



The Iowa Automotive Recyclers NEWS

October/November 2010

Associate Member Profile AL-JON MFG

Located in Ottumwa, Iowa, and employing 115 people in Iowa and nationally, Al-Jon has been a leader in the scrap recycling industry since 1963. With their 580 car logger, 400XL logger baler, and Impact V car crusher, Al-Jon has proven the desire to continuously improve and make the best balers and crushers for the end users.

Al-Jon didn't just perfect mobile car crushers, they invented them. Al-Jon has been serving its customers for 47 years and the mobile car crusher was their first product. Their State-of-the-art assembly building has helped them keep pace with the ever-growing demand for Al-Jon machines around the world, by providing ongoing innovation for the continuous improvement of their machines.

Successful operations in the Auto Scrap and Solid Waste recycling industry rely on Al-Jon. Since they built and designed their first car crusher in 1963 and first landfill compactor in 1981, they've followed a straightforward philosophy - Keep it simple, Build it strong. They have been true to that promise ever

since. Making the best means machines can cost more to build, owning an Al-Jon provides a higher return on investment. In the long run, it costs less to own Al-Jon.

A long time member of the Iowa Automotive Recyclers (IAR), Al-Jon recently took part in the IAR Annual Meeting and Fall

Outing held in Ottumwa. Al-Jon hosted breakfast and a tour of their facility. States Al-Jon's Curt Spry, "Al-Jon is always interested in attending conferences and meetings where we can meet multiple operators at one location. We encourage IAR to continue to offer these opportunities in places where people enjoy going. Partnering with other states is also a big benefit."

Al-Jon Mfg. contact information:

Curt Spry

15075 Al-Jon Ave.

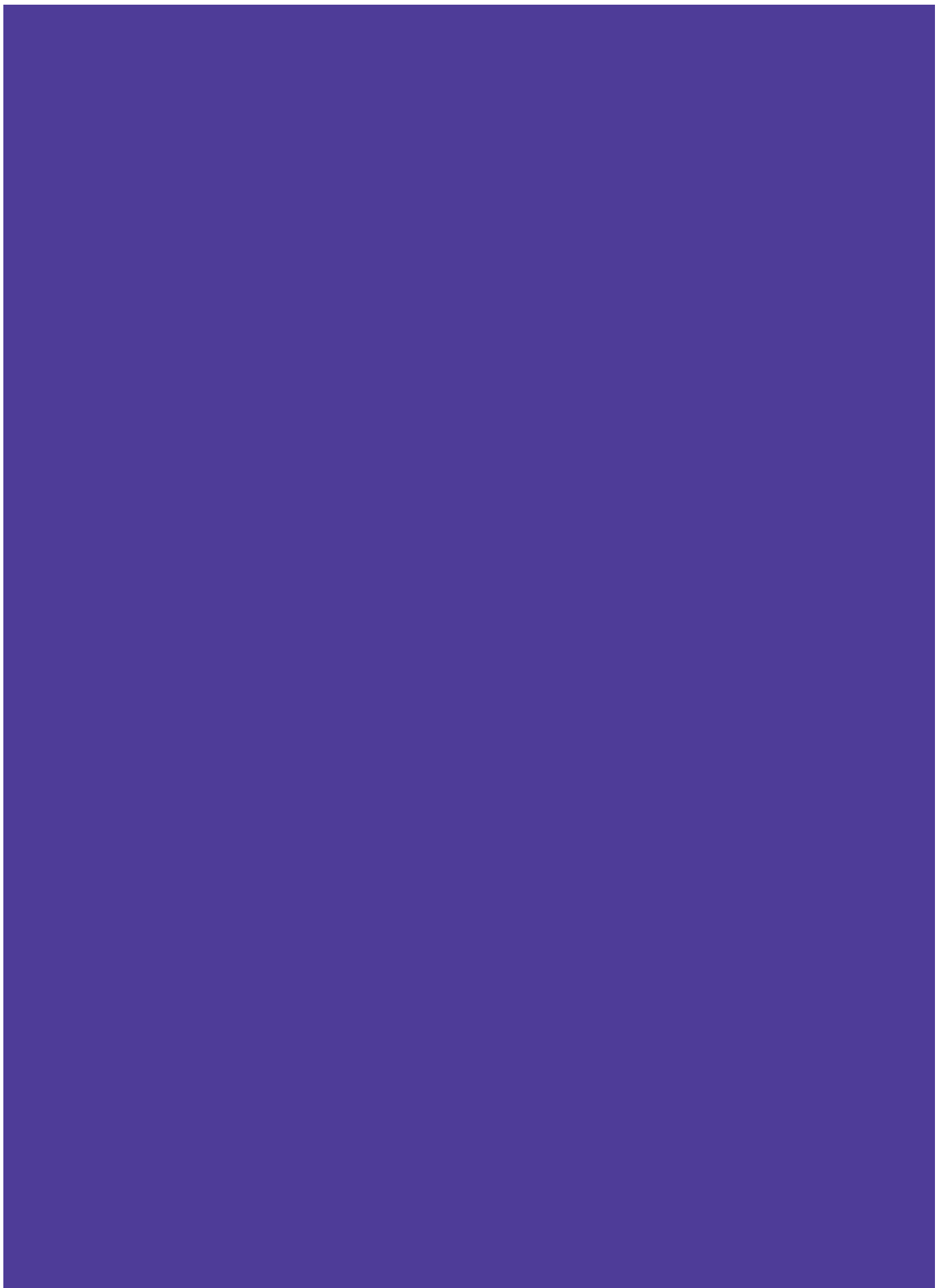
Ottumwa, Iowa 52501

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Fax: 641-682-6294

Email : info@aljon.com; www.aljon.com







**THE
IOWA
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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Executive Director

Kelly Lynch-Salseg

3333 Skycroft Circle
Minneapolis, MN 55418
Phone: 515-943-3516

Email: iowaautorecyclers@bitstream.net

Lobbyist

James Piazza, Jr.

Atty at Law
2415 Ingersoll Avenue
Des Moines, IA 50312
Phone: 515-243-2080
Fax: 515-288-9477

Email: JamesPiazzaJr@hotmail.com

Newsletter Publisher

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Fax 651-458-0125 E-mail: newsletters@rjmc.com
Ron McClellan President, Advertising Sales
Sheila Cain Vice President, Layout and Design

IAR's 2010 Board of Directors

Mike Waterbury, President

Sandhill Auto Salvage
1981 Hwy. E64
Tama, IA 52339
Phone: 641-484-2057
Fax: 641-484-5555
Email:
parts@sandhillautosalvage.com

Brent Nugent, Vice President

Nugent Auto Sales, Inc.
115 South Clark
Maquoketa, IA 52060
Phone: 563-652-2231
Email: brent@nugentautos.com

Jeff Smid, Secretary

Jeff Smid Auto, Inc.
10330 Hwy. 65
Iowa Falls, IA 50126
Phone: 641-648-2375
Toll Free: 800-528-3147
Fax: 641-648-2445
Email: jeffsmid@yahoo.com

Joel McCaw, Treasurer

Ace Auto Recyclers, Inc.
2752 S. Riverside Drive
Iowa City, IA 52246
Phone: 319-338-7828
Toll Free: 800-223-2886
Fax: 319-337-3234
Email: parts@aceautorecyclers.com

Mike Swift, Immediate Past President

Trail's End Auto & Truck Salvage
1600 N.E. 44th Avenue
Des Moines, IA 50313
Phone: 515-265-5696
Toll Free: 800-717-6505
Fax: 515-265-0817
Email: mike@trailsendauto.com

Tracy Hurst

Hurst Salvage
4019 4th Ave. West
Spencer, IA 51301
Phone: 712-262-3011
Email: hsalvage@ncn.net

Jodi Kunde

North End Auto Wrecking
55 W. 32nd Street
Dubuque, IA 52001
Phone: 563-556-0044
Fax: 563-556-5097
Email: NorthendWrecking@aol.com

Eric Piper

Spilman Auto Parts, Inc.
20311 Old Highway 2
P.O. Box 31
Bloomfield, IA 52537
Phone: 641-664-2463
Fax: 641-664-2477
Email: eric@spilmanauto.com

Tom Snyder

Snyder's Auto Body
1526 E. Washington Street
Clarinda, IA 51632
Phone: 712-542-5316
Fax: 712-542-6002
Email: snyder@iowatelecom.net

Andy Wilkens

Wilken & Sons, Inc.
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Nashua, IA 50658
Phone: 641-435-4077
Cell: 319-215-0146
Fax: 641-435-2515
Email: wilkenauto@yahoo.com

Dave Wood

Van Gorp Used Cars, Inc.
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Fax: 641-673-0450
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IOWA Automotive Recyclers Teleconference Board Meeting Wednesday, August 11, 2010 10:00 AM

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

LEGISLATIVE COMMITTEE: Mike W. said he, Mike S., Scott and David H. would be meeting on Thursday, August 12th with the DOT people along with Jim Piazza at 9:00 in Ankeny. They will be discussing salvage pools and non-regulated junk car buyers. Scott said the DOT told him that we would like their discoveries and ideas they've come up with. Mike S. said they would let everyone know the outcome of the meeting.

SCHOLARSHIPS: Jodi updated the board on the scholarship applications. She's had 6 applications and her committee recommends we give \$1,000 per scholarship for a total of \$6,000. Mike S. made a motion to approve the six \$1,000 scholarships to be given with a second from Tracy; motion carried.

INSURANCE: Mike W. talked about liability and workman's comp insurance for Kelly, our executive director. Kelly said she is not considered an employee but an independent contract worker if that would make

a difference. Mike S. will ask Jim Piazza at their meeting on Thursday what he thought and Mike W. said he would do more research on it by talking to Adam at Petersen-Hill Insurance. David H. made a motion to table the decision until further information is available. Brent seconded the motion; motion carried.

FALL OUTING: Kelly reported that registrations will be mailed next week. She said she is still looking for sponsors and has only had a few so far. She asked that the board members try to get sponsors also from their contacts. She will get sponsor information to the board members soon.

Friday, September 24th, will be an on-your-own tour of Smith Auto Parts hosted by Tim. Happy hour will begin at the Hotel Ottumwa at 4:00 p.m. and run until 7:00 p.m. The board meeting will be Sat. at 9:00 a.m., September 25th at the Hotel Ottumwa. There will be 2 tours with the first beginning at 10:30 a.m. at Aljons in Ottumwa then a bus will take members to Spilman's at 11:30 a.m. Spilman's will serve lunch there. At 1:30 p.m. River Collections will conduct a seminar at Spilman's and Car-Part.com will conduct another one at 2:30 p.m. Buses will leave Spilman's at 3:30 p.m. for Ottumwa with the dinner and auction beginning at 5:30 p.m.

Mike S. said there will be golf for anyone interested on Sunday morning, September 26th.

OTHER BUSINESS: Mike S. said the IIADA is having their annual golf tournament on Friday, October 1st and it would be good to have a few groups from the IAR participating. Kelly said they are looking for hole sponsors or drink ticket sponsors. After some discussion, David H. made a motion to give \$300.00 as sponsorship money to be used at the discretion of the IIADA; Mike S. seconded the motion; motion carried. Kelly will forward the application to Joel so he can send a check with it to the IIADA.

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Manager

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Jodi brought up the need for names for board positions opening this fall. Jodi, Jeff, Joel and Tom will be ending their terms in 2010. Since Jeff and Joel are officers, they can remain on the board and both agreed to do so. The by-laws specify that board members can only serve 2 consecutive 3-year terms. After a lot of discussion and ideas to keep valuable members on the board such as switching positions, changing the by-laws, creating a new position, it was decided to see if there are new people interested in getting on the board along with finding a way to keep the current ones. Mike S. will make some calls to people then it will be discussed again at the next meeting.

CMARC: Kelly and Joel reported that the gross income to distribute between the 3 state associations. The 2011 host state is Illinois which would normally mean they would be in charge of the finances. Kelly has talked to Michelle about this but nothing was decided on it yet so the question arose about dissolving the current

checking account or keeping a balance in there. There are still a couple of uncollected monies but Kelly didn't feel there was a probably chance of collecting those. If money does come in, that can be further divided among the 3 states or give it toward the 2011 convention. Kelly also said the other associations are anxious to get their cut as soon as possible. Joel will check into what the minimum balance would be to maintain the account without paying fees on it. Kelly will set up a conference call for the committee to talk about the finances and to wrap up the 2010 meeting and do some planning for 2011. She will try to get a call arranged for Wed., August 18th. Mike W. thanked Joel for all the work he did handling the finances for this year's meeting.

There was a motion by David to adjourn with a second from Jodi. The meeting was adjourned at 11:21 a.m.

Respectfully submitted,
Jeff Smid, Secretary

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The President's Pitch

By Mike Waterbury
Sandhill Auto Salvage, Tama

I can't believe yet another summer has come and gone so quickly. After a fun filled summer many of us are falling back into our work habits. The ever changing industry doesn't seem to have taken a vacation. As technology progresses there are so many different options to choose from when it comes to marketing, software, shipping, inventory, and the list goes on. It seems that one just gets something mastered or you think you have it mastered when something new and better comes along. A lot of the new way of doing things requires some of us that have been around for years to step out of the box and develop a trust. It isn't always easy. I can speak of personal experience as we change things in our yard. Change greets us with a smile resulting in pain for those who are trying to carry it out. The one thing I have tried to remember when changing something what is the overall goal and how will this assist me in achieving it. I can't preach enough about taking the time to educate yourself about the happenings of the industry.

Cash for Clunkers has become a thing of the past, by now you should have all of them crushed. It seems that one of the main things the auditor maybe look-

ing for is the NMTVIS REPORTING. One needs to make sure they reported them properly. It is important that the status change gets changed to crushed.

On August 12 myself, David Hesmer, Scott Frank, Mike Swift, and Judy Wilson (IIADA) met with the Iowa Department of Transportation in regards to unregulated car buyers. The meeting went well and gave me the impression that we are getting closer to gaining changes with the regulations.

Once again I would thank all of those who donate their time in making this association a success and for those of you that have contributed to the PAC FUND. It takes all of us to make this association a success.

Scrap Commodities Market Report - August 2010 (Approximate Pricing)

Crushed Cars	165.00 NT
Prepared Iron	205.00 NT
Motor Blocks	135.00 NT
Aluminum Rims	0.70/LB
Aluminum Condensers	0.50/LB
Copper Radiators	1.25/LB
Aluminum Case Transmissions	0.12/LB
Dirty Aluminum	0.15/LB
Batteries	0.15/LB
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* This Report is for the sole purpose of informing members of current metal market activity.

** For more accurate and current pricing call your scrap metal vendor.

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I LUV USED

From the Executive Director's Desk

By Kelly Salseg

With the sun shining bright and a cool August breeze blowing through my window, it's almost inconceivable that by the time this article is being read I will be preparing the "end of year" work for the IAR. There are a couple of projects being worked on in the IAR office that I'd like to mention.

2011 Membership Renewal:

You will soon be receiving your 2011 IAR membership renewal notice. When you receive your notice please do your best to fill this out and return to IAR 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 2011 IAR Who's Who In Salvage Membership Directory & on the IAR web site. ***IAR must receive your 2011 renewal notice and membership fee no later than December 31, 2010 in order to guarantee your listing in the directory.*** Which brings us to...

2011 IAR Who's Who In Salvage Membership Directory:

The IAR Who's Who In Salvage Membership Directory is mailed to insurance adjusters, body shops, mechanical repair shops and automotive recyclers in Iowa (and beyond). In addition to the hundreds of copies mailed out at the beginning of each year, the IAR office receives numerous requests for the directory from various companies through out the year.

Immediately after this article you will find the Who's Who Advertising Rates & Order Form. This is

an easy and cost effective mode of advertising that is guaranteed to reach your target market – so fill it out and send it in. Don't let this great advertising opportunity pass you by.

Please make a couple of notes:

- 1) the deadline for placing an ad in the directory is December 31, 2010,
- 2) many of you that have placed ads in the directory in the past have used the same b/w art work for many years. This causes the quality and clarity of your ad to decrease from year to year. I STRONGLY encourage you to submit new art work this year to make sure your advertisement is the best that it can be.

Thanks for your attention and hope you will find the time to enjoy all the wonderful things the fall season in the Midwest has to offer.

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<input type="checkbox"/> Full Page (3 3/4" wide x 6 1/2" high)	\$250
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<input type="checkbox"/> One-Fourth Page (3 3/4" wide x 1 5/8" high)	\$100

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North Iowa Leading the Way in Bulb Disposal

By Sue Schauls

Spent fluorescent bulbs contain mercury therefore require special handling as waste. Every salvage yard should observe these special requirements and recycle the bulbs as Universal Waste (like mercury switches). By doing so, the yard can avoid managing the spent bulbs as hazardous waste including costly TCLP laboratory analysis.

Generators of universal waste are exempt from certain requirements routinely applied to hazardous waste and instead are subject to streamlined stan-

dards for storing, labeling of waste containers, preparing and sending shipments of universal waste off site, employee training, and response to releases.

The Landfill of North Iowa in Clear Lake, Iowa has taken spent bulb management one step further and provided economical recycling services for all mercury –containing lamps at the landfill. For Household Hazardous Waste generators including salvage yards that are Conditionally Exempt Small Quantity Generators (CESQGs) – those generating



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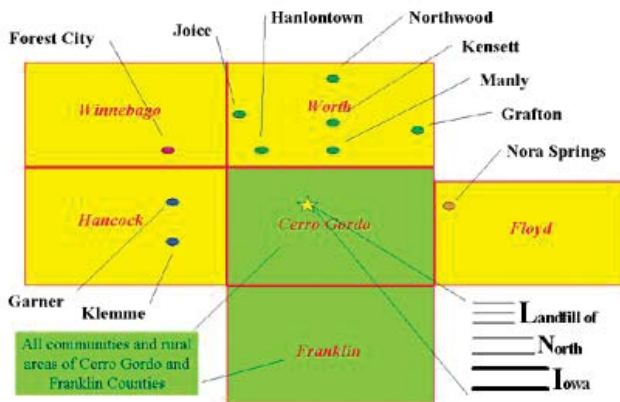


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ASSOCIATION NEWS

The Iowa Automotive Recyclers News



less than 220 pounds per month of hazardous waste – the Landfill of North Iowa will accept small bulbs (under four foot) for 35 cents and larger bulbs for 65 cents each from anyone in their service area.

Those outside of the service area can contact their local landfill or continue to use pre-paid shipping boxes.

Why is it important to manage spent bulbs?

- EPA regulations require bulbs to be managed to prevent exposure of mercury to the environment and to protect employees.
- Mercury poisoning is a serious ailment that can be avoided by following simple precautions.

How do we manage spent bulbs?

- Spent bulb boxes are marked “Used Lamps.”
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Cody Schmit Scholarship Fund Established

Joe and Billie Schmit, owners of JBS Auto Parts, Inc. of Britt Iowa, Lost their son Cody on July 1st, 2010. He was 16 years old on June 26th. Cody was helping change tires on a large pontoon trailer. The pontoon slipped off the blocks and landed on Cody, trapping him. He was in critical care until his passing.

Cody played football, competed in track, raced an IMCA stock car, was a member of FFA and 4H, loved hunting and fishing, and most of all loved working on his truck and 1969 Chevelle. He spent a lot of time at the salvage yard whether it was on his demo cars and train cars or actually working to earn money to support all of his hobbies!

When he passed, he was able to help many other people through the Iowa Donor program. He is also helping his classmates and students in the future. The Cody Schmit Scholarship Fund was set up so he could continue helping others for years to come.

His 2002 Silverado 2500 HD that he purchased himself was raffled off for the scholarship fund. 1200 tickets were sold at \$20 each. The drawing for the raffle was at the I35 Speedway in Mason City, Iowa on September 26, 2010.

If anyone is interested in making a donation please contact JBS Auto Parts, Inc. at 1-800-392-8833 or send to 1085 Highway 18E, Britt, Iowa 50423. Checks can be made payable to The Cody Schmit Scholarship Fund.

Thank you for your support,
Joe, Billie, and Kellie Schmit

IAR Member News

BOYES AUTO & TRUCK WRECKING:

Happy 29th Anniversary to (August 1, 1981) to owners Fred & Kim Boyes!

NUGENT AUTO SALES: Birthday Greetings to owner Brent Nugent who will celebrate another trip around the sun on September 16!

QRP OF WISCONSIN: QRP of Wisconsin is looking for help - help from direct IAR members in bidding Iowa auto salvage on the QRPVMS site. Contact Roger Ross at ross.qrp@gmail.com for details on how direct IAR recycling members can participate, no registration or sign-up fee.

"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. as long as well. Email (iowaautorecyclers@bitstream.net) or phone (515-943-3516) the information in!



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THE UN-COMFORT ZONE with Robert Wilson Good Habit - Questionable Motive

I would like to share with you a story about my mom, a woman who was very insecure about her background. She grew up in a blue collar family where neither her mother or father finished eighth grade. Mom completed high school, but only with tutoring by my father. She would frequently say to me, "I was born on the wrong side of the tracks."

At age 19, she married my father, the handsome son from a wealthy family. Her beauty and charm trumped all the debutantes in town, and swept Dad off his feet. She thought she had it made and that all her fears would go away. Money and position, however, would not erase her feelings of inferiority. Those feelings were intensified instead. The contrast between her education and her in-laws with profes-

sional degrees was intimidating.

Mom wanted to fit in, join the discussions, be an authority in her own right. In short, she wanted to feel important in her new family, and she realized that she needed more knowledge. Determined to find a way to reduce her education deficit, Mom threw herself into reading.

Any subject appealed to her at first, and overtime she found her favorites and pursued them to excellence. One thing she had no time for was fiction.

It was a habit that served her well, and in 1960 paid off in a big way. That year my dad was diagnosed with kidney failure and given less than a year to live. There was no cure, and my parents were advised to start planning for the day he would die.

Three years old at the time, my recollections are that my strong Daddy could no longer pick me up and carry me. That he did not go to work very often, and spent his days in bed. I noticed Mom took over all the driving and occasionally pulled off the road so Dad could vomit.

Mom and Dad sold their house and used the proceeds to buy a four-unit apartment house with the plan that Mom, my sister and I would live in one unit and live off the rents of the other three. The plan was for my mother to work part time until my sister and I were old enough for school, then she would work full

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time. Until Dad's illness, she had been a stay home Mom.

After high school, Mom trained as an x-ray technician, but had not worked in years. She began to take temp jobs to beef up her skills and to develop a network of potential employers when the inevitable day arrived.

At one of those early temp jobs, the x-ray machine broke. An extended period of down time ensued, and Mom went to the magazine rack in the doctor's lobby for something to read. She passed over the popular magazines of the day after finding an out of date medical journal. "This looks like something good for my mind!" she thought.

In an article about physicians in Boston conducting experimental surgery, she learned of the world's first kidney transplants. At the time of the writing, the doctors were looking for volunteers. Her pulse quickened. As she read on, she discovered there was a prerequisite. The volunteers had to have an identical twin. Dad happened to have an identical twin.

At that point Mom ran to the nearest phone and dialed Boston until she got one of those doctors on the line. "Yes," he replied, "we are still looking for volunteers. Send me your husband and his brother." That night they went to visit my Uncle Ralph, who said, "To save your life, absolutely! Yes, you may have one of my kidneys."

I share this story because Mom developed a lifelong habit of reading non-fiction because she wanted to impress her in-

laws and other people who intimidated her. In the end, her habit saved my dad's life. He became the 12th person in the world to have a kidney transplant and live. And, I got Dad for 18 more years.

Robert Evans Wilson, Jr. -Speaker, Humorist, and... Author of The Un-Comfort Zone - www.jumpstartyourmeeting.com.



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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 DIRECT MEMBERS

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

2011 Membership Renewal:

You will soon be receiving your 2011 IAR membership renewal notice. When you receive your notice please do your best to fill this out and return to IAR 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 2011 IAR Who's Who In Salvage Membership Directory & on the IAR web site. IAR must receive your 2011 renewal notice and membership fee no later than December 31, 2010 in order to guarantee your listing in the directory.

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Mother of Long Time IAR Member Walker Auto Salvage Passes Away Dorothy Walker (1928-2010)

Dorothy M. Walker, 81, of Waverly, passed away on Wednesday, Aug. 18, at the Waverly Health Center in Waverly.

Dorothy Mae Walker was born on Nov. 4, 1928, the daughter of Roger and Genevieve (Sickles) Morgan in Rockford, Ill. She attended school in Denver.

On July 22, 1944, she was united in marriage to Charles L. Walker in Waterloo. The couple made their home in Waterloo. In 1950, the couple moved to Waverly and they started Walker Auto Salvage, where Dorothy did secretarial work and bookkeeping.

She was a member of Peace United Church of Christ and the Amvets Auxiliary, where she was a past president. Dorothy enjoyed spending time with her family and friends, as well as spending her days at the office with the employees.

She is survived by her children Gary Walker of Waverly, Carol Miner of Sumner, Karen Erhardt of Waverly, and Mark Walker of Eagan, Minn.; many grandchildren, great-grandchildren, a sister and brother.

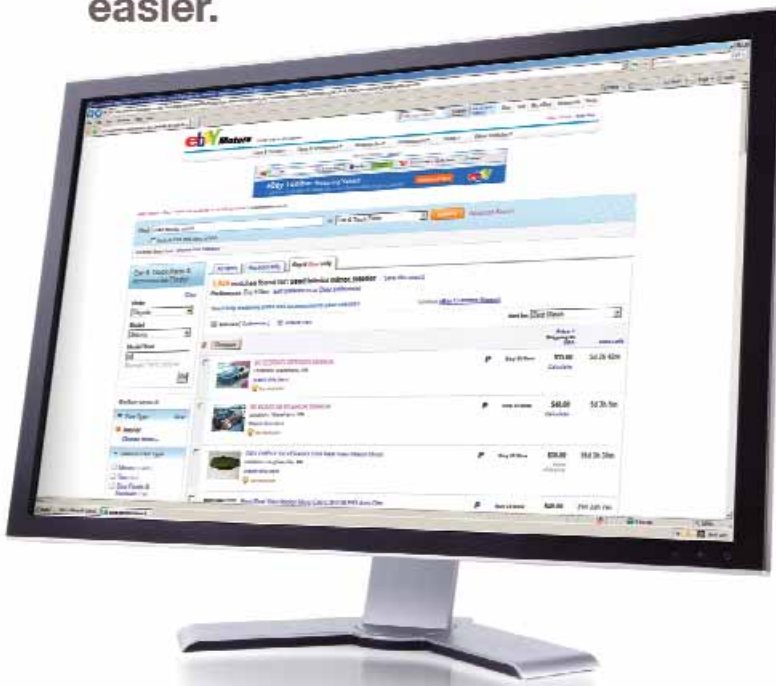
Funeral services were held on Saturday, Aug. 21, at 10 a.m. at Grace Baptist Church in Waverly with Pastor Jon Hennings officiating. Burial followed in the Harlington Cemetery in Waverly.



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ARA Reminds Recyclers to Make Sure You Have Reported Your C4C Vehicles Twice!

ARA is reminding members of specific regulatory requirements for those participating in the Cars Allowance Rebate System (CARS) program. Automotive recyclers participating in the CARS program were required to report to the National Motor Vehicle Title Information System (NMVTIS) within seven (7) days upon receipt of each CARS trade-in vehicle acquired from a dealer or salvage auction using the status "scrap". Remember, however, auto-

motive recyclers are required to report to NMVTIS a second time within seven (7) days of the crushing or shredding of a CARS trade-in vehicle using the status of "crush". There are reports that the National Highway Traffic and Safety Administration (NHTSA) could begin issue fines for non-compliance beginning at the end of this month.

Per the revised NHTSA rule in January 2010, disposal facilities must crush or shred the trade-in vehicle onsite, including the engine block and the drive train (unless, with respect to the drive train, the transmission, drive shaft, and rear end are sold separately), using their own machinery or a mobile crusher, within 270 days after receipt of the vehicle from a dealer or salvage auction. Given this timeline, a vast majority of the C4C vehicles should have been already been reported initially as "scrap" and the subsequent reporting of "crush" should have been done.

If you did not initially report your CARS trade-in vehicles to NMVTIS, it is highly recommended that you do so immediately.

According to a recent notice put out by Auto Data Direct (ADD), the most common non-compliance issues resulting from NHTSA inspections are:

- Reported to NMVTIS only as "CRUSH" and never did the receiving report.
- Reported to NMVTIS only as "SCRAP" and never did the crushing report.
- Did not report any CARS vehicles to NMVTIS.
- Reported some CARS vehicles, but not all. Very common for companies that got larger quantities...i.e. received 300 cars reported 297 correctly..both "SCRAP" and "CRUSH"

FOR MORE INFORMATION, CONTACT:

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Pete Hill

VP / Commercial Insurance
Email: PeteH@MyLSB.com
Cell: (319) 240-2428



Adam Brickley

Insurance Consultant
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- Paperwork from the dealers is wrong and lists the incorrect recycler receiving the CARS vehicle.

As a general reminder, all automotive recyclers, junk yards and salvage yards are required to provide NMVTIS with the following information on vehicles they obtain on at least a monthly basis:

- The name, address, and contact information for the reporting entity.
- VIN.
- Date the automobile was obtained.
- Name of the individual or entity from whom the automobile was obtained (for law enforcement and appropriate governmental agencies ONLY).
- A statement of whether the automobile was crushed or disposed of, or offered for sale or other purposes.
- Whether the vehicle is intended for export out of the United States (Note that CARS Trade-in vehicles may not be exported).

Approved Third-Party Data Consolidators for Auto Recyclers, Junk Yards, and Salvage Yards (Please contact data consolidators for more information on reporting methods and technical specifications.)

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Local: 1-850-877-8804

Insurance:

Denise Liddell: insurance@add123.com

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Jay Svendsen: salvage@add123.com

INSURANCE SERVICES OFFICE (ISO)

ISO ClaimSearch Customer Support

Phone: 1-800-888-4476

EPA's Used Motor Oil Ban

More than 100 automobile recyclers from across the country answered the call to submit comments on EPA's proposed rule that could prevent the use of used motor oil as a heating source in recycling facilities across the country. ARA urged EPA not to change their existing rule saying "Those in the automotive and recycling industries have managed their used oil under the comprehensive regulations EPA promulgated in the 1980s. These rules set forth an effective and reasonable used oil recycling system, which is still followed today. The fine tuned used oil recycling market EPA helped to foster has never worked more effectively. Because of this effective process and because used motor oil is cleaner than in previous decades, there exists no justification for changes in how this used commodity is regulated."

ARA went on to note that when "members use recycled motor oil as a fuel source in their facilities, they:

- Reduce their reliance on comparable petroleum-based fuels, achieving significant energy savings in the process;
- Reduce or eliminate potential off-site management liability and transportation pollution; and,
- Enhance the collection of do-it-yourself used oil.

This is a system that works efficiently, has significant environmental and economic benefits and should not be changed."

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As “New” Original Manufacturer Parts Use Declines, Auto Companies Attack Quality Alternatives

Consumers and Environment Harmed by Groundless Attack on Recycled Automotive Parts

(Manassas, VA) – As sure as the sun rises in the east and sets in the west, original equipment parts manufacturers, faced with declining sales, will aimlessly attack quality parts alternatives. The latest campaign comes from Hyundai Motor America, a subsidiary of Hyundai Motor Company of Korea. In a July 2010 press release, Hyundai proclaims, “Hyundai does not support the use or re-use of components removed or recycled from an existing collision-damaged vehicle.” Thus, one can infer from their statement that Hyundai does not support the repair and subsequent use back on the road of any vehicle that has been involved in a prior collision.

Unfortunately, automakers and “new” original equipment manufacturers (OEM) have a long history of erecting barriers to further their substantial hold on the vehicle parts replacement market. From withholding essential Vehicle Identification Number (VIN) information on the parts compatibility of various vehicle makes, models and years to the full court negative press campaign on the integrity of recycled parts, automakers stand as a road block to a more robust auto parts recycling network.

According to the most recent Mitchell Repair Collision Data, OEM parts represented “67.9% of all parts dollars specified by Mitchell-equipped estimators. This is yet another decline from previous quarters and reflects a continuing trend.” The steady movement away from new OE parts has occurred as consumers and the collision repair industry become

better educated on the quality part alternatives that are in the marketplace. To put into prospective this trend, the new OE parts usage for the same report was 74.4% as recently as the second quarter of 2008.

At present, recycled auto parts are competing against a new OEM auto parts industry that command huge marketing and institutional advantages in the collision and mechanical auto repair markets. However, educated consumers embrace “recycled” auto parts usage because of the benefits to the environment along with their substantial consumer savings in reduced repair costs and lower insurance premiums. Not to mention, these quality “green” auto parts meet the performance, safety, fit and durability standards of the new OEM.

Furthermore, Hyundai and countless other automakers tout the quality of their own pre-owned vehicles that contain thousands of used parts. For instance, Hyundai’s website markets its own certified pre-owned vehicle program as a “practical choice” and one that “accomplishes the goals of the value-conscious consumer”.

Evoking a famous line by comedian George Carlin, “If you can’t beat them, arrange to have them beaten”. Regrettably, auto manufacturers are “hammering” their own parts and needlessly trashing the very principles industry founders such as Henry Ford and Ransom Olds pioneered – interchangeable parts. These manufacturers “safety” campaigns are self serving and hypocritical especially when one takes into account that, last year alone, auto manufacturers had to recall some 16.4 million vehicles.

Misleading the American consumer about green auto recycled parts also has serious environmental consequences. Reuse is the most efficient form of recycling. It uses again an existing resource and saves all the original resources and energy that would have to go into making that new part. The carbon dioxide reductions for each recycled part reused is substantial. However, millions of potentially "green" recycled parts remain unused in today's motor vehicle repair economy wasting valuable and scarce natural resources in the process.

"One would think that automakers that continue to try to promote themselves as being "green" would have a more progressive view of recycled OEM parts use," says Automotive Recyclers Association's (ARA) Chief Executive Officer Michael E. Wilson. Wilson added, "The recovery, reuse, and resale of quality recycled parts must remain readily available to consumers, who may not want or be able to financially

afford "new" OEM parts, and require access to these alternative part choice for their vehicle repairs."

Since 1943, the Automotive Recyclers Association ("ARA") represents an industry dedicated to the efficient removal and reuse of "green" automotive parts, and the proper recycling of inoperable motor vehicles. ARA represents over 4,500 auto recycling facilities in the United States and fourteen other countries around the world. With programs such as the Certified Automotive Recycler Program (CAR) and other partnerships, ARA members continue to provide consumers with quality, low-cost alternatives for vehicle replacement parts, while preserving our environment for a "greener" tomorrow.

To learn more about the Association, visit ARA's Home Page at www.a-r-a.org or call (571) 208-0428

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Scrap Copper Use Will Be 'Good,' Alter Trading Says

Scrap copper usage will probably be good this year because automakers are consuming more metal supplies, according to recycler Alter Trading. Demand for scrap copper is "going to be good for the rest of the year," says Alter's Robert Stein. Scrap copper accounts for about one third of the supplies used by smelters to produce refined copper, according to the International Copper Study Group. China imported 330,000 mt of scrap copper in May, bringing the total up 15 percent for the first five months this year com-

pared with the same period last year. Copper prices have dipped 14 percent this year on the London Metal Exchange as China tried to cool growth and European government efforts to rein in debt heightened concerns of an economic slowdown. "We, as a supplier, haven't really noticed any marked change in terms of people's ability to pay and performance," Stein says.

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EPA Small Business Panel on Stormwater Discharge

Last December, the EPA published a Federal Register Notice announcing their intention to initiate rulemakings to strengthen the stormwater program under the Clean Water Act (CWA) particularly by reducing the impact of stormwater discharges from developed sites. EPA expects to convene a Small Business Advocacy Review (SBAR) Panel for the development of the proposed rule to strengthen and expand its stormwater program. The Panel process offers an opportunity for small entities that are expected to be subject to the requirements of a proposed rule to provide input into the rulemaking process in order to ensure that small entity concerns are carefully considered by the Agency.

ARA nominated FADRA Board Member and Past-President Steve Lathem (of Cocoa Auto Salvage, Inc., FL) to serve on the panel. "EPA reports a record number of nominations for this panel", said Elizabeth Vermette, ARA Director, Government Affairs. "We are hopeful that EPA will

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accept our nomination and expect to hear back in the next two to four weeks”, said Vermette.

EPA is considering numerous actions as part of its rulemaking, for example:

- Expanding the scope of stormwater discharges regulated under the CWA. This may mean regulating additional discharges from MS4s, regulating additional discharges from areas served by currently regulated municipal separate storm sewer systems (MS4s), and/or regulating discharges from developed sites.
- Establishing national standards for stormwater discharges from newly developed and redeveloped sites.

- Strengthen existing requirements for discharges from MS4s.
- Revising existing MS4 regulations to set out the requirements for MS4 permits together in one place (as opposed to the separate Phase I and Phase II rules).
- Revising the existing MS4 regulations to include requirements for retrofitting stormwater controls at existing developed sites that discharge to an MS4, and including specific regulatory provisions for stormwater discharges in the Chesapeake Bay watershed.

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