kirchayn Auto Parts, Manheim's Minneapolis Auto Auction, Miller Compressing, Morrison's, Newville Auto Salvage, Norb's Auto Salvage, North End Auto Wrecking, Nu Parts, S & L, Total Resource Auction, Trail's End Auto & Truck Salvage, and Craig Van Batenberg. Also many thanks to Sarah Davis, Marla Wolterstorff, Mark & Donna House, and Billy Morrison for their assistance!





Thank you to ALL our Attendees!

WISCONSIN

Accurate Auto Parts
 Alter Metal
 B & M Auto Sales & Salvage
 Bay Auto Parts
 Badger Motors
 Bruno's Auto Salvage
 CARS of WI
 Centerville Auto Salvage
 Choice Auto Recyclers
 Conrad's Auto Salvage
 Cousineau Auto
 DeFaut Auto Salvage
 Dependable Auto Parts
 East Troy Auto Recyclers
 Eleva Auto Salvage
 Elmer's Auto Inc
 Gauger & Son Salvage Inc
 Global Parts Solutions
 Grandpa John's
 H & H Auto Parts
 Hillside Salvage
 Holmes Automotive Recycling
 Kadinger Auto - Barron
 Kadinger Auto - Cadot
 Kadinger Auto - Downing
 Kirchhayn Auto Parts
 Lima Auto Enterprises
 LKQ Smart Parts
 LKQ Star
 Miller Compressing
 Morrison's Auto
 Newville Auto Salvage
 Niks Auto Parts
 Norb's Salvage
 Oak Leaf Auto Salvage
 Randy's Auto Sales
 Remington Auto Salvage
 Rhinelander Auto Salvage
 Roz Auto Salvage
 Sadoff Iron & Metal
 Speedway Salvage
 St. Francis Auto Wreckers
 Strandberg's Auto
 TJ's Auto

Toy's Scrap
 Wally's U Pull It Inc
 Yaeger Auto

ILLINOIS

Auto Recyclers of Illinois
 ABC
 Auto Parts City
 Big Top Auto
 Chicago Industrial Catalytic
 City Auto Wreckers
 Crash 1
 I-55 Auto Salvage
 Rhodes Auto Salvage
 Route 12 Auto Parts
 Speedway Auto Salvage
 Wittaker Salvage
 Zurich Insurance

INDIANA

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 Crossroads Auto Parts
 Northlake Auto Recyclers
 Ray's Auto Parts and Sales
 Veldmans Auto Parts

IOWA

Action Auto Parts
 Hawkeye Auto Salvage
 Hurst Salvage
 Jeff Smid Auto Salvage
 Northend Auto Wrecking
 Sam's Riverside
 Schauls Consulting
 Swift Auto Parts
 Trails End Auto & Truck Salvage

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 Aazzee's Auto Salvage
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 Action Auto Parts
 All Parts Pickup
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 Crossroads Auto Recyclers
 Dyke's Auto Salvage
 Elite Auto
 Far North Auto
 Jellison Auto
 Jerry's Auto Salvage
 Joe's Auto
 John's Auto Parts
 Lucken Motorsports
 MARCO Auto Recycling
 Metro Auto Salvage
 Misgen Auto Parts
 Osseo Salvage
 R & R Auto & Metal
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 U Pull R Parts
 Viking Auto Salvage Inc
 Windy Hill Auto Parts

CALIFORNIA

Allied Auto Salvage

SOUTH DAKOTA

Nordstrom's Auto

TEXAS

Dulaney Auto & Truck

IAR NEWS

IAR MEMBER NEWS

ACE AUTO RECYCLERS, INC.: Congratulations to Jason & Andrea Hilsman on the birth of their 2nd child, Brady, on March 13th!

Also to report – In March Joel McCaw (Ace Auto Recyclers) & Mike Waterbury (Sandhill Auto Salvage) served on a panel at the MOTIFA conference in Coralville. The panel was discussing odometer fraud and also touched upon the HF 757 legislation that IAR has been working on. Attendees came from Texas to Michigan and included high ranking officials from the DOT and Attorney Generals office.

NORDSTROM'S AUTOMOTIVE INC.: Nordstrom's Automotive Inc. had a very exciting EARTH DAY celebration on Wednesday the 22nd of April. To Celebrate Earth Day, Nordstrom's made a donation to the local chapter of the MDA in the form of purchasing one ticket for the "RESURRECTED RIDE" (www.resurrectedride.com) for each invoice totaling \$35.00 or more. The earth day event totaled well over 100 tickets. Nordstrom's Employee's also cleaned over 7 Miles of Highway road ditches on Wednesday Evening in Honor of Earth Day! Nordstrom's Automotive is the Areas only Gold Seal, Certified Auto Recycler, and we are working hard to do our part to create a Greener world; one Green part at a time!

RJ MCCLELLAN: RJ McClellan has moved down the road to new offices. We now have an office where the roof doesn't leak and we have lots of windows to the world. It's sort of like crawling out of a tomb! We are very excited. Same

phone numbers and email for now.

Our new address is:
 445 Broadway Avenue, #500
 St. Paul Park, MN 55071
 877-525-4589
journal@backpack.net

SANBORN AUTO, INC.: The owners of Sanborn Auto are having a good year. Doug & Brenda Harms had their 1st child Nathan Robert on January 20th, 2009. A 7lb 13oz boy doing great! And Ramo's birthday is April 23 making him the big 40 – Happy Birthday Ramos!!

TRAIL'S END AUTO & TRUCK PARTS & SWIFT AUTO SALVAGE: Dale Swift's younger brother recently passed away of heart failure. His name was Kenny Swift. He was 67 years old. He worked for Dale's father and also worked with Dale for years. His wife Marilyn works for Swift's. Kenny and Marilyn had been together for 25 years. Our condolences and prayers go out to Marilyn, Dale, and the entire Swift family on their loss.

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IAR NEWS

THE UN-COMFORT ZONE

with Robert Wilson

The Secret for People Who Don't Believe in VooDoo

The latest fad in motivation is the Law of Attraction or more popularly *The Secret* after the motion picture and book by Rhonda Byrne. The idea being that if you use the power of *The Secret* you will attract health, wealth and friends to you in abundance.

The Secret takes an old idea and repackages it for our today's society. The core idea is that your thoughts control the world around you. If you have positive thoughts, good things come your way. If you have negative thoughts then bad things come your way. In other words, if you wish hard enough for the things you want — you will get them. Simple. Or is it? If it were simple, then countless people throughout history would have figured it out over and over, and it would not be much of a secret. Perhaps it takes a little more effort than suggested — or perhaps it is just a pipe dream.

We, as modern educated people, need more proof. In order to make it palatable to the skeptic in us, *The Secret* adds an element of science. We are

told that quantum physics has identified that all things at the sub-atomic level exist as both particles and as waves — constantly shifting between being solid matter and being pure energy. It is then proposed that our thoughts create brain waves which in turn influence the sub-atomic waves of the entire universe. *The Secret* claims that the more intent you are in your wish the faster the universe will act upon it. Is it real, or is it VooDoo.science?

If real, it sounds wonderful! Now, if I understand correctly, if I wish real hard I can become a concert pianist and play to a sold out audience in Carnegie Hall? I only see one hitch: I've never had a piano lesson in my life.

The Secret also presents the Law of Attraction as if it had been intentionally kept hidden for centuries. That it was suppressed and held by a few conspirators so that they could control all the wealth of the world. Unfortunately, that notion is nothing other than a marketing ploy to generate interest in the book. It also contradicts the concept of Law of Attraction. The idea that a select group of people have kept it away from the masses intentionally preys on the destructively negative emotion of envy.

To the contrary, people who have understood the Law of Attraction have made numerous attempts at sharing it with the world at large. The best example is Andrew Carnegie, who was one of the most successful so-called "Robber Barons" of the Industrial Age. Carnegie hired Napoleon Hill



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IAR NEWS

to research the most successful people in the world, how they got that way, and then record his findings in a book. The book is Think and Grow Rich and was published in 1937.

The best thing about Think and Grow Rich is that it takes the mysticism out of the Law of Attraction. So, for those of you who find wishing on a star a bit difficult to swallow as a method for acquiring wealth, here is the real secret:

Identify your goal. Make a written plan to acquire that goal. Work your plan persistently. Give it your time, attention and energy. The more time and effort you give, the quicker you will achieve it. Visualize it coming to fruition. Draw it, illustrate it, photograph it, then keep it in front of you. Revise your plan as your knowledge grows. Be open-minded to opportunities that arise that

may deviate from your plan, but still move you toward your goal.

The world's most successful people were extremely focused on achieving one goal. They focused to the exclusion of everything else including family, friends, lovers, recreation, entertainment, vacations and hobbies.

Next, tell everyone you know about your goal. Spread the word, so that people who can assist you are aware of your intentions. I truly believe that positive minded people attract more opportunities to themselves because they are so pleasant to deal with.

The formula is simple, but most of us compromise our goals because we want to enjoy a full balanced life. A life filled with friends, family and good times. We focus on our goals when time allows, and in turn, our goals take much longer to achieve. The true secret is staying focused on your goal.

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.com.



Scrap Commodities Market Report May 2009

Approximate Pricing

Crushed Cars	90.00 NT
Prepared Iron	100.00 NT
Motor Blocks	100.00 NT
Aluminum Rims	0.40/LB
Aluminum Condensers	0.30/LB
Copper Radiators	1.00/LB
Aluminum Case Transmissions	0.06/LB
Dirty Aluminum	0.10/LB
Batteries	0.06/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.



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IAR NEWS

IAR DIRECT MEMBERS

Ace Auto Recyclers	Iowa City	Nugent Auto Sales, Inc.	Maquoketa
Action Auto Parts	Marshalltown	Osage Auto Salvage	Osage
Aikey Auto Salvage	Cedar Falls	Pat's Auto Salvage	Waterloo
A & L Auto Parts	Holland	Poell's Enterprises Inc.	DeWitt
Awe Auto Service	Traer	P.Q. Auto Parts	Sioux City
B & B Salvage	Sioux Center	Quandt Auto Salvage	Carroll
Birdnow Auto Salvage	Fayette	Sam's Riverside Auto & Truck Parts	Des Moines
Boyes Auto & Truck Wrecking	Dubuque	Sanborn Auto, Inc.	Sanborn
Carroll Auto Wrecking	Des Moines	Sandhill Auto Salvage	Tama
Charlie Brown Auto, Ltd.	Creston	Smith Auto Parts & Sales Inc.	Fairfield
Chase Auto Parts	Waterloo	Smitty's Auto Parts	Des Moines
Delp Auto & Truck	Fort Dodge	Snyder's Auto Body	Clarinda
Don's Auto & Truck Salvage	Des Moines	Spilman Auto Parts	Bloomfield
Dumont Auto Parts	Dumont	Stuber Trucks	Waterloo
Grab & Go Auto Salvage, LLC	Spencer	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		



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

Iowa Automotive Recyclers Preparing for 2010 Session

In spite of all the hard work from the IAR board and IAR members, HF 757, intended to close salvage pools to everyone but licensed recyclers – did not make the special order calendar to be considered for a vote this year. This means that we will have to wait until the next legislative session to introduce a bill to restrict salvage auction pools from the public.

Current Iowa law states that salvage pool owners must also be licensed as auto recyclers. This allows salvage pools to sell directly to the public.

By prohibiting salvage pool owners from simultaneously holding a recycling license, this closes the loophole and prevents non-licensed recyclers (salvage pool owners) from selling to the public.

IAR will continue to work hard on behalf of all Iowa state auto recyclers to close the salvage pools. Allowing unlicensed individuals to purchase salvage titled vehicles could cause criminals to purchase the paperwork necessary to support auto theft and fraud through VIN switching and cloning.

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Car-Part.com
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800-331-0183

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563-732-4618

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800-831-0820

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Trissel, Graham & Toole, Inc.
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Wheeler's Auto Body Supply
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INDUSTRY NEWS

ARA Hill Days and Mid-Year Conference 2009

By Eric Schulz, AAA Auto Salvage, Rosemount, MN

The ARA Hill Days and Mid-Year Conference was held at the Mayflower Renaissance Hotel just a block or so from the White House in Washington DC. This was one of the best attended Hill Days with over 78 congressional visits done by ARA members and staff. The Mid-Year conference had very high attendance as well with over 60 ARA members there to learn the latest developments in the work ARA is doing for our industry.

The focus of Hill Days congressional visits this year was mostly ARIVA (Accelerated Retirement of Inefficient Vehicles Act) and NMVTIS (National Motor Vehicle Title Information System). The way the ARIVA bills have been written so far there is a stipulation that vehicles turned in through the program would have to be dismantled. The bills do not give consideration as to who will dismantle the vehicles, what they will be paid to dismantle the vehicles, or how they would be distributed. The different variations of ARIVA legislation do seem to have one thing in common and that is the requirement that the drive line components of the vehicle will not be able to be re-sold. While I can see the intent of ARIVA to stimulate the business positions of the manufacturers it will tie our hands on one of the most valuable parts we sell. ARA does not support any ARIVA or similar

bill that includes a restriction on parts being sold from retired vehicles.

NMVTIS was discussed with our representatives in congress primarily to convey the information regarding the program and the benefits it will provide. As I am writing this, there have been many developments in the NMVTIS program since the Mid-Year and I'm sure that by the time you are reading this anything I write here will be old news. Please be aware of this requirement and the importance of reporting your information.

Nearly every ARA committee held their regular meeting during the Leadership Conference. The CAR committee is preparing themselves for their professional audit cycle and discussing the possibilities of creating a Gold Seal type program for self service and retail recyclers. The Gold Seal Committee is working on refining the CSI program and working on promoting the program. Government Affairs, Salvage Solutions, and the State Legislative Efforts committees were the most active with ARIVA, MNVTIS, and efforts in states by salvage pools to open up bidding to the general public. The E-commerce Committee has developed ARA Damage codes and standard descriptions for lights. As always there is a tremendous amount of activity in ARA. The ARA committees and staff are very busy tracking developments in legislation on both the state and national levels.

Membership in IAR and ARA is a great tool for your business to keep up with the constant change that is happening that will have an affect on your business. Whether it is your membership dollars supporting the organizations, legislative efforts, and communication or hopefully your participation in helping to mold the direction of the recycling industry, membership is more important right now than it has been in many years.

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INDUSTRY NEWS

Tri-Industry Panel Meets to Promote Green Parts

Collision Repair magazine recently organized a tri-industry panel meeting composed of insurers, auto recyclers, and collision repairers. The reason: to discuss the best strategies to promote the use of recycled parts.

For far too long each industry kept to itself and refused to share information that could be of benefit to all concerned. Hence, as Darryl Simmons, publisher of Collision Repair magazine put it, “The purpose ... discuss current and new marketing collateral that would help further the cause” ... and “...just having all three industries in one room and talking is going to help achieve positive results”.

Among various topics, the panel devised plans to educate collision repair shops and the general public about all the benefits of using Green Parts, which would include training collision shop personnel on ways to encourage customers to choose recycled parts. With training in mind, the panel suggested visiting schools, sending promotional packets to media outlets and educating the customer directly at the shop level.

Collision Repair magazine is on to a good plan here – and will be undertaking a series of such panels to promote inter-industry communications.

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INDUSTRY NEWS

Saving Recycled Car Parts From Near Extinction Congress Seeking to Destroy Millions of Replacement Car Parts While Questions Abound on New Parts Supply Chain Viability

(Fairfax, VA) – All across the world, governments are implementing early vehicle retirement

programs that are intended to help struggling automakers. This year already, two accelerated vehicle

retirement bills have been introduced in the United States Congress. Regrettably, both seek to restrict the sale of two major replacement parts — the engine and transmission — harvested from vehicles turned in for end-of-life processing under these programs. Notwithstanding good intentions, while these measures may assist automakers now, they will inevitably hurt the consumer later, with short-term and long-term repercussions, if not properly addressed. Additional analysis of the potential ramifications of these proposed programs is needed.

The critical nature of this kind of broad legislation is twofold. First, American automobile repair businesses and consumers purchase these quality recycled vehicle components every day to keep their vehicles running. These businesses and consumers rely on parts from recycled vehicles because of their substantial savings in reduced repair costs and lower insurance premiums, savings from the purchase of a replacement vehicle, and also for the strong environ-

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INDUSTRY NEWS

mental benefits. In fact, these two parts alone typically account for some 50% to 60% of a professional automotive recycler's sales — overall automotive recycling is a \$22 billion industry in the United States. Thus, Congress should understand the demand for such repair options, and consider the implications of restricting them.

Secondly, what may be a voluntary program for a consumer turning in a vehicle under the "Cash for Clunkers" program now quickly becomes a compulsory program for non-participating consumers later because of reduced access to replacement parts, which in turn causes inflated prices. Not to mention that these recycled automotive replacement parts have the same performance, safety, fit, and durability standards because they were made by the Original Equipment Manufacturers (OEMs). The Automotive Recyclers Association's (ARA) Executive Vice President Michael E. Wilson questions the sensibility of the program given the current situation of the automotive manufacturers. "With the daily questions in the media about the economic survival of major automobile manufacturers and their suppliers, how irresponsible is it for Congress to push for the needless scrapping of mil-

lions of replacement parts when the very supply chain for new parts is in jeopardy."

Ultimately, these efforts tread into uncharted waters. Even though these initiatives are modeled on prior programs, the major difference is the vehicle life years these programs now include. While earlier programs targeted vehicles 15 years and older, new initiatives target vehicles as current as 8 years old. With vehicles on America's roads averaging 9.7 years and trending older, the adverse financial consequences of these programs, especially on the average American family, is real and has not been adequately considered. There is also a significant risk that these programs will encourage future governments to treat motor vehicles more like a disposable product that can be routinely discarded based on any crisis or issue of the day instead of maximizing the vehicle's recycled parts content and its true life cycle on our roads.

The recovery, reuse, and resale of these quality recycled parts must remain readily available to the consumer who may not want or be able to financially retire their vehicle and will require access to parts from these vehicles for their future repairs.

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Right to Repair Resurfaces in Congress

U.S. Representative Edolphus Towns (D-NY) reintroduced the Motor Vehicle Owner's Right to Repair Act (H.R. 2057) last week in Congress. If passed, HR 2057 would protect the rights of consumers to diagnose, service, maintain, and repair their motor vehicles by allowing for vehicle repair/service information to be shared by automotive manufacturers with repair shops.

The purposes of this Act are to promote competition in price and quality among service providers and promote safety and fuel efficiency

by allowing consumers to choose among compet-

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INDUSTRY NEWS

ing service providers.

Essential elements of the bill are:

- Motor vehicle owners are entitled to choose which service provider will diagnose, service, maintain, or repair their motor vehicles.
- Promoting competition in price and quality for the diagnosis of problems, service, maintenance, and repair of motor vehicles will benefit consumers.
- Regular diagnosis, service, maintenance, and repair of motor vehicles, motor vehicle equipment, and motor vehicle systems such as pollution control, transmission, antilock brakes, electronic and mechanical systems, heating and air-conditioning, and steering are essential to America's mobility, minimizing fuel consumption, protecting the environment, and enabling the highest levels of safety possible in modern motor vehicles.
- Computers of various kinds are now used by manufacturers in motor vehicle equipment and motor vehicle systems. On-board computer technology controls virtually all of the vehicle's systems, and only service technicians with the necessary tools and information can access the computers to perform diagnosis, service, maintenance, and repair of the vehicle.
- Manufacturers have made available to their authorized dealers and service providers the information, tools, codes, and replacement equipment necessary to diagnose problems and to service, maintain, and repair motor vehicles that incorporate computers in their motor vehicle systems.
- Consumers in the United States have benefited from the availability of a wide choice of service providers for their motor vehicles. The American economy has also benefited from the availability of an aftermarket tools and parts supply that provides jobs to over 5 million workers in 495,000 businesses, and generates \$200 billion in annual sales.
- Vehicles are now being equipped with systems that permit vehicles to communicate repair and diagnostic information wirelessly with the vehicle manufacturer and repair facilities. Car owners have the right to choose where and to whom information generated by their vehicle and vehicle computers is sent.

The Right to Repair Act has been sent to the House Energy and Commerce Committee's Subcommittee on Commerce, Trade and Consumer Protection. Co-sponsors include Representatives Anna Eshoo (D-CA) and George Miller (D-CA). Representative Towns is the Chairman of the Government Management, Organization and Procurement Committee and serves on the Energy and Commerce Committee. Representative Eshoo is a member of Energy and Commerce and Representative Miller Chairs Education and Labor.

ARA supports this bill and will continue to work with Representative Towns to see that this important bill for American consumers becomes law.

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