



The Iowa Automotive Recyclers NEWS

FEBRUARY/MARCH 2010

Member Profile Integrated Recycling Technologies

Established in 1997 by Steve Budd, Integrated Recycling Technologies (IRT) is a Minnesota-based company specializing in the recycling of catalytic converters, precious metals, electronic scrap, and non-ferrous metals.

After a humble beginning in Steve's garage, IRT has grown into a global competitor, processing 4.5 million pounds of non-ferrous, e-scrap, and catalyst per month, out of a modest 4-acre, 40-employee facility in Monticello, Minnesota. Their strong customer focus has helped the company continue to grow rapidly, even in the midst of the recent economic downturn.

Utilizing their ability to assay all precious metals, IRT is able to quickly and accurately grade catalyst material. This, along with their ability to hedge met-

als, ensures that their customers receive consistent and transparent pricing of their material. After building a second facility in 2008, IRT has the ability to cut converters on-site, thereby saving on refining costs, and passing those savings along to their customers. To help eliminate error and maximize efficiency, IRT installed a state-calibrated truck scale in early 2009 to complement their floor scales and computerized buying system.

Buyers at IRT strive to develop custom-fit, long-lasting, mutually-beneficial relationships with customers, and pay promptly and fairly based on the most up-to-date market prices. This allows customers

IRT continued on page 23...



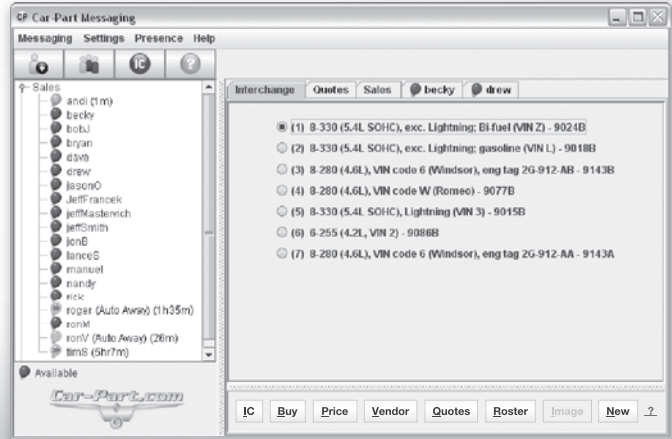
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**THE
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RECYCLER
NEWS**

The Iowa Recycler is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, it's officers, directors, staff, members or it's Publisher. Statements of fact and opinion are the responsibility of the author alone.

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to the Executive Director, Kelly Lynch-Salseg. Articles may be edited for length.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

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1157 – 275th Street
Nashua, IA 50658
Phone: 641-435-4077
Cell: 319-215-0146
Fax: 641-435-2515
Email: wilkenauto@yahoo.com

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2696 Hwy. 63 S.
P.O. Box 1007
Oskaloosa, IA 52577
Phone: 641-673-8459
Fax: 641-673-0450
Email: parts@vangorpia.com

Visit our website
www.iowaautorecyclers.com

Iowa Automotive Recyclers Teleconference Board Meeting

December 7, 2009 10:00AM

President Mike Waterbury called the meeting to order at 10:07AM. Members present were: Mike Waterbury, Kelly Salseg, Mike Swift, Scott Frank, David Hesmer, Jodi Kunde, Andy Wilken, Tim Smith, Joel McCaw, Eric Piper, Brent Nugent, Dave Wood, Tracy Hurst and Jeff Smid.

Kelly started the meeting off with requesting a vote on 2010 memberships. **Direct Member renewals** - Ace Auto, Action Auto Parts, Aikey Auto Salvage, AWE Auto Service, Birdnow Auto Salvage, Hulett & Sons Auto, Jerry Carney & Sons, Kabele Auto, Lyle's Auto Salvage, Osage Auto Salvage, Poell's Enterprises, PQ Auto Parts, Quandt Auto Salvage, Sam's Riverside, Sandhill Auto Salvage, Smith Auto Parts, Snyder's Auto Body, Sunline, Sunset Beach Auto Salvage, Swift Auto Parts, Vander Hagg's, Inc., Van Horn Auto, Walker Auto Salvage, Waterloo Auto Parts, West Edge Auto, Wilken & Sons, Wrench N Go and Yaw Auto Salvage. A motion was made by David H. to approve these Direct Member renewal memberships as read with a second by Dave W.; motion passed. **Associate Member renewals** - AL-JON, Alter Metal, Behr Mason City, Gerda, Hollander, LSB Financial, Metro Salvage Pool, Quality Recycled Parts, Recycled Parts Plus, Shine Bros. and Trissel Graham & Toole. A motion was made by David H. to accept these Associate Member renewal memberships as read with a second by Eric; motion carried.

Kelly then presented the board for a vote on Leon Recycling (Leon, IA) as a new Direct Member. Jodi made the motion to accept this yard as a new direct member. Dave W. seconded the motion; motion carried. DonateACar2Charity (Escondido, CA) was presented as a new Associate Member by Kelly. After some discussion, a motion was made by Mike S. to accept them as a new associate member with a second from Andy; motion carried. This brings the total of

Direct Members to 62 and Associate Members to 38.

Kelly then gave a Fall Outing update to the board members. She reported there were 75 registered attendees. IAR had a net profit with \$775 still due yet. After that is collected, Kelly will send out a final report.

Kelly reported on the Who's Who revenue update. She will continue working on the directory and ad placements. She also said the holiday cards from the IAR have been sent out.

There will be a CMARC conference call on Tuesday, December 8th according to Kelly. She asked for ideas for educational programs and training sessions to be offered. Some ideas thrown out were: collection of bad debt training, employee definition training, lobbyist education.

Mike W. asked Jodi for a report on the PAC fund. Jodi stated that everyone has paid for the Fall Outing auction! There was some discussion on offering other payment options such as credit card and Pay Pal for donating to the PAC fund in hopes of getting more people to donate. It was decided that Jodi and Mike S. would put together a Pay Pal plan and email that to all the board members to review. Joel will check with the bank for fees involved with using Pay Pal and get back to the board on that.

Scott reported that Jim Piazza is working on his contract proposal and will contact Scott soon. The Legislative Committee will then meet and make their recommendation to the IAR board for Jim's contract for 2010. Scott believes Jim appears to want to keep it close to the same level of participation and cost as his contract for 2009.

Mike S. made a motion to adjourn; Scott seconded it; motion carried. The meeting was adjourned at 10:52AM.

Respectfully submitted,
Jeff Smid, Secretary

The President's Pitch

By Mike Waterbury
Sandhill Auto Salvage, Tama

On behalf of the Iowa Automotive Recyclers, I bring you an update from the president's desk. It seems as the weatherman states "winter" begins, it seems snow or precipitation is the regular forecast. Numerous snow storms and frigid temperatures are sure to drive up the demand for parts. May your business continue to be prosperous in this New Year.

The board of directors continue to work on increasing the PAC Fund. This fund is used for our political action at the state house. Let your voice be heard! All contributions can be made by a personal check or using pay pal. All contributions are greatly appreciated as another year is getting ready to start at the state house. I am sure there will be updates through e-mails of how things are progressing at the state house.

The cash for clunkers continue to be a focus for us. The Obama administration is attempting to increase the time allotted for having the cash for clunkers demolished. It appears no ruling has been made on this yet but there should be one made by the first of February. Mike Swift continues to collect the totals of cash for clunker for the Department of Justice. If you have not reported your numbers to him please do so. I believe at last count he was still trying to account for 6,720 cars. Thank you for taking the time to assist him with this effort.

The CMARC convention is scheduled to take place April 29-May 1. Please check our website for further details. I hope to see

you all there. There have been many individuals putting a lot of time and effort to insure it to be a success. I believe it will be an educational and great networking opportunity for all of you.

Sue Schauls continues to work hard at getting yards I-Care certified. Her program has been picked up by many other states and continues to grow. I have had insurance companies express an interest in the I-Care program and possibly be giving cash back incentives if your yard is certified. If you haven't had a chance to meet Sue she will be at CMARC. I strongly suggest getting on board with the environmental side of things as the going "Green" movement continues.

Thank you for all your efforts put forth to the Iowa Automotive Recyclers.



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From the Executive Director's Desk

By Kelly Salseg

Iowa Automotive Recyclers Award Educational Scholarships (2009)

Each year the Iowa Automotive Recyclers award scholarships to assist IAR Direct member's children, and the children of their employees, with the cost of a post secondary education.

At this time in our country, many colleges that do not have large endowments are cutting back on scholarships, grants and other forms of financial aid available to students. In addition, states are also experiencing a budget crisis and cutting funding to colleges in the form of state tuition grants. That's why these

scholarships are more important than ever.

IAR is proud to be able to support the recipients of this years scholarships and we invite you to...

Meet Our Scholarship Recipients!

Derek Kosters. Derek's father, David Kosters, has been working at Lems Auto Recyclers, Doon, Iowa, since 1997. Derek is currently attending Northwestern University and is studying to be a Chiropractor. Derek has an expected graduation date

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**David Crowder, Branch Manager
Auctions: Tuesdays, 10:00am**

of December 2012. Upon graduation Derek hopes to join a chiropractic practice and eventually open his own practice. Although busy with his studies, Derek finds time to volunteer for various causes such a domestic abuse prevention and hunger relief.

Erin Snyder. Erin is the daughter of IAR member, Tom Snyder, owner of Snyder's Auto Body, 1526 E. Washington Street in Clarinda, Iowa. Erin is currently attending the University of Northern Iowa where she is studying Early Childhood Education, with an expected graduation date of spring 2012. In order to help pay for her education Erin works concessions at college events and has two pt positions she works while on school breaks. Upon graduation, Erin wants to remain in Iowa and secure a teaching position in a small town close to her family.

Jessica Snyder. Jessica is the daughter of IAR member, Tom Snyder, owner of Snyder's Auto Body, 1526 E. Washington Street in Clarinda, Iowa. Jessica is currently enrolled at Webster University where she is majoring in Photography, and expects to graduate in May of 2010. Jessica has a PT position with Picture People ad well as an on campus job. Although busy with her academic career and part time jobs. Jessica makes the time to volunteer for Meals on Wheels, Faith Food & Fellowship, and participates in Webster University Community Service Day. Upon graduation

Jessica hopes to find a job working as a photographer with a studio or publication.

Stephanie Till. Stephanie Till's mother, Rachel, is employed by IAR member Nugent Auto Sales, Inc., 115 South Clark, Maquoketa, Iowa. Stephanie is currently attending the University of Iowa and majoring in Therapeutic Recreation. Stephanie is on track to graduate in June of 2012. Stephanie participates in an organization called "Dance Marathon" which raises funds for children with cancer and is active in her church youth program. Upon graduation Stephanie would like to secure a position in the therapy department of a hospital.

Up to \$5,000.00 will be awarded in scholarships for the fall term (2010). Winners will be informed by mail in May of 2010. Any questions regarding the scholarships or application should be directed to:

IAR Scholarship Committee
Attn.: Jodi Kunde,
55 West 32nd Street
Dubuque, Iowa 52001.
(iarscholarship@gmail.com).

All applications must be complete and received by the IAR scholarship committee by midnight, March 1, 2010 to be considered.

Scrap Commodities Market Report

January 2009

Approximate Pricing

Crushed Cars	150.00 NT	Copper Radiators	1.30/LB
Prepared Iron	200.00 NT	Aluminum Case Transmissions	0.15/LB
Motor Blocks	140.00 NT	Dirty Aluminum	0.20/LB
Aluminum Rims	0.70/LB	Batteries	0.20/LB
Aluminum Condensers	0.55/LB	Lead Wheel Weights	0.40/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.

IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP

APPLICANT CRITERIA:

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

EITHER:

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

OR

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

APPLICANT GUIDELINES:

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

All candidates will be required to submit a complete application package, which includes a completed application form, transcripts, essay and two recommendation forms to:

IAR SCHOLARSHIP COMMITTEE ATTN: JODI KUNDE 55 WEST 32ND STREET DUBUQUE IA 52001.

You may e-mail any questions to Jodi at iarscholarship@gmail.com.

DEADLINE DATE:

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

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

SCHOLARSHIP SELECTION:

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

IOWA AUTO RECYCLERS SCHOLARSHIP APPLICATION

NAME: _____
(First) (Middle) (Last)

MAILING ADDRESS: _____

HOME PHONE: _____ CURRENT GPA _____

DATE OF BIRTH: _____ GENDER: MALE / FEMALE

CURRENTLY ATTENDING: _____
(INDICATE HIGH SCHOOL OR OTHER SCHOOL)

HIGH SCHOOL HONORS, AWARDS, AND ACTIVITIES:

COMMUNITY SERVICE AWARDS AND ACTIVITIES:

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

SCHOLASTIC INFORMATION:

ACT TEST SCORE _____ SAT TEST SCORE _____

RANK IN CLASS _____ # OF STUDENTS IN YOUR CLASS: _____

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

OFFICES AND POSITIONS OF LEADERSHIP (STATE NAME OF ORGANIZATION AND YEAR,

EX: BAND 9, 10)

WHAT ARE YOUR SHORT AND LONG-TERM CAREER OBJECTIVES?

WHAT DO YOU SEE YOURSELF DOING FIVE YEARS FROM NOW?

ANY ADDITIONAL INFORMATION WHICH MAY BE USEFUL TO SCHOLARSHIP COMMITTEE:

SCHOOL YOU WILL BE ATTENDING: _____

ANTICIPATED MAJOR: _____ EXPECTED GRADUATION DATE: _____

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

START DATE? _____

WITH WHICH DIRECT MEMBER/YARD ARE YOU AFFILIATED?

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

APPLICANTS SIGNATURE: _____ DATE: _____

**RECOMMENDATION FORM
IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP**

NAME OF APPLICANT: _____

SCHOOL: _____

HOW LONG AND IN WHAT CAPACITY HAVE YOU KNOWN APPLICANT:

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

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

SIGNED: _____

DATE: _____

TITLE OR POSITION: _____

SCHOOL VERIFICATION

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

ACT TEST SCORE: _____ SAT Test Score: _____ Rank in Class: _____

OF STUDENTS IN APPLICANTS CLASS: _____

Signed: _____

Position: _____

Work Place Sign Posting

By Sue Schauls

Federal Requirements

Every employer covered by the non-discrimination and EEO laws is required to post on its premises the poster, **“Equal Employment Opportunity is the Law.”** The notice must be posted prominently, where it can be readily seen by employees and applicants for employment. The notice provides information concerning the laws and procedures for filing complaints of violations of the laws with the Office of Federal Contract Compliance Programs.

(Reference <http://www.dol.gov/ofccp/regs/compliance/posters/ofccpost.htm>)

To download the required sign, visit the website

at: <http://www.dol.gov/ofccp/regs/compliance/posters/pdf/eeopost.pdf> (in English)

<http://www.dol.gov/ofccp/regs/compliance/posters/pdf/eeosp.pdf> (in Spanish)

On November 21, 2009, a new federal law titled the **“Genetic Information Nondiscrimination Act”** (GINA) went into effect. The new law prohibits the intentional collection of genetic information about job applicants and employees, and use of genetic information in employment decisions. According to the EEOC, “genetic information” includes, for example, information about an individual’s genetic tests, genetic tests of a family member, and family medical



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ASSOCIATION NEWS

The Iowa Automotive Recyclers News

history. Genetic information does not include information about the sex or age of an individual or an individual's family member, or information that an individual currently has a disease or disorder.

To download the required sign, visit the website at: http://www.dol.gov/ofccp/regs/compliance/posters/pdf/Supplement_English.pdf (in English)

http://www.dol.gov/ofccp/regs/compliance/posters/pdf/Supplement_Spanish.pdf (in Spanish)

State of Iowa Requirements

Iowa workforce Development has compiled workplace appropriate signs available to download. View the list of signs at: <http://www.iowaworks.org/requesters.htm>. Some signs are required and others are recommended.

A state of Iowa "9-in-1" poster, which includes all state and federal required labor and employment law notices, is now available at no cost to Iowa employers. The poster includes all current language including the federal Family and Medical Leave Act revised in 2009 but does NOT include the new GINA Law (use the supplement poster).

Iowa Workforce Development provides this all inclusive poster as a convenience for Iowa employers. Copies of the poster can be obtained at any one of the 55 Iowa Workforce Development Centers across the state. www.iowaworkforce.org.

The mandatory **Iowa Smoke Free Air Act poster** is not included in the 9-in-1 regulatory poster



as the smoke free poster is designed to be displayed where customers can view the information.

Sample signs

can be obtained at <http://www.iowasmokefreeair.gov/signs.aspx>.

Prominently display required informational posters in an area in which all employees have access. Recommended but optional poster may be display too.

WELCOME TO IAR'S NEW MEMBERS

DIRECT MEMBER LEON RECYCLING & AUTO PARTS LLC

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Leon, Iowa 50144

Contact: Kyle Norman – Owner/Manager

Phone: 641-446-7557

Fax: 641-446-7557

Email: k-norman20@hotmail.com

Web: www.leonautoparts.com

ASSOCIATE MEMBER DONATE A CAR 2 CHARITY

2120 W. Mission Rd., Suite F-G
Escondido, CA 92029

Contact: Cassandra Mooney,

Executive Director

Phone: 877-505-5775

Fax: 866-347-0351

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Web: www.donateacar2charity.com

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End-of-Life Vehicle Solutions (ELVS) Program

Many vehicles manufactured prior to 2003, including all GM vehicles prior to 1999, used mercury in the hood and trunk lighting switches. These switches must be removed prior to the vehicle being recycled.

Under Iowa law, you are entitled to receive **five dollars** for every mercury containing convenience lighting switch sent in for recycling. The postage and recycling costs as well as the five dollar bounty are all paid by auto manufacturers.

Due to GM's bankruptcy the \$5 bounty was not paid for GM switches that were sent to ELVS in July, August and September. However, Motors Liquidation ("old GM") has rejoined the ELVS program and the bounty is again being paid on all mercury switches submitted. Those of you who sent in switches in July, August or September will be paid for bounties that are owed to you over the next few months.

Send in your buckets!

Please check the start date (the day the first switch was placed in the container) of your collection container. If you are nearing or have past one year from the start date, ship the container and the list of VINs by scheduling a pick up with UPS

and using the prepaid shipping label that came with the collection container. A replacement container will be sent to you at no cost.

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ASSOCIATION NEWS**The Iowa Automotive Recyclers News****Iowa law requirements:**

- All mercury containing switches from trunk and hood lights **must** be removed prior to delivery of the vehicle to the scrap recycling facility unless the switch is inaccessible due to damage to the vehicle.
- Participation in the program is **required** for anyone that is in the business of acquiring, dismantling or destroying six or more vehicles in a calendar year for the primary purpose of resale of the vehicle's parts.
- Mercury switches may not be stored for more than one year.

Contact information:

- For questions regarding the Mercury Free Recycling Act, contact:
Theresa Stiner,
Iowa DNR, 515/281-8646,
Theresa.Stiner@dnr.iowa.gov
- For questions regarding shipping, collection containers, or payment; contact:
Judi Zaborowski
EQ Industrial Services Inc. at 734/547-2511
502 East 9th Street
Des Moines, Iowa 50319-0034
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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.



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Signature: _____

**Please return this form with your membership check to:
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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.

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IAR Member News

Sandhill Auto Salvage: Best wishes to Mike Waterbury who is celebrating another year on February 4th – Happy Birthday Mike!

Spilman Auto Parts: Join everyone at Spilman Auto Parts in wishing Eric Piper a Very Happy Birthday – February 23rd.

Swift Auto Salvage: (*This article recently featured in Vol 3 Issue 4 of Straight Talk About Treating Liver Tumors*) **SWIFT FAMILY JOURNAL OF HOPE:** Our story starts in 2007.

Dale had problems with hiccups and swallowing for about three months. We were planning our 50th high school class reunion (we graduated together), and Dale decided to wait until it was over to go to the doctor. His appointment was May 16 with Dr. Schoon, who scheduled a colonoscopy and gastroscopy. I was waiting for him in the visitor room thinking Dale's prognosis would be acid reflux. The doctor came out and told me he was sure Dale had cancer of the esophagus – that took my breath away!

The nurse called our son Steven, who notified our other son Michael and daughter Susan. They came immediately to the hospital. We also have another daughter - Wendi - I had better mention her or she will get mad! The nurse then made the necessary appointments with the Oncologist, and scheduled a CAT Scan for June 1, 2007. After the CAT Scan, we went to see the Oncologist - Dr. Matthew Hill. We liked him instantly. At that time he said only the esophagus and lymph nodes near the tumor were affected. He said we could expect chemo, radiation, and perhaps surgery along with a feeding tube. He said the cancer was treatable, but not curable. I am a nurse and the thoughts of all this were overwhelming.

June 6, a PET Scan was performed. We were told by our Radiation Oncologist there were three spots on Dale's liver. At that time we wondered why PET Scans are not done first before CAT Scans? **June 13**, we had a meeting with Dale's Radiologist, Dr. Philip Colletier, who has since become a very good family

friend - we think he is the best. He told us radiation for Dale would be on the esophagus; and chemo for the liver lesions (Dale prefers the word 'lesions' over 'tumors'). Dale was then tattooed for radiation. **June 20**, was our first day of treatment. We decided we must have positive thoughts and for Dale to stay as busy and active as possible. We own an auto salvage business and Dale continued working throughout most of his treatments. Dale had 30 subsequent radiation treatments. **June 25**, an infusion port was inserted for chemo. **June 26**, chemo started. Dale sat

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for 4 hours after which he was hooked up with 5FU for 96 hours. He carried it with him. He took EMEND, an anti-nausea drug and he was never sick. However carrying the bag was a pain in the neck. He figured out how to shower and sleep with the bag on. Our family encouraged Dale every day. While still carrying the bag, the family convinced Dale to travel to Newton, Iowa (about 45 minutes from our home) to watch our son drive a race car. After watching our son, we drove back to the hospital to have the infusion pulled. After this was done, Dale felt good enough to go downtown to Des Moines' Art in the Park. But we had done too much and Dale was exhausted. In the future we decided we needed to slow down a bit - after all he has cancer! **July 1**, our 47th wedding anniversary. The affects of the chemo treatments finally caught up with Dale. He was tired, weak, clammy, and had lost his appetite. Much of July

during radiation, I usually drove him - he was just too weak. We realized Dale needed more rest than what he was getting - we will slow down - promise! **July 6**, the day of radiation, we saw Dr. Hill (our Oncologist). Dale had lost 20 pounds and was so weak. He was admitted to the hospital and was given IV's for dehydration and low potassium. He was in the hospital for 3 days. He began to feel better and started eating and gaining weight. We have a home at the Lake of the Ozarks and we continued to travel there (about 5.5 hours) between radiation and chemo. This is Dale's favorite place to be. **July 26**, chemo again (here we go). Cisplatin and 5 FU. It seems like after all of Dale's chemo treatments he gets weak, dizzy and crabby! After IV fluids, he feels great. He takes EMEND before chemo and has not been nauseated or sick. **August 1**, Dale's last radiation. He had another 3 day hospital stay for IV fluids. The

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night he came home, we went to a wedding and then a street dance. I am sure you are wondering if I ever let the man rest! Dale continued working - some days only a half day. The middle of August I drug him to the Iowa State Fair - a family tradition - Iowa has one of the best Fairs in the United States. **August 23**, Dr. Hill found a blood clot in Dale's leg - so it was back in the hospital for 2 days. **September 4**, Dale's PET Scan shows no more lesions in the esophagus or lymph nodes. They are gone. We celebrated with a pizza party at one of our favorite restaurants. **December 4**, PET Scan shows small lesions in the liver. Dale will start chemo again - Cisplatin and 5 FU. **December 21**, Dale was sleeping at home with a 5 FU infusion going - he had our miniature Schnauzer - Lilly - on his lap. When Dale woke up and later stood up - the IV fluids didn't come with him. Lilly had chewed the tube. We jumped in the car and went to the hospital. The IV was discontinued. The hospital staff determined he had most of it. Now the nurses remember Dale as the guy whose dog ate through his IV tube! We have been to the hospital and doctors so often the past 2 1/2 years that we are on first name basis with almost everyone. **Christmas 2007** Dale was tired and had sores in his mouth. He tried to relieve the pain of the sores with gargling and rinsing his mouth for about a week. Dale felt great on News Years. **January 14**, 2008, chemo again - Cisplatin and 5 FU. This is Dale's fourth treatment. He is feeling good with no mouth sores - it seems like Dale reacts differently with each treatment. **February 15**, another chemo round. This time the mouth sores

were really bad. He never did find a satisfying treatment with either rinsing or with Orajel. **March**, Dale had a headache and unsteady gait, and feeling forgetful. We notified the doctor and they scheduled a MRI. They discovered Dale's hemoglobin was extremely low and after 2 units of blood he felt much better. Another round of chemo - number 6. Dale is halfway through. He gets tired and has no appetite. He has never been sick or nauseated - he always takes EMEND - it's a great pill! **April 22**, another PET Scan - more time for worrying. That darn spot on the liver remains. Different options - more chemo and a trip to Iowa City and study group participation. **April 28**, round 7 of chemo. Dale continues to work and goes to car auctions. He gets tired and the mouth sores cause much pain. **May 7 & 8**, dehydration and low hemoglobin again. IV fluids with 2 units of blood. After round 7 of chemo - the mouth sores worsen. **May 18**, we went out to eat and Dale downed two beers. The mouth sores are better and his appetite is good. No doctors until **June 20** - yea! Dale has had a mustache and beard for 40 years - half of the mustache is gone. Our grandson called him half-stash. His barber friend shaved off the beard - hard to get used to him clean shaven! The chemo eats up the red cells. Dale needs 2 more units of blood. **June 23, July 7-8**, chemo - same as before. **July 9**, off to the University of Iowa hospital in Iowa City for their thoughts. The doctor was very impressed by how healthy Dale looked. Dale told the doctor he has tingling in his fingers and toes. It was determined he has Neuropathy - nothing seems to help. Our doctor in Iowa City thinks Dale should have a different type of chemo. We will wait until after the next PET Scan. **July 29**, PET Scan results - lesions are larger with a small lesion on his liver. The rest of the PET Scan was clear. **August 5**, chemo for 4 hours. Dale is on a new chemo - Taxol. No mouth sores this time. **August 7**, the doctor recommends CyberKnife procedure on the tumor and we begin prep work. CyberKnife treatment is a non-invasive alternative to surgery for the treatment of tumors. To prep for this procedure, gold fiducial markers are put around the tumor in the liver.

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August 25, 2 more units of blood - low hemoglobin again. **September 3**, Dale begins the CyberKnife procedure which was done by our favorite Radiology Oncologist - Dr. Colletier. The CyberKnife Systems computer controlled robot slowly moved around Dale to the various locations from which it delivered radiation to his tumors. Dale had to lie flat on his back during the treatment. This procedure was done over a period of 3 days. The first day the procedure lasted for 6 1/2 hours. **Days 2 & 3**, the procedure was the same and lasted for 4 1/2 hours each day. He had no side effects - only a back ache from lying on the table. **September 11**, chemo again for 6 hours. Dale is tired from this treatment, and has 2 more units of blood. **October 10**, another 6 hours of chemo. **October 22**, another PET Scan. The CyberKnife procedure was successful with only one small tumor left on the liver. We will visit with the doctors about Dale's options. **November 1, 2** more units of blood platelets and no chemo until next week. **November 20**, chemo today - could be the last time. Dale's bone marrow was good - let's keep it that way! We have no doctor appointments or treatments until **February 2009** - yea! **February 17, 2009**, Pet Scan results - only one spot on the liver and no new ones. **February 24**, consulting with the surgeon. Dr. Kollmorgan told us that Dale "Beat the odds." He also told us that sur-

gery on the liver to remove the remaining tumor when the cancer on the liver is a result of esophageal cancer, typically isn't successful. **April**, we travel back to Iowa City to discuss SIR-Spheres microspheres procedure. Dr. Halfdanerson felt this was a procedure Dale should pursue. This procedure is an innovative means of treating liver cancer. In cases where it is not

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possible to surgically remove the liver tumors, SIR-Spheres microspheres can be used to deliver targeted, internal radiation therapy directly to the tumor. This therapy is called Selective Internal Radiation Therapy also known as SIRT. This technique uses millions of tiny polymer beads or microspheres which contain a radioactive elements. SIR-Spheres microspheres are very small, approximately 32 microns in size, and are about one-third the diameter of a strand of hair. Medicare denied payment for the Spheres procedure. However, Suzanne (bless her heart) said she would help appeal. We told the doctor to proceed with the procedure. **May 14**, travel to Iowa City for the pre-Spheres procedure. All went well, and the Spheres procedure will be done on **May 27**. **May 27** - the Spheres procedure is initiated. A small catheter was guided into Dale's liver and the SIR-Spheres microspheres were infused through the catheter. The microspheres were carried by the bloodstream directly to the tumors in his liver where they lodged in the small vessels feeding the tumor and delivered their dose of radiation. SIR-Spheres microspheres selectively irradiate tumors and therefore have the ability to deliver more potent doses of radiation directly to the cancer cells over a longer period of time. This procedure was done on an outpatient basis. Dale had no side affects. **May 30**, 2 year anniversary since discovering the cancer and Dale is feeling great after the Sir-spheres procedure. **July 9**, 2 more units of blood. **July 29**, PET Scan shows the tumor is gone on the liver – the PET Scan is clear. We are so grateful to everyone - what a wonderful team. **September**, shortness of

breath - low hemoglobin again – 2 more units of blood. **October 20**, CAT Scan **October 22**, waiting for results of CAT Scan in Dr. Hill's office - as always we worry as we wait for the results. Great news - Dr. Hill calls Dale the "Miracle Man!" No cancer - the CAT Scan is clear! What a 2 /12 year ride. Dale was diagnosed Stage 4 esophageal cancer with metastasis to lymph node in the area of the esophageal tumor and 3 spots on his liver. 11 rounds of chemo - thousands of dollars 16 units of blood - more thousands 30 rounds of radiation - more dollars CyberKnife and Spheres - thousands and thousands of dollars As a result of the above - Dale is in remission - PRICE-LESS!! We decided in 2007 when our journey started that we would have a jewelry party (our daughter sells a line of jewelry) and donate the proceeds to a cancer fund. Dr. Colletier said there are so many people going through cancer treatments who are having a hard time paying for medical treatments and incidentals (wigs, gas money, traveling expenses, etc.). We started raising money for these folks who needed assistance - calling it 'Dale's Slush Fund'. Dr. Colletier is in charge of the funds and it is up to him to determine the recipients. Over the past 2 1/2 years we have been able to donate around \$10,000.

A big thanks to our children, grandchildren, family, friends, the auto recyclers, and the many people that prayed for Dale! Remember you can't fight cancer if you don't have HOPE.

Dale and Gretchen Swift



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Clunker Program Clogs Salvage Yards

Last summer's "Cash for Clunkers" program took nearly 700,000 cars off the road and put them into auto salvage yards. The federal program calls for the cars to be held for six months, after which they must be crushed or shredded. Nearly every car brought in under the program has fully functional parts, a potentially lucrative opportunity for the auto recycling industry. However, with only four months left until the mandated deadline, the salvage yards do not have enough time to process all the parts. "There is absolutely no way that we can process these vehicles and recycle anywhere near their potential," says Benny Cunningham, co-owner of Cunningham

Brother's Used Auto Parts. The auto recycling company normally processes about 2,500 cars per year, but it received 1,250 cars over a 45-day period at the end of the clunkers program. U.S. National Highway and Traffic Safety Administration officials are proposing an extension to the deadline that would give salvage yards an additional three months to sell parts off the clunkers. If the proposal for an extension is not approved, "we're going to have to get rid of stuff that we don't want to get rid of," says John Walrond of Shenandoah Auto Parts.

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NHTSA Proposed Crushing Extension

A final ruling on the National Highway Traffic Safety Administration's (NHTSA) proposed rule to allow disposal facilities an additional 90 days - for a total of 270 days - to crush or shred a vehicle traded in under the Consumer Assistance to Recycle and Save (CARS) program, is expected on February 1, 2010.

The US Senate has confirmed the new presidential-nominated NHTSA Administrator, David Strickland, who currently serves as senior counsel to the Senate Commerce Committee. Mr. Strickland has served as staff on the Commerce Committee and as the lead counsel overseeing NHTSA for more than eight years. As the Senior Counsel on the Consumer Protection, Product Safety, and Insurance Subcommittee, Mr. Strickland is the Senate's leading staff expert on fuel economy and vehicle safety. He played a lead role in the passage of several major pieces of legislation related to NHSTA, including SAFETEA-LU, the Highway Bill Reauthorization, which was passed in 2005. Mr. Strickland also served as the lead Senate staffer and negotiator on the Corporate Average Fuel Economy (CAFE) title of the Energy Independence and Security Act of 2007.

Scarcity to Boost Scrap Metal Prices in 2010

Scrap metal generation is expected to fall significantly this year, driving up prices for the material next year. The value of scrap steel rose from \$100 a ton in November 2008 to about \$230 a ton in November 2009, while shredded scrap currently goes for \$258 a ton compared with the July 2008 market high of \$594 a ton. The foreseen shortage in scrap metal is caused by consumers holding back from discarding cars and other household goods that make up 80 percent of supply. "Due to increasing steel output we will see more scrap demand coming in," predicts Credit Suisse analyst Michael Shillaker. "Supply side will improve as well, but it will be several million tons of more scrap coming in versus tens of millions of demand [due to production startups]." Sims Metal Management's U.K. branch is anticipating a decline of 79 million tons of scrap metal consumption in 2009. Louis Padnos Iron & Metal's Mitchell Padnos expects a harsh winter in the northern hemisphere to further dampen the supply of scrap metal because of the difficulties of transporting the material under such conditions. "Here in the Midwest, we have no snow on the ground yet, but when it does hit here, it will hit hard and that will slow down the raw material coming into the scrapyards, and that will keep supplies tight," he warns. There also is the possibility that China's use of scrap metal could increase.

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***"As long as you're going to be
thinking anyway, think big."***

Donald Trump
Attitude is Everything

Dismantlers License Law Passes in California

Just recently, a SCADA-backed bill eliminating loopholes in California's dismantler's licensing requirements was signed into law by Governor Schwarzenegger and is scheduled to go into effect on January 1, 2011.

Current law in California requires the DMV to confirm that applicants for a dismantlers license have a board of equalization resale permit, state EPA number, stormwater permit, hazardous materials business plan and a tax identification number signed by the Franchise Tax Board. However, the law also precluded the DMV from actually verifying this information. "The need for legislation became apparent when SCADA learned that less than half of the 1400 licensed auto dismantlers in California have a valid storm-water permit, as required by law", said Ron Vincent, Chairman of SCADA's Government Relation's Committee.

SCADA partnered with the state's environmental justice community, the DMV, the Department of Toxic Substance Control and the California EPA on the legislation. "SCADA's commitment to building partnerships and working collaboratively with interested stakeholders helped us pass this important legislation", said Vincent.

A complete review of dismantler license applications in California will result in improved environmental protections in the state. It will also ensure the proper collection of state and local taxes and level the playing field for all those who comply.

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***"Life is what
your thoughts make it."***

***Marcus Aurelius
Attitude is Everything***

New Refrigerant to be Used in Vehicle A/C Systems

On Oct. 13th, the U.S. Environmental Protection Agency (EPA) proposed a rule as part of their Significant New Alternatives Policy Program (SNAP) for HFO-1234yf for use in mobile air-conditioning systems. The proposed rule would designate 1234yf as a substitute for CFC-12 and R-134a. Currently, the refrigerant of choice is R-134a, which has a GWP of 1,430, while the 1234yf carries a GWP of 4. Once the EPA approves 1234yf in its SNAP, it would have to approve the refrigerant also as a new chemical entity as part of its Toxic Substances Control Act (TSCA) program.

At the moment, 1234yf is only an OEM issue. Japan is the first country to approve the new refrigerant for use in vehicle A/C systems. Toyota and Nissan will use it in new platforms going forward, particularly in the European Union, which requires new platforms introduced in member countries after January 2011 to use low global warming refrigerants.

In related news, Honeywell and DuPont developed HFO-1234yf to help the automotive industry comply with the European Union's (EU) Mobile Air-Conditioning (A/C) Directive. Beginning in 201a, the measure requires refrigerants to have global warming potential (GWP) below 150 - HFO-1234yf has a GWP of 4.

The Society of Automotive Engineers (SAE) International has also recently concluded a Cooperative Research Program (CRP) that investigated the safety and environmental performance of the HFO-123yf. SAE found that this refrigerant can be used as the global replacement in future A/C systems. According to SAE's two-year CRP1234 study, HFO-1234yf can be safely accommodated through established industry standards and practices for vehicle design, engineering and manufacturing and service.

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Other Countries Extending Their Cash for Clunkers Programs

China, Mexico and Italy extend theirs into 2010

For a year that started out in turmoil for **China**, 2009 has all indications of ending on a high note. The government boosted the industry by cutting tax on small displacement cars, resulting in consumers heading "en masse" to their nearest dealerships to pick up a subsidized vehicle.

China has overtaken the U.S. as the world's biggest market for automobiles, the first time any other country has bought more vehicles than the nation that produced Henry Ford, the Cadillac and the minivan. Now that the Chinese buy more cars and trucks than Americans, the shift could produce ripples for the environment, gas prices and even the kinds of cars automakers design. More than 12.7 million cars and trucks will be sold in China this year, up 44% from the previous year and surpassing the 10.3 million forecast in the U.S., according to J.D. Power and Associates.

2010 is likely to be an equally impressive year for the Chinese automotive industry since the government will still be promoting subsidies for rural buyers of mini vans and motorbikes. The government hopes that the farmers will trade their heavily polluting tractors in for a mini-bus - Mian Bao Che's - means "loaf of bread" because that's what their shape

looks like.

Mexico launched its own version of Cash for Clunkers in July but has not seen the same success as was experienced in the U.S. They share the same purpose: get old vehicles off the road and help the ailing automotive sector. And, in response to strong lobbying by auto dealers, the government is planning to extend their program.

The original goal was the destruction of 16,000 vehicles - real numbers by the end of November however, show that only about 5,000 vehicles have been taken out of service. The program, originally slated to expire November 30th, has now been extended.

When asked why such a low response, several factors were cited. Their program dedicated only \$40 million to the program - the U.S. spent \$2.88 billion - however, it must be noted that credit is also not as readily available in Mexico as it is here. Another factor might have been that the \$1,100 credit toward the purchase price of a new vehicle was quite a bit lower than the up to \$4,500 given in the U.S. The Mexican government is considering increasing that credit to \$2,300, but nothing definite has been decided.

Italy announced that it will extend the incentive for consumers to buy less-polluting cars (and appliances), the Industry Minister Claudio Scajola announced. He told reporters that "in January we have foreseen a measure to continue with the incentives", which were to end originally on December 31st.

The automaker Fiat S.p.A. has been the main beneficiary of the tax breaks offered to new car buyers.

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