



The Iowa Automotive Recyclers NEWS

OCTOBER/NOVEMBER 2009

IAR Fall Outing to Feature Tour of Wilken & Sons, Inc.

The IAR Fall Outing will feature a yard tour of Wilken & Sons, Inc. owned and operated by our hosts for the Fall Outing Jackie & Sherry Wilken and their son and daughter-in-law Andy & Sara Wilken.

Employing over 25 people, Wilken & Sons has been located at 1157 275th Street in Nashua, Iowa for the past 54 years. The yard features a 60 x 120 office, 40 x 240 shop, 60 x 60 storage unit, and a 60 x 60 crusher building.

They process approximately 3,000 plus vehicles per year.

Wilken & Sons also has a second facility located in Waukon, Iowa which features a 60 x 80 office and 40 x 120 shop. The Waukon facility processes approximately 1000 plus vehicles annually.

Wilken & Sons specializes in all late model cars and scrap. They offer a 30 day guarantee



except for electrical parts. Jackie Wilken reports that they currently have plans for future expansion in staff, service, facility and equipment. Wilken stated "A lot of our success is due to the friendships we have created over the years and our word to commitment. I've been a member of IAR for two years now and I like that they keep us aware of how the industry as a whole is doing. I am really impressed with the steady flow of younger and older

members – it's a good mix."

members – it's a good mix."

In time away from work, Jackie reports "We're huge Minnesota Vikings fans – we bleed purple!!"

IAR would like to thank Jackie, Sherry, Andy and Sara for their extremely generous offer to act as our hosts for the Fall Outing and also wish the Vikings and Brett Favre a winning season!

***See you at the IAR Fall Outing!
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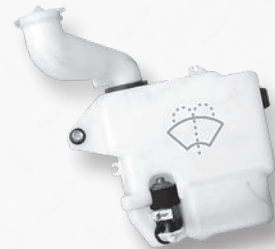
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The President's Pitch

By Mike Swift

Trail's End Auto & Truck Salvage, Des Moines

This will be the last Presidents letter I write for the IAR newsletter. We have come a long way in the last two years. Everyone on the board has been great to work with. Being President is the easy part - you just need good people behind you.

In the last two years we have the new and improved IAR newsletter, established the Scholarship Fund, hired a new lobbyist and a new Executive Director, increased the membership and also established our environmental program called I-CARE. Man! We have done a lot and have a lot to be proud of.

I have met many new people in our group and have e-mailed and talked on the phone with lots of members that I have never met. I have really enjoyed the outings and all of the meetings. Speaking of meetings - in the last two years we have used the conference calls quite a bit. That is the best thing ever. We get a lot done and other board members don't have to travel to Des Moines. I will also say that we have used e-mail a lot more. I know I have. We need to get all of the members to use their e-mail account. I send out, (which you may already know) several e-mails a day about what is going on in our state and the auto recycling

industry.

I have had some very memorable moments as President of the IAR. We celebrated our 50th anniversary in September 2008 and we had in attendance the founding father of the Iowa Auto Recyclers - John VanderHaag, How cool is that? The VanderHaag's opened their arms and welcomed all that attended. I really enjoyed seeing all of John's stuff at the museum.

It looks like me and my brother need to get started on our collection, but the price of scrap was too good in 2008 so we didn't have too much to collect. In the last two years the price of scrap was over \$300 a ton and we thought it would never end. Little did we know that in October it would go from \$340 per ton to \$0 per ton. '85 Celebrity's were bringing \$450 at an auction and that was a car that we were going to crush. Converters were bringing \$180 per cat. We thought that would never end either. How much the world has changed. I know that working for my dad we never saw the price that high. The highest he ever saw it was \$70 per ton. When we first bought Trail's End we sold 2000 cars for \$13 a ton. We were selling cats for \$8 each. I know I am sounding like my grandpa "we used to sell wheels for 50 cents and if we made a hundred dollars I would crawl under the counter and take a nap" can you imagine doing that in today's world?

Since the crash in October, the world has changed once again. The price of scrap dropped under \$100. Cats were bringing \$50 each or less. Banks were not as free with their money and the dawn of Cash for Clunkers was upon us. The government was paying \$4500 for cars that for the majority of we wouldn't give \$100. The govern-

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ment found 3 billion dollars somewhere and bailed out the car sales. The program with 1 billion dollars lasted 1 week, then they found 2 billion more and it lasted almost 3 more weeks. I myself am glad that this C4C is over and done with. I hope that it never ever ever comes back. The ARA tried everything they could to at least let us sell all the parts off of these cars, but it didn't happen. We now are picking up cars with body parts we can't sell and engines that are destroyed. I have TV, radio and newspapers calling me and asking me "how is this program going to work out for you?" I tell them "I DON'T KNOW." And I still DON'T. Like I said I am still glad this is over and we will see in the next few months how it plays out.

The other thing that has happened in the last two years is NMVTIS. I have never had so many phone calls on any issue and this issue is still going on. What NMVTIS stands for is National Motor Vehicle Title Information System. I still have to look this up every time someone asks me what this is. NMVTIS has to do with your VIN numbers on the cars that you purchase to pull parts off of. As an association, you guys have sent out letters asking them to let ARASC (Automotive Recyclers Service Corporation) be our NMVTIS provider. The three providers they gave us to use

all want to charge us to provide numbers to the Department of Justice. Does this make any sense? It doesn't to me so that is why I am still fighting to get the DOJ to use the ARASC, with the help of CAR-PART.com, to provide them with our VIN numbers. Did I mention that this would be for free? Free! Most of us have the information in our Yard

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Management Systems with all of this information to be pulled out on a nightly basis. Doesn't this make sense? That's what I thought. Oh, by the way, when you have Cash for Clunkers cars, you can supply your NMVTIS numbers for free since this is a government program. Even the government doesn't want to pay to provide VIN numbers. Now they know how we feel.

So you can see we still have a lot of hurdles to jump over in our industry. I am still going to fight for Iowa Auto Recyclers and I will still be the Region 7 ARA Director, so you can still expect e-mails from Mike Swift.

I want to end my letter with all of our accomplishments we have done in the last two years. I mentioned them earlier, but as an association we

should all be very proud of what you get when you are or become a member of the Iowa Auto Recyclers. One of our greatest accomplishments is the Scholarship Fund. Taking IAR money, donations, etc. and giving back to our members. We have had several students receive their scholarship money and we look forward to giving away lots more money in the future.

The next thing is the Newsletter. I am really proud of this. It has really come a long way in just two short years. With the help of Kelly Salseg and Ron McClellan, and our many, many sponsors, we have a very informative newsletter. It contains lots of information that deals with recycling in Iowa but also around the nation. Keep sending information to all board members and to Kelly to keep the newsletter fresh and informative.

We hired a new Lobbyist, James Piazza Jr. This guy has put the Iowa Auto Recyclers in front of people in the last year that before didn't even know who we were. The Legislative

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Committee - Clyde Lems, David Hesmer, Jeff Smid and Scott Frank - have met with the Iowa DOT the Iowa DNR the Iowa Attorney Generals Office. These meetings have really helped the Iowa Auto Recyclers and they now know who we are and what we do. In the 2009 legislative session IAR worked on the bill to keep the public out of the pools. With Scott Frank and James Piazza working it at the State House and me at my office sending e-mails, the legislators at the statehouse knew our names. With all of the e-mails and phone calls from members the association made this happen. This was a cool thing - everyone involved, making calls and telling your reps what we wanted and what the bill was about. We are now on the map and they know who we are. Thanks to all that put in the time. We were so close, but we have a lot to do in 2010 and we will let you know what direction we are going to go.

The next thing that we should be very proud of is the I-CARE program under the guidance of Sue Schauls. If you guys don't know Sue make sure you take the time and get to know her. Give her a call. She has been working with the Iowa Auto Recyclers for the last 12 years or more. If you have any kind of environmental issue or a question for Sue just give her a call. This program is going to put us out in front of all of the other states that are in auto recycling. As of today 63 of our members are going to have to go through this program and we are going to show the rest of that states how we became Iowa Recyclers Certified with this great program. If you aren't doing some of the things you need to be doing go to the website www.iowaautorecyclers.com and hit the environmental tab to review the I-CARE program. When Sue comes to your yard you can be ahead of the

ballgame and have a plan already in place. Sue is a great lady to work with and she will make the process to become compliant very easy. In the next couple of years we should be very close to having all members I-CARE certified. Then we can go to the state and show them this is our program and look what we have done.

Last but not least we hired a new Executive Director Kelly Lynch -Salseg. She has kept me on task and will do the same for Mike Waterbury. Kelly has been a very good addition to the IAR family and she takes a lot of pride in her work. Kelly does a lot of work behind the scenes that not everyone gets to see. When we have a meeting be it conference call or regular meeting Kelly gets the information to all of the board members. She writes an article for the newsletter and also reminds the President when his letter needs to be done. She works on the outings like the 50th anniversary outing up in Spencer and she is also working very hard on the Fall Outing for this year. She sends out reminders to members, works on getting sponsors, and on and on. She has done a very nice job for the Iowa Auto Recyclers and is fitting in very well with the board.

I know that I have rattled on too long so in closing - this is your association - so please get involved.

Thanks!

Mike Swift

Trails End Auto and Truck Salvage Inc.

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you ought to do."*

*Anonymous
Day by Day*



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From the Executive Director's Desk

By Kelly Salseg

What's In The Works

We're in the final months of 2009, and looking back it has been a great year for IAR. We had two very successful conventions, the GMARE show in Omaha this past March and The Upper Midwest Convention & Trade Show in Eau Claire this past May. Membership in IAR has continued to grow strongly and steadily. All in all things look great for IAR. So what's happening in the IAR offices in the final months of 2009?

2009 Annual Meeting & Fall Outing: In just a week or so (Friday & Saturday, October 16 & 17,) we'll be gathering for the 2009 Annual Meeting & Fall Outing. This year's gathering we'll be the guests of IAR member Jackie Wilkens at Raleigh Hills Country Club & Golf Course in Ionia, Iowa.

Activities will kick off Friday evening at an

informal and relaxed Welcome Reception. Saturday will feature a golf outing, yard tour, and educational seminars by Bob Hoffman of Quality Replacement Parts and I-Care manager, Sue Schauls. Saturday evening we will hold a banquet and auction. If you have an item(s) that you can donate for the auction, please contact me at (515) 943-3516 or iowaautorecyclers@bitstream.net

2010 Membership Renewal: You should already have received your 2010 IAR membership renewal notice. If you have not already returned your 2010 renewal notice and membership fee - please do your best to do so as soon as possible. Carefully review the information on your renewal notice and make any changes or updates as necessary, as this information will be used as the basis for your free listing in the 2010 IAR Who's Who In

Salvage Membership Directory & on the IAR web site. IAR must receive your 2010 renewal notice and membership fee no later than December 31, 2009 in order to guarantee your listing in the directory. Which brings us to...

2010 IAR Who's Who In Salvage Membership Directory: The IAR Who's Who In Salvage Membership Directory is mailed to virtually every insurance adjuster, body shop, mechanical repair shop and automotive recycler in Iowa (and beyond). In addition to the hundreds of copies mailed out



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at the beginning of each year, the IAR office receives numerous requests for the directory from various companies through out the year.

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The Central Midwest Auto Recyclers Convention & Trade Show (CMARC): We are very excited to announce that the dates are set (April 30 – May 1, 2010) and planning has begun for the Central Midwest Convention & Trade Show. Come to the best in the Central Midwest! Teaming together with the Illinois & Indiana associations, IAR will be inviting folks from surrounding states to participate and attend this event to be held in Des

Moines. This will be a great show so we will keep you posted as plans progress!

Hope to see you all soon at the IAR Annual Meeting & Fall Outing!



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Iowa Switch Bounty Payment Continues Even if Federal Funding Runs Out

by Sue Schauls

The Iowa **Mercury-Free Recycling Act** requires the removal of automotive mercury-containing convenience light switches from scrap automobiles before crushing or shredding. The law also requires payment for each mercury light switch that is recovered and properly recycled.



Once removed from the vehicle, mercury switches must be stored in a leak proof, closed container that will prevent the mercury capsule from breaking. Generators of mercury switches cannot accumulate the waste for more than one year. Each container that holds mercury switches must be labeled accordingly (i.e. "Universal Waste"). Along with clearly labeling the contents of the waste containers, identify the length of time the waste has been accumulated. This can be done simply by adding the date that the first switch was placed in the container to the label.

In accordance with the Universal Waste Rule all mercury-containing switches must be removed from scrap vehicles prior to crushing or shredding. The new Iowa rule made a provision to pay \$5.00

for each **convenience light** switch that can be associated with a valid VIN number. Payment will NOT be made for anti-lock brake sensor (ABS) assemblies only for switches recovered from convenience lighting. However, all switches and assemblies received will be properly recycled at no

cost to the participants.

The **End of Life Vehicle Solutions Corporation (ELVS)**, which was created by the auto industry, will provide a collection bucket and arrange for the shipping and recycling of the mercury switches collected **free of charge**. While the national program funding is in need of renewal the Iowa law that mandates mercury switch recycling will continue to pay the Iowa \$5 bounty. so keep saving and sending in those mercury switches. Questions regarding the ELVS program can be answered by calling ELVS at 734-547-2511.

The criteria regarding the \$5.00 payment are listed below:

- *Mercury-containing switches **do not** have to be removed from convenience light switch assemblies but you may find it easier to remove the switch while leaving the assembly intact on some vehicles.*
- *VIN numbers must be recorded and returned with your switch collection bucket.*
- *All VINs will be validated and must correspond with the appropriate make, model and year of the vehicle that may have contained a mercury switch.*
- *Switches must be intact, with no free mercury leaking from them.*

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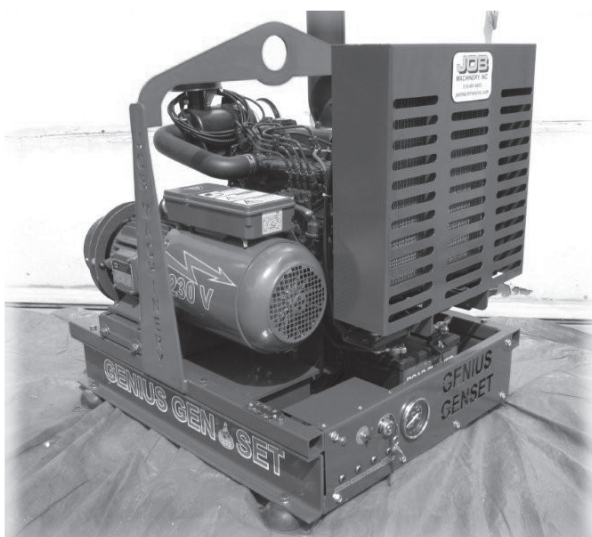
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THE UN-COMFORT ZONE with Robert Wilson More Powerful than You Know

“Writing is not a job; it’s a hobby!” thundered my father when I told him my plans for college. “You need to get a profession: medicine, law, engineering or accounting.”

I cheerlessly acquiesced and enrolled in a Pre-Med program, but at the end of my first year, after struggling through Chemistry, I changed my major to Philosophy. When I told Dad, he grunted, “That and a dime will get you a cup of coffee.” He passed away shortly after that but his words echoed in the back



of my mind for years.

After graduation I searched for a job in writing. At the same time, I wrote short stories like crazy, and sent them off to dozens of magazines. Years passed and I failed to find a job in writing, so I supported myself by waiting tables and bartending. Meanwhile, rejection letters from the magazines began piling up, and I was beginning to get discouraged.

Then one day, I met a friend for a beer in a bar near the campus of my alma mater. When I visit-

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Auctions: Tuesdays, 10:00am

IAR NEWS

ed the restroom, some graffiti written on the wall with an arrow pointing to the toilet paper dispenser caught my eye. It read: “Bachelor of Arts Degrees – take only one, please!” Rather than laugh, I grimaced and thought, “Boy, does that sound like my Dad.”

Five years had gone by, and other than a few freelance jobs writing advertising copy, I had not made a penny from writing. I was beginning to re-think my life, when I recalled the encouraging words from my ninth grade English teacher.

She had assigned my class with several essays to write. I remembered the glowing paragraphs of praise she wrote in bright red ink at the top of all my papers. There must have been a dozen of those compositions, and just recalling them gave me hope. I thought, “At least one person in the world believes in my writing.”

It was just the encouragement I needed, and I doubled my efforts to find work. Soon I was getting a great deal more freelance work. Enough that I was able to quit working in restaurants. Enough to make a down payment on a house. Then whenever I needed a boost in confidence, I would think again of those dozen glowing paragraphs of praise written in bright red ink at the top of my essay papers.

Suddenly everything seemed to gel. I sold my first book; I won several very important advertising awards; and three colleges were asking me to teach a class in copywriting. I was feeling very grateful and once again thought of my ninth grade English teacher and those glowing paragraphs of praise written in bright red ink. I decided to look her up and give her a call.

When I got her on the phone my first shock was that she did not remember me. I was certain I

had been one of her favorites. My second was when she told me that she never wrote paragraphs of praise. “There were simply too many papers to grade to write more than a word or two,” She said. “I would write ‘Nice Work’ or ‘Good Job,’ but never anything more.”

Unconvinced, when I got off the phone, I went up to the attic and dug out the box that held my old school work (yes, it’s true – I’m a total pack rat – especially when it comes to things I’ve written!). It took a while, but I finally found those old papers. She was right; there were no paragraphs. And, there was far less than a dozen – only two. About the only thing I remembered correctly was the bright red ink. I did, however, rate more than one or two words. On the first one she wrote, “Nicely written – well thought out.” On the other, “Good Sense of Humor!”

Nine words. Nine little words that were so heartening that over the next 15 years they grew into hundreds in my mind. Nine words that motivated me to stick to my dreams. My point? Even the least bit of praise can be powerfully motivating. So, don’t keep it in – use your power!

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.

***“Patience is a bitter plant
but it has sweet fruit.”***

***German Proverb
Day by Day***



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ISRI



Iowa Automotive Recyclers 2009 Annual Meeting & Fall Outing October 16 & 17, 2009

***Raleigh Hill Country Club & Golf Course
2048 Cheyenne Avenue
Ionia, Iowa 50645
Phone 641-394-3256***

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!

Please join IAR at our Annual Meeting & Fall Outing.

**All events will take place at the
Raleigh Hill Country Club.**

Friday, October 16

4 p.m. IAR Board Meeting

6 – 8 p.m. Welcome Reception

Saturday, October 17

9 a.m. Golf Outing

12:30 p.m. Lunch & Educational Forum
Bob Hoffmann – QRP -
Overview of the QRP Vehicle
Management System
Sue Schauls, I-Care Manager
- I Care Program Overview;
Forklift Training & Air Bag
Training

3:30 p.m. Yard Tour – Wilken & Sons
1157 – 275th Street,
Nashua

6:00 p.m. Dinner & Live Auction
IAR Lobbyist James Piazza
Jr. Keynote Speaker

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Pat's Auto Salvage
Waterloo Auto Parts
Vander Haag's Inc.
Behr Mason City***

IAR NEWS

IAR 2009 Annual Meeting & Fall Outing Registration Form

Company: _____ Contact Name: _____

Address: _____ Phone: _____

City/State/Zip: _____ E-mail: _____

IAR Members (Direct & Associate)

Friday Night Attendees – No Charge

Please Indicate Number For Friday Reception _____

Saturday Golf Outing Attendees - \$55.00 per golfer (includes golf cart & greens fees for Friday, Saturday & Sunday – unlimited golfing)

Name: _____ Name: _____

Name: _____ Name: _____

Name: _____ Name: _____

Name: _____ Name: _____

Please Indicate Number for: Saturday Lunch _____ Forklift Training _____

Airbag Training _____ Saturday Dinner _____

Total \$ Amount _____ PAYMENT BY CHECK – please make check payable to "IAR"

Payment Policy: Full payment must accompany your registration form and be received by IAR no later than Friday, October 9, 2009, and is non-refundable.

Mail your registration and payment to:
IAR • 3333 Skycroft Circle • Minneapolis, MN 55418
Phone: 515-943-3516 – iowaautorecyclers@bitstream.net

**ALL REGISTRATIONS MUST BE RECEIVED BY IAR
NO LATER THAN FRIDAY, OCTOBER 9, 2009!**

Hotel Information

The IAR has secured a block of 40 rooms at a 25% discounted rate for IAR members at the Sleep Inn & Suites, 1416 South Grand Avenue, Charles City, Iowa 50616.

Phone: 641-257-6700. Please indicate you are with the IAR group when booking your room to get the discounted rate.

Rooms must be booked no later than September 16, 2009.

IAR NEWS

IAR MEMBER NEWS

BOYES AUTO & TRUCK WRECKING – DUBUQUE: Join the gang at Boyes Auto in wishing owner Fred & Kim Boyes a HAPPY 28th ANNIVERSARY (August 1, 1981)!!!

JBS AUTO PARTS: Joe from JBS Auto Parts reports that they have just completed their NEW 50X72X16 warehouse. They are also celebrating the 4th anniversary of **NIKKI TRUNKHILL** (Counter Sales).

NUGENT AUTO SALES – MAQUOKETA: HAPPY BIRTHDAY GREETINGS to Brent Nugent who rang in another year on September 16!

TRAIL'S END AUTO & TRUCK SALVAGE: Mike from Trail's End contributes, "Just my thoughts - My father, Dale Swift, is cancer free as of the 31st of July.

"I cant believe it is 2 years since Tim Hedges passed away. Next Bud-Lite you drink send Timmy a toast. We miss him every day."

"Thanks to all of the Auto Recyclers that took time to inform news stations and newspapers about the auto recyclers role in the Cash for Clunkers. Great job done by all!"

"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!"

2010 IAR MEMBERSHIP RENEWAL

**YOU SHOULD ALREADY HAVE RECEIVED YOUR
2010 IAR MEMBERSHIP RENEWAL NOTICE.
IF YOU HAVE NOT YET SENT IN YOUR IAR 2010 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 2010 WHO'S
WHO MEMBERSHIP DIRECTORY.
YOUR PROMPT RESPONSE TO YOUR RENEWAL NOTICE WILL
SAVE YOUR ASSOCIATION TIME AND MONEY.
THANK YOU FOR YOUR COOPERATION!!!**

IAR NEWS



Why Should You Join Iowa Automotive Recyclers?

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

IAR WHO'S WHO MEMBERSHIP DIRECTORY - A listing of all IAR members, which is distributed annually to members, insurance adjusters, 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!

CENTRAL MIDWEST AUTO RECYCLERS CONVENTION - Teaming up with the Illinois & Indiana associations, IAR hosts this new convention and trade show for the Central Midwest region.

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

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 |
| High Country Auto | Cherokee | Swift Auto Parts | Des Moines |
| Hogeland Auto Plaza and Salvage | Marshalltown | Trail's End Auto & Truck Salvage | Des Moines |
| Hulett & Sons Auto Salvage | Creston | Vander Haag's Inc. | Spencer, |
| Hurst Salvage | 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 |
| K's Acres | Cedar Rapids | West Edge Auto Salvage | Independence |
| Kabele Truck & Auto Parts | Spirit Lake | Wilken & Sons | Nashua, Waukon |
| Lems Auto Recyclers | Doon | Wrench 'N Go | Des Moines |
| Lyle's Auto Salvage | Oto | Yaw Auto Salvage | Des Moines |
| Midwest Auto Parts, Inc. | Waterloo | | |
| North End Auto Wrecking | Dubuque | | |



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Manager

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INDUSTRY NEWS

NMVTIS/Audatex - 3rd System Data Consolidator

Audatex North America, Inc. has reached an agreement with the American Association of Motor Vehicle Administrators (AAMVA) to become an authorized data consolidator for reporting information to the U.S. National Motor Vehicle Title Information System (NMVTIS). Neil Schuster, President and CEO for AAMVA, cites that "They (Audatex) bring with them proven expertise to provide software and solutions to these industries that would enable effective and efficient reporting of data to the system".

Federal NMVTIS rules, effective as of March 1, 2009, require that insurers, salvage yards, salvage pools, and vehicle shredders report salvage and total loss vehicles into the national database.

This database, overseen by the U.S. Department of Justice, was set up to provide accurate vehicle "salvage and title data" to protect vehicle owners against fraud, by providing information on such things as ownership, most recent odometer reading, brand history and even – in some cases – historical theft data.

Through the Audatex NMVTIS reporting system, the insurer/salvage yard/salvage pool or shredder will provide Audatex a file containing the required vehicle data for NMVTIS compliance. This file will be validated by Audatex for completeness and accuracy, and then submitted to NMVTIS on their behalf.



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INDUSTRY NEWS

ELVS – GM – Cash for Clunkers

Once upon a time (2005) the original General Motors (GM) formed a partnership with other automakers serving the collection of toxic parts from recycled automobiles, to prevent mercury pollution. Roughly 36 million mercury switches were used in trunk convenience lights and antilock brakes in vehicles built in the '80's and '90's. More than half of these are in GM vehicles built before 2000.

The "new" GM now states that its new company is not a member of the partnership because it no longer makes vehicles with mercury switches and is not responsible for the older vehicles. The "old" GM, still under bankruptcy court supervi-

sion, will only say that it's reviewing agreements pertaining to the former company and will not comment at this time.

The auto industry partnership, called End of Live Vehicle Solutions Corp. (ELVS), was created and worked closely with the National Vehicle Mercury Switch Recovery Program (NVMSRP), which was formed with the Environmental Protection Agency (EPA) and the automakers, the steel industry and environmentalists in 2006.

To date, the program, scheduled to run until 2017, has recovered 2.5 million switches and disposed of nearly 5,600 pounds of mercury. Prior to GM's bankruptcy, they were the group's largest

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Vice President

Trissel Graham & Toole
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INDUSTRY NEWS

participant. Due to that filing, GM has not paid their dues to this program, which constitutes a substantial portion of the program's funding. Without that funding, the organization may be forced to scale back or cease operation, making it more difficult for recyclers to dispose of mercury recovered under the \$3 billion "cash-for-clunkers" program, and other future recycled vehicles.

Mary Bills, the partnership's executive director, states that "we're surprised that GM, who wants to have this great, green image, would do this." Whereas Tim Yost, a Motors Liquidation spokesman, will only state that the old company has been analyzing its nearly 500,000 contracts and agreements, "including this one." The new GM spokeswoman Sharon Basel said that GM's former entity remains a member of the partnership

– the new automaker, however, "has never produced vehicles with mercury switches and has no mercury switch responsibility under the terms of the bankruptcy court order."

Bills, in a letter sent to the 15 states with auto industry requirements, says that the ELVS board would "continue to recycle any GM switches that arrive at our waste contractor in our collection buckets as long as funds permit." She concluded with, if the organization remains unfunded for the GM costs, "we will no longer be able to accept GM switches for recycling."

The 15 states are: Arkansas, Illinois, Indiana, Iowa, Louisiana, Maryland, Massachusetts, New Jersey, North Carolina, Rhode Island, South Carolina, Texas, Utah, Vermont and Virginia.

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INDUSTRY NEWS

Hybrid Vehicle Battery Recycling & Dismantling Procedures

Hybrid vehicle batteries are designed to last for the life of the car, although warranties are offered for only 8-10 years. Hybrid batteries will need management and disposal or recycling due to wrecked vehicles and as vehicles reach the end of their useful life. Fortunately, automakers have prepared dismantling procedures for the auto salvage industry and first responder material for safety at the scene of an accident involving a hybrid vehicle. Those guides are available for download at www.SueSchauls.com/Hybrid.html and other websites.

Recycling

Toyota and Honda place decals with a toll-free number on their hybrid battery packs to encourage and streamline recycling. Toyota offers a \$200 bounty to ensure that every battery is ultimately recycled. Many parts of the hybrid battery are of

value in the recycling process. With over a million hybrid vehicles on the road, the parts market should become the best recycling option.

Dismantling

Dismantling guides were developed to educate and assist dismantlers in the safe handling of hybrid vehicles. The specialized electrical system of a hybrid or electric vehicle can pose electrical shock hazards for dismantlers. Understanding the system and locating the emergency power disconnect is critical to a safe dismantling process. Specific First Responder Guides (specify Make, Model & Year) and (in some cases) actual dismantling procedures are a valuable tool for the auto salvage industry. Guides are available for download at www.SueSchauls.com/Hybrid.html and other websites.

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outside without
feeling better on
the inside."*

*Anonymous
Day by Day*

INDUSTRY NEWS

Bill Would Curb Scrap Metal Theft, Klobuchar Says

AXcess News (MN) (07/30/09) Sinhababu, Supriya

U.S. Sen. Amy Klobuchar (D-Minn.) recently chaired a hearing of the Senate Judiciary Committee to examine the problem of metal theft and how to prevent it. Klobuchar and Sen. Orrin Hatch (R-Utah) introduced the 2009 Secondary Metal Theft Protection Act in February, which calls for scrap metal recyclers to retain records of their transactions and bars the sale of certain metal items to recyclers. The proposed legislation requires metal recyclers to record sellers' identification card numbers, license plate numbers, and descriptions of the metal sold, while cash payments to sellers would be limited to no more than \$75 in a 48-hour period. Mark Lewon of Utah Metal Works (Salt Lake City), speaking on behalf of ISRI, said he preferred the use of higher fines and other preventive measures rather than more documentation. "Laws requiring recordkeeping, while ignoring prevention, have been largely ineffective in fighting materials theft," Lewon said.

He noted that the bill could impose fines of up to \$10,000 on metal recyclers, but that criminals face no additional penalties. He said this places a greater responsibility on the scrap metal industry to prevent theft. "We would like to see the penalties enhanced against the thieves, who are the ones causing the problems."

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Iowa Automotive Recyclers • Newsletter Advertising Rates

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INDUSTRY NEWS

Scrap Commodities Market Report September 2009

Approximate Pricing

| | | | |
|---------------------|-----------|-----------------------------|---------|
| Crushed Cars | 145.00 NT | Copper Radiators | 1.10/LB |
| Prepared Iron | 200.00 NT | Aluminum Case Transmissions | 0.10/LB |
| Motor Blocks | 110.00 NT | Dirty Aluminum | 0.12/LB |
| Aluminum Rims | 0.50/LB | Batteries | 0.12/LB |
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*This Report is for the sole purpose of informing members of current metal market activity.

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