



The Iowa Automotive Recyclers | NEWS

JUNE/JULY 2012

Charitable Chariots Picked for Summer Outing Charity Project

Steven Youngs, Collision Instructor & SkillsUSA Advisor from Northwest Iowa Community College in Sheldon, Iowa (712-324-5061 syoungs@nwicc.edu) has developed a learning program called **Charitable Chariots**. In the program students at NCC refurbish a donated vehicle with used auto parts as a training tool. The vehicle is then donated to a recipient in need of transportation.



Professor Youngs works with Upper Des Moines Opportunity to locate a recipient. Then the Media Show begins. NCC really does it up big for the giveaway. The plan for this vehicle is to donate it at the SkillsUSA National convention in late June. Charitable Chariots is using the Kansas City Social Rehabilitation Service to identify a family to receive the van. The program will receive national media attention. One of Steven's goals is to encourage other community colleges to replicate his success and start Charitable

Chariots in other automotive technology programs.

Charitable Chariots at Northwest Iowa Community College and the Iowa Automotive Recyclers (IAR) have partnered in sponsoring a vehicle. This year a 1998 Dodge Caravan with a 3.3L engine was selected. The van has all the service records, is in pretty good shape, needing a recycled transmission as its only major

repair part. The total cost of the learning project is about \$2500 plus the recycled tranny. *The media packet includes equal advertising for all sponsors as well as the local SkillsUSA Chapter and the college.* We invite sponsors to attend the giveaway.

The Pre-Inspection sheet is used to evaluate the vehicle and provide service to every car as a maintenance update. This has an average cost per vehicle of \$1100. Each car is
Charitable Chariots...continued on page 12

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

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Iowa Automotive Recyclers Teleconference

**IAR Board Meeting
March 29, 2012 - 5:00PM**

President Brent Nugent called the meeting to order at 5:07 p.m. Members present were: Brent Nugent, Sue Schauls, Mike Waterbury, David Hesmer, Mike Swift, Tom Quandt, Scott Frank, Jodi Kunde, Tom Snyder, Eric Spilman and Tracy Hurst.

1. New Business:

- National Hill Day – Washington, D.C. – Mike S. and Sue attended this event just recently. They discussed some items brought up and one was that OSHA inspections would be done much more frequently. Both the ARA and ICARE are compliant with the federal regulations and Iowa has been proactive in the past about addressing issues. The safety subscriptions from Sue keep Iowa recyclers in the proactive mode.
- Sue said she has been looking for members who aren't ICARE certified and/or ones who do not have their storm water permits. All Iowa members are registered at this time with NMVTIS. Enforcement by the Department of Justice is expected to begin soon.

- Recycler Lists – Sue brought up the idea of purchasing recycler lists from all the bordering states and also Indiana for a purchase price of \$568.36. The total number of recyclers included would be 2,186. The idea is to use this list for promoting the upcoming Summer Outing initially. Mike S. made a motion to have Sue purchase this list; Tom S. seconded the motion with the motion carried.

2. Committee Reports:

- **Environmental** – Tom S. said this committee recently had a teleconference call and discussed a plan to get information out about refrigerants. Sue asked about having a speaker at the Summer Outing talk about this issue.
- **Finance** – Joel could not be on this call. Sue didn't have any new information at this time. Sue did say most of the members have renewed their IAR memberships.
- **Legislative** – Scott did not have anything new to discuss from the Legislative Committee.
- **Meetings** – Sue gave a brief update on the Summer Outing; Brad has everything lined up for the event. Sue is working on the brochure and has the agenda and speakers arranged. Filling the booths will become a priority.
- **Membership** – Sue gave a report on direct and associate membership renewals during the budget discussion.
- **Newsletter, Website and Who's Who** – Sue talked about the Charitable Chariots program; members on the call thought it would be good to support this cause.
- **Scholarship** – Jodi has received 6 applications, one renewal and 5 new ones. She



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will contact the committee members then proceed from there with their recommendation to the board.

- **PAC** – Jodi did not have anything to report at this time.
 - **Vendor Conference Calls** – Sue will get those going again as she gets vendors lined up for the Summer Outing.
3. **Old Business:**
- Sue said the Iowa Collision & Repair Association meeting held on Wed., March 28th went very well. The IAR had a booth with Car-Part at the meeting.

- Sue received a thank-you from the IIADA for the IAR auction donation and our attendance.

4. **Upcoming Meetings:**

- **Board Meeting** – Teleconference call on Wednesday, April 18th at 5 p.m.

There was a motion by Tom S. to adjourn with a second from Tracy. The meeting was adjourned at 6:30 p.m.

Respectfully submitted,
Jeff Smid, Secretary

Iowa Automotive Recyclers Teleconference

IAR Board Meeting April 18, 2012 - 5:00PM

President Brent Nugent called the meeting to order at 5:07 p.m. Members present were: Brent Nugent, Tracy Hurst, Joel McCaw, Sue Schauls, Mike Waterbury, David Hesmer, Mike Swift, Tom Quandt, Scott Frank, Jodi Kunde, Tom Snyder, Brad Osborn, Mike Davidson and Jeff Smid.

1. **New Business:**

- Sue reported that Judy with the IIADA has asked if the IAR is aware of the odometer fraud alert information and the flyer she has put together about this issue. Sue will review the flyer then forward it by email to IAR members and also add an article in the newsletter once it becomes available.
- Mike S. said he recently emailed the board about Sandy Blalock, New Mexico Auto & Metal Recyclers Assoc., concerning her successful process to push a bill through the Utah legislature in regard to

auto salvage pools. The new law affects the licensing needed, limit of cars purchased by non-licensed businesses, etc. After some discussion, it was decided Mike S. would contact both Jim Piazza and Sandy about setting up a time to meet later this summer in Iowa with the board.


2. **Committee Reports:**

- **Environmental** – Tom S. said his committee is still working on the refrigerant issue.
- **Finance** – Joel reported the only financial activity has been to pay Jim Piazza in full and a few small bills.
- **Legislative** – Sue talked to Jim Piazza today about summarizing the copper theft law and writing an editorial on this law so we can get those out to IAR members. Scott will also write a short article for the newsletter.

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- **Meetings** – Brad said he has been busy getting everything arranged for the Summer Outing and reports that it is shaping up well. Sue suggested she send a postcard to all auto repair and body shops in Iowa or locally inviting them to use the postcard as their ticket to the Friday evening vendor show at the outing. Board members all agreed with Sue's suggestion.
 - Sue put the initial registration in the newsletter that went out last week. She also reported she purchased the mailing list for all Midwest recyclers (2,186) as approved at last month's meeting. After some discussion, the board would like Sue to send registrations for the Summer Outing to all businesses on the list depending on the cost of the mailing so she will get this information to the board. It will be a one-time mailing but there will be multiple mailings to our membership.
 - Sue went over the list of speakers and the tentative schedule for the Summer Outing. According to Sue, the Chariots for Charity program is coming together well. She is looking for some parts so the board approved her to send an email requesting these needed parts.
 - Sue brought to the attention to the board about CVENT, a business who contacted her about buying a subscription for online registration service. The annual fee is \$1,000 plus a \$6 fee per registrant per event. Sue will look into this and email the board more about it for approval.
 - **Membership** – Sue received an application for membership from Piper's in Bloomfield. Mike S. made a motion to accept them as a member to the IAR. The motion died for the lack of a second. It was decided Sue would stop by Piper's and talk to them when she is in that area in May.
 - **Newsletter, Website and Who's Who** – Sue will be writing the June-July edition so will need any info for it by mid-week next week. She would like it in the mail the week of May 21st so it will be received 7-10 days before the Summer Outing.
 - **Scholarship** – Jodi will be getting information to her committee this week so a recommendation can be made for the 2012 scholarships awarded.
 - **PAC** – Jodi did not have anything to report other than the signature checking account card/paperwork is being completed at this time.
 - **Vendor Conference Calls** – Nothing scheduled yet but Sue will get a call arranged soon.
- There was a motion by Tom S. to adjourn with a second from David. The meeting was adjourned at 6:34 p.m.

Respectfully submitted,
Jeff Smid, Secretary



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President's Pitch

Six Tips to Preparing For A Conference By Brent Nugent, IAR President



Getting ready for the Summer Outing got me thinking about optimization. Attending conferences is important to staying abreast of industry trends, networking, and getting that face to face time Instant Messages just can't replace. But if you're going to be spending the time and money to attend it takes some advanced planning to ensure you'll get the most out of your investment.

1. **Identify Goals:** What are you going to this particular event for? What are you trying to gain? Nothing needs to be set in stone, and let's face

it – spontaneity is sexy – but having some goals about what you want to learn or tools you want to check out is key.

2. **Be Clear About Strengths and Weaknesses:** Don't gravitate at sessions and trade show booths that reinforce your strengths. Sure there are nuggets of juicy little knowledge dropped all over the place – but don't let gravity guide your optimization strategy. Try hitting up some sessions that cover areas you're not as familiar with

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- or could use some strengthening.
3. **Agenda Planning:** Take a look at the conference schedule ahead of time. Check out the speakers and the agenda. Create a plan of the sessions you'll attend. In the middle of the hustle and bustle it can be easy to lose track of what you had wanted to see. Having a plan can keep you on track.
 4. **Identify the "Who":** The biggest value in conference attendance is the people you meet. Don't let yourself spend the entire trip in the vacuum of your existing social circles. Sure it's great to see your industry friends but don't be afraid of people you don't know! Make an effort to meet new people.
 5. **Take Responsibility:** Much of your experience is in your own hands. Attend the sessions, ask

questions and seek out the speakers at their trade show exhibit after the agenda has ended. Speakers volunteer to speak to have the opportunity to showcase their expertise. Take responsibility to tap into that experience!

6. **Don't Overbook Yourself:** Be realistic with your time. You undoubtedly still have work you're responsible for back at home to take care of and at some point you also need to sleep. If you overfill your schedule you may also miss out on some of the most valuable spontaneous meetings.

So meet me in Waterloo. I look forward to seeing all of you soon,

Brent Nugent,

PRESIDENT Iowa Automotive Recyclers



From the Desk of the Executive Director

By Sue Schauls



The only thing I don't love about politics is the politics! If you know what I mean then you probably participated in Hill Days. This year was an exciting trip to our nation's Capitol. Mike Swift and I travelled to Washington D.C. for the annual ARA Hill Days Conference in March. As usual we learned a

lot in the committee meetings and listening to the speakers scheduled to inform of us the makings of law and policy that mold our economy and strive to protect us from ourselves. But the most fascinating part of the trip this year was the one-on-one time we spent with Senator Tom Harkin.

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Senator Harkin invites all Iowa constituents to have breakfast with him when visiting the seat of government. Now don't get me wrong, we were not the only ones in the room. But I have to say that when it came time to present our special interest, trying to protect consumers through NMVTIS reporting, we felt as if we were. Senator Harkin had an immediate grasp of the new system and was absolutely dismayed by the fact that it was under-utilized and that funding for enforcement was inadequate. We certainly left feeling confident the right Legislator had been informed and of course we enjoyed his car repair story and hearing about the fond memories of the times he spent in a "junkyard" in his youth.

Later in the day when we returned to the hotel and other scheduled events it was interesting to listen to the people's stories of the interaction with their respective Senators and Congressmen or their staffers in most cases. It is in those follow up conversations that we cease to be networking and become a single force trying to affect change for the betterment of the automotive recycling industry, united by that common goal.

I think back home here in Iowa we've been fortunate enough to maintain that feeling of being united for a common goal, undoubtedly because we've had a strong association for over 50 years. Throughout that time we've seen so many good leaders rise up, provide us with direction and then continue to remain active in the Iowa Automotive Recyclers. We are very fortunate indeed.

I'll be the first to admit that we have a lot going on, automotively speaking, in IAR these days. It only recently occurred to me that we need to encourage our many colleague and friends in the industry to JOIN the IOWA AUTOMOTIVE RECYCLERS association as an associate member! Try as I may, sometimes information doesn't get out to the people I want to include because they don't really fit into the mechanism of notification we have set up for members or in my case clients too. Thus by joining IAR everyone can enjoy the newsletter, email updates and invitations to events without slipping through the proverbial crack!

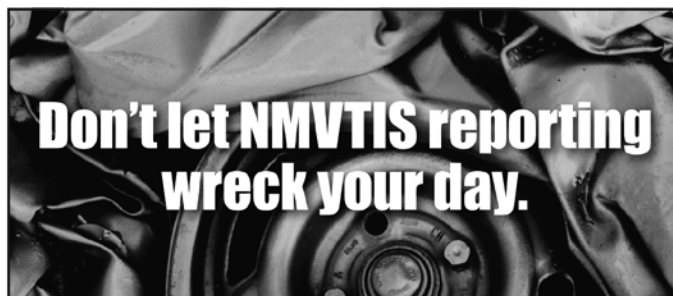
Speaking of upcoming events we have a whopper coming up June 8-9, 2012 in Waterloo! Hosted by the

Osborn family at Waterloo Auto Parts the Beach Party dinner, dance, sand volleyball tournament, auction, yard tour, SOCIAL event is lined up to be the best ever. And YES we do think that every year because we get better every year! Wear your Jimmy Buffet attire and join us, please!

The business end of the event is stellar too! A bigger and better trade show and speaker agenda presenting timely topics addressing small business issues and industry specific training opportunities will be well worth the price of admission. Member can bring as many folks as the want for the low, low registration fee of \$99 per member yard, even non-members at \$99 per person are getting a value. New this year we are inviting the repair shops to come out and mingle on Friday night at the trade show. So get there on time to meet some potential customers. Or better yet encourage your customers to attend – online registration is easy at www.IowaAutoRecyclers.com.

See You at the Outing!

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National Update from ARA

WV Judge Bars Use of Recycled Parts by Insurer and Body Shop

In Charleston, WV, a judge has ruled that Liberty Mutual Insurance Company and Chandler's Frame and Body LLC must stop using so-called "junkyard parts" in repairs of new vehicles (those that were manufactured within three years of the date of the crash) until all the issues raised in Attorney General McGraw's initial complaint are resolved. In that complaint, filed in December, 2011, McGraw alleged that Liberty Mutual required body shops to repair vehicles using reconditioned, re-manufactured and used parts in violation of state law.

The judge also ordered Liberty to release the names and contact information of the consumers whose vehicles were repaired with salvaged parts within the last three years. As reported earlier, in response to McGraw's lawsuit, ARA sent a formal letter of complaint earlier this year to him requesting that he stop using the term "junkyard parts" when referring to recycled or salvaged car parts. The letter went on to say that the use of the term "junkyard parts" is derogatory and misleading and that recycled/salvaged automobile parts are not junkyard parts' nor are they classified as such under West Virginia statute. ARA has yet to receive a response to its letter, but is monitoring the case very closely.

Lawyers for the insurance company were unsuccessful in their attempts to move the case to federal court when they claimed that McGraw's complaint raises questions under a 1975 federal warranty act and did not apply to state law.

ARA Focuses On Safety Education For Its Members

In an effort to make members aware of safety standards as defined and mandated by the U.S. Occupational

Safety and Health Administration (OSHA), ARA has convened a new Safety Committee chaired by ARA Immediate Past President Doug Reinert. The 17-member committee includes 12 individual recyclers (and/or safety managers from facilities) from 10 different states (VA, MD, NY, PA, CT, MN, IA, ID, AZ and TX), a representative of the NH practice affiliate, the chair of the ARA regional directors, two environmental/safety consultants, and the director of health and safety from LKQ. The first meeting of the committee occurred just last week and was attended by all 17 members. Discussion centered around background on ARA's historical efforts on safety, an overview of OSHA and how it affects automotive recyclers' facilities, the pros and cons of developing direct liaisons with OSHA versus using 3rd party safety expert consultants, and the need to educate OSHA on what the industry is and is not. The next meeting, set for April 24th, will focus on how best to share all this information with members and whether ARA should develop its own Top 10 standard hit list.

Coupled with this initiative was the ARA/Wells Fargo-sponsored webinar also held last week on exactly what OSHA entails and how best to handle an inspection and penalties. Over 50 people participated in this webinar and we hope to have even more attendees take advantage of subsequent more targeted webinar presentations. A copy of the power point presentation given during the webinar can be found here. In addition to information sharing and on the ground inspection advice, ARA through ARAU is offering new safety courses that directly correlate to OSHA safety standards for the automotive recycling industry (www.arauniversity.org) and ARA's CAR program (<http://www.a-r-a.org/content.asp?contentid=480>) has revamped its manual to emphasize specific safety standards. Questions? Comments? Email betsy@a-r-a.org and look here for regular updates on ARA's safety activities.

ARA Tells Fender Bender That Repair Standards Must Include Multiple Parts Options

In the April 2012 edition of Fender Bender, ARA CEO Michael Wilson outlined ARA's position on collision repair standards, stating that "ARA supports quality and safe repairs and that standards defined to describe parts used to make these repairs must include multiple parts options, not just OEM parts." Wilson warned that the industry must ensure that the automotive manufacturers are not given carte blanche over the development of such standards and that other stakeholders must also provide input. He further noted that the needs of consumers should provide the driving force behind the establishment of a robust, scientific-based set of standards that will guide the use of quality and cost-effective parts - after all, he stated, "it is the consumers who are the end-users of these repair parts - if they are not satisfied, the market will become unsustainable."

During the interview, Wilson was able to address ARA's long standing efforts to ensure that all repair parts recovered by members are quality parts and that in harvesting such parts all environmental and safety standards are upheld. ARA's Certified Automotive Recyclers (CAR) and Gold Seal programs provide overall practice guidance for parts recovery and dismantling procedures as well as define best business practices. In response to a query about ARA's conversations with the collision industry on the standards issue, Wilson noted that ARA has had extensive and ongoing dialog with the Collision Industry Conference (CIC), the Society of Collision Repair Specialists (SCRS) and the Automotive Service Association (ASA) - all of whom have very different ideas of what re-

pair standards should look like. Wilson pointed out "that this is not really that surprising since there is no standard accident, and as a result there are often different procedures/parts required." The interview concluded with Wilson's comments about the industry-wide need to ensure that the determinations by insurance companies to "total loss" a vehicle are based on science and not the market. He ended by emphasizing that "the establishment of repair standards that include multiple parts options will decrease total loss determinations, increase consumer options and ensure a fair and balanced marketplace."

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Charitable Chariots...continued from cover

then evaluated for additional needs and the information is added to the Pre-Inspection sheet for parts acquisition. At this point the sponsorship for specific parts and/or costs is needed. A parts wish list is available from NCC.

The basic service package will be supported by the Decorate-a-Table-for-Education event at the IAR Summer Outing, June 8-9, 2012 in Waterloo, Iowa. Eleven tables will be available to decorate at \$100 each and then attendees will "vote" for the best display by adding dollars to the collection jars on the table. To "purchase" a table to

decorate contact Sue Schauls, IAR Executive Director, at 319-290-7843 or Schauls3@mchsi.com or send a check to IAR, 2214 Regal Avenue, Waterloo, Iowa 50702 – no decorators will be turned away!

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SIGN ME UP! _____ (List Sponsor Name)

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- \$100 Decorate-A-Table-for-Education bring table decorating material to Outing
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Send a check to IAR – 2214 Regal Ave – Waterloo, IA 50702 and bring table decorating material to the Iowa Auto Recyclers Summer Outing June 8-9, 2012 Waterloo, Iowa Or SHIP PARTS directly to Steven Youngs at NCC



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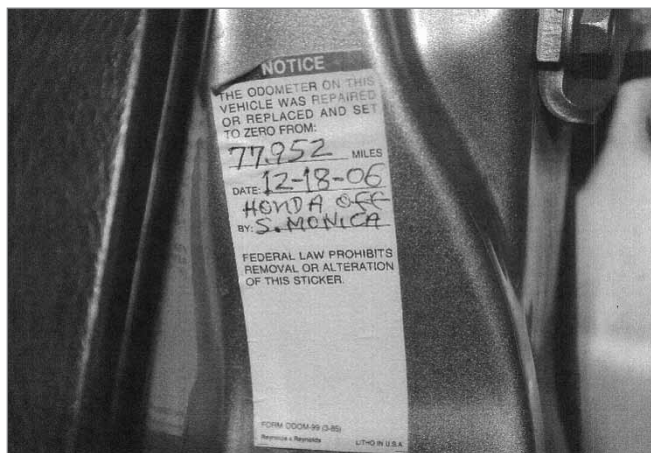
Odometer fraud is on the increase in the United States and knowing the proper way to service or repair an odometer is very important. Automotive service providers need to understand what can and can not be done regarding repair and replacement of odometers. All odometers have a reading of some sort – they are actual, not actual or exceed the mechanical limit. When the word exempt is used – it simply means, exempt from WRITTEN disclosure.

If you have a vehicle that has 258,000 miles on it – and the odometer breaks, or does not function and you replace it with an odometer that has 138,000 miles on it you could be charged with intent to defraud a consumer or another dealer. It seems apparent that you knew the vehicle had 258,000 miles on it – and by replacing the odometer you removed 100,000 miles from the odometer reading. At the point you need to disclose that the vehicle has 100,000 more miles than is showing on it currently and then disclose that the miles are not actual, but don't forget to disclose how many miles it had on it at one time. You can be fined and penalized for what you know and do not disclose.

Title 49 USC §§ 32704(a)

ODOMETER Service, repair, & replacement

(a) **Adjusting Mileage.** A person may service, repair, or replace an odometer of a motor vehicle if the mileage registered by the odometer remains



the same as before the service, repair, or replacement. If the mileage cannot remain the same— (1) the person shall adjust the odometer to read zero; and (2) the owner of the vehicle or agent of the owner shall attach a written notice to the left door frame of the vehicle specifying the mileage before the service, repair, or replacement and the date of the service, repair, or replacement.

Title 49 USC §§ 32705(a)(1) Disclosure requirements on transfer of motor vehicles

(a) (1) **Disclosure Requirements.**— Under regulations prescribed by the Secretary of Transportation that include the way in which information is disclosed and retained under this section, a person transferring ownership of a motor vehicle shall give the transferee the following written disclosure:

(A) Disclosure of the cumulative mileage registered on the odometer.

(B) Disclosure that the actual mileage is unknown, if the transferor knows that the odometer reading is different from the number of miles the vehicle has actually traveled.

Title 49 USC §§ 32709 Penalties

(b) **Criminal Penalty.**— A person that knowingly and willfully violates this chapter or a regulation prescribed or order issued under this chapter shall be fined under title 18, imprisoned for not more than 3 years, or both.

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New Iowa Scrap Metal Theft Law

By Jim Piazza, Jr.

On April 19th Governor Branstad signed into law House File 2399, commonly known as the Scrap Metal Theft Bill. The legislation was in response to increased thefts for precious metals found in copper wire and catalytic converters.

The legislation was initiated by the rural electric cooperatives, sponsored by the Iowa Department of Public Safety and received strong support from law enforcement and the power companies. The law was modeled on a 2008 draft of legislation which included catalytic converters brought for-

ward by then Senator Larry Noble who is now the Director of the Department of Public Safety.

The Iowa Automotive Recyclers along with representatives of the scrap metal industry worked on the bill to limit its reach into legitimate scrap metal transactions as much as possible while keeping an eye to reduce competition from illegitimate and unlicensed scrappers and thieves who compete with our businesses without oversight and without the overhead costs of our operations.

Law Requirements

The new law will limit where illegitimate operators can sell their scrap metal and catalytic converters by requiring *purchasers of scrap metal*:

- To keep a confidential log or register of scrap metal purchases over \$50.
- Log purchases of catalytic converters *detached from the motor vehicle* where the total sale price is more than \$75.
- The scrap dealer must demand, receive and retain from seller the name, address, and place of business, if any, and a *copy* of either a valid driver's license, non-operator's ID card, military ID card, passport, or other government-issued photo ID.
- After the initial transaction, dealers may only require name and place of business for subsequent transactions.
- Payment must be made by either check or electronic funds transfer.
- The log and sale records must be retained for a minimum period of two years and if requested for purposes of an investigation shall be made available to officials. Officials may not re-disseminate the information to a third-party.

FOR MORE INFORMATION, CONTACT:

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PETERSEN-HILL INSURANCE



Pete Hill

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



Adam Brickley

Insurance Consultant
Email: AdamB@MyLSB.com
Cell: (319) 310-6225

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Transactions Exempt From the Law

The following scrap metal transactions are exempt from this law's requirements:

- Transactions where the scrap metal dealer is selling scrap metal.
- Transactions where the scrap metal dealer knows the person selling scrap metal to be either an officer, employee, or agent of an established commercial or industrial business, operating from a fixed location, that may reasonably be expected to produce scrap metal during the operation of the business.
- Sales and purchases of motor vehicles are not considered scrap metal.
- Catalytic converters still attached to motor vehicles are not considered scrap metal.
- Sales of scrap metal where total sale price is \$50 or less.
- Sales of detached catalytic converters where total sale price is \$75 or less.

Penalties

A person who violates this law, or a person who conducts a scrap metal transaction by or on behalf of a scrap metal dealer who violates this law is subject to a civil penalty as follows:

- First time violation a civil penalty of \$100.
- Second violation within 2 years a civil penalty of \$500.
- Third or subsequent violation within two years a civil penalty of \$1000.

OTHER LOCAL LAWS REGULATING SCRAP METAL TRANSACTIONS - This new law supersedes and pre-empts all other scrap metal theft local ordinances except for Des Moines' ordinance regulating sales and purchases of scrap metal.

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Small Business Financial Matters

Most small businesses rely on lenders to provide the capital they need to either open a business or to finance capital improvements. Without loans, many small business owners would be unable to realize their dreams of expanding their operations.

LSB Financial, a subsidiary of Lincoln Savings Bank will be on deck at the IAR Summer Outing to provide vital small business financial planning and advice. Mike McCrary is first vice president/marketing director at Lincoln Savings Bank/LSB Financial in Waterloo who will be presenting two sessions this year on small business financial matters; Financial Advice for Small Business Re-Financing and Financial Planning for Business Transition. Two sessions you will NOT want to miss in today's volatile market.

Plan on hearing first hand from McCrary and staff exciting new banking developments that mean for business-operators, more control, visibility, and accessibility to running the financial end of their business. Borrowers should find themselves in better shape if they realize in advance that there might not be the usual choices for business refinancing. Before the end of their current efforts to refinance business debt, it seems likely that most businesses will need to consider both new small business financing pro-

grams and new commercial lending sources.

47.5% of small business loans were approved by small banks last year.

The process of refinancing small business loans has become more relevant to businesses which are trying to deal with reduced sales and cash flow. In some situations business owners are being forced to refinance existing loans by current lenders, and in other cases they are attempting to secure additional cash. Refinancing difficulties are currently occurring with both short-term commercial funding and long-term commercial real estate loans.

According to the May 2012 issue of MONEY magazine – The average annual capital needed by a startup is a whopping \$80,000 and only 10% don't need outside financing. But that does not deter the American spirit as 49.3% of all U.S. workers are still employed by small businesses.

Managing the business today may require utilizing some new banking tools but planning for the preparing for tomorrow is a vital part of that process too. From LSB's wealth management division, important information will be shared about steps that can be taken now in preparation for business transition whether it be two years from now, or 20 years from now. You won't want to miss it!

If you have any specifics you would like discuss or have a question you would like LSB to address, give Adam Brickley a call at 319-310-6225 or email question to him at AdamB@myslb.com. LSB's insurance division is an active participant in the auto recycling industry both as a vendor as well as an industry advocate and supporter. Lincoln Savings Bank is a 110 year-old Iowa bank rooted in the state's agricultural and industrial economies.

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Safe Hybrid Vehicle Dismantling

Hybrids are classified by the division of power between two sources, an electric motor and gas engine. The electric motor is used both to power the vehicle to charge the high voltage battery pack. The high voltage battery is unique and new technology developed for electric and hybrid electric vehicles that significantly change the level of danger in the automotive dismantling shop.

Attend the upcoming IAR Summer Outing **seminar Safe Hybrid Vehicle Dismantling** presented by Sue Schauls for the ARA Technical Advisory Committee to gain an understanding of the safety procedures for hybrid dismantling in your shop. By the end of 2016, J.D. Power expects there to be 159 hybrid and electric vehicle models available for purchase in the U.S. market. This is a significant increase from the 31 models in 2009. Gaining insight will prepare your shop for the influx of these vehicles and is vital to maintaining a safe work environment.



Extreme Caution must be used with 60-Volt Orange cables.

Hybrid Electric Vehicle Hazards

In addition to usual automotive hazards of flammable gasoline, 12 volt electrical shorts/fires and non-deployed airbags, hybrid electric vehicles have high voltage safety issues. For this reason cables on HEVs are either 1) BLUE (42-volt) use CAUTION or 2) ORANGE (60-volt) use EXTREME CAUTION.

HEV Safety Precautions

While working on a hybrid electric vehicle create a buffer zone of a 3-foot perimeter with caution tape that does not have any metal items in it. Wear insulated gloves such as OSHA-approved "lineman gloves" and use a CAT III Meter. Adding the right tools for the job to your toolbox is an important first step in being prepared for hybrid electric vehicle dismantling.



Tools are *absolutely mandatory*:

1. Class 0/1000 Volt GLOVES
2. CAT III 1000 Volt digital multi meter (DMM)
3. Safety Glasses with side shields

The Iowa Automotive Recyclers News

4. Linesman type high voltage rescue hook

Understanding and following "Service Disconnect Procedures" will ensure a safe and uneventful work flow while processing the new technology. With the right tools and knowledge hybrid electric vehicles can be safely dismantled, inventoried and processed for parts and/or end of life metal recycling just like any other vehicle in the salvage yard.

HEV Service Disconnect Procedures

1. Turn off ignition/ press power button off.
2. Remove key from vehicle (smart key systems may allow power ups if key is in the vehicle).
3. Disconnect 12-volt battery (for added precaution).
4. Remove/ switch off OEM HV battery disconnect service device. (DO NOT handle the HV Battery without Class 0/1000 safety gloves!
5. Test the part being removed with CAT III/1000 Volt meter.

Implementing hybrid awareness and safety in

your dismantling shop is a vital part of developing a well-rounded safety program. Having a SAFETY PROGRAM is also a necessary step! So after discovering the shocking dangers of hybrid vehicles be sure to attend Sue's other session on implementing a straightforward safety program: SAFETY TRAINING MADE EASY.



From the Automotive Recyclers Association and the
Environmental Compliance for Automotive Recycling Center

Hybrid Manual Dismantling Guide

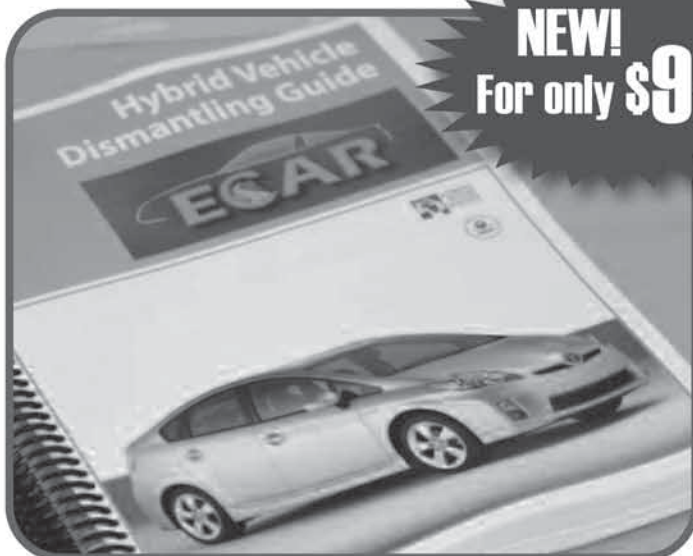
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This manual will help all technicians in the recycling trade, both those with limited experience in handling and disassembling hybrid vehicles and those who have yet to open the hood on a hybrid, gain essential knowledge on safety, theory of operation and practical tear down procedures.

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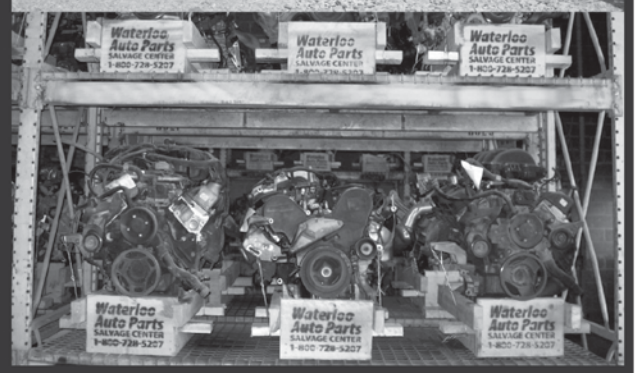
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Waterloo Auto Parts has been providing quality used, new and rebuilt parts for our customers since 1980. Our company motto "We'll Track It Down" holds strong in everything we do. We make every effort to find your part, no matter how small. We are able to locate used and new auto and truck parts at a reasonable price. Our extensive inventory of late model vehicles provides you with immediate availability on most parts. Our nationwide locator service provides you with unlimited possibilities for hard to find parts. We pride ourselves on quality, on-time delivery and customer service for every customer every time.

Every part that is purchased from Waterloo Auto Parts is thoroughly inspected several times through our quality control system to ensure that there are no surprises on delivery. All of our inventory has been uploaded with images to our website and can be searched 24/7 at waterlooautoparts.com. We perform compression and oil pressure tests on all of our in-stock engines. We also thoroughly inspect all transmissions and differentials to ensure that you purchase only the best from Waterloo Auto Parts.

We carry a standard 6 month warranty on most parts. In addition to our standard warranty we also offer a lifetime warranty as well as a 1-year parts and labor warranty on many parts.

Waterloo Auto Parts is a proud member of the Automotive Recyclers Association (ARA), Iowa Auto Recyclers (IAR) and QRP Central. We also participate in the I-CARE Program, ARA Gold Seal Program, Green Recycled Parts and the CAR Program.



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Summer Outing Agenda

WATERLOO, IOWA JUNE 8-9, 2012

The Iowa Auto Recyclers Summer Outing is a gathering of members for networking and education. The TRADE SHOW and speaker agenda has something for everyone!

Register online at www.IowaAutoRecyclers.com

TRADE SHOW Friday 6:30-9 pm & Saturday Noon- 3 pm

Friday after party meet & greet at Galleria de Paco (nationally famous re-creation of Sistine Chapel, next door to hotel.)

SPEAKERS Saturday

7:30-8:15 am	Registration & Breakfast in 5 Sullivan Bros Convention Center
8:00 am	Keynote Speaker - New Automotive Technology Tom McGee, All Data
8:45	Safe Hybrid Vehicle Dismantling Sue Schauls for the <i>ARA Technical Advisory Committee</i>
9:15	Break
9:35-10:20	Concurrent Sessions Choose One Financial Advice for Small Business re-Financing <i>Mike McCrary, Vice President -Lincoln Savings Bank</i> Stormwater Permits and Sampling Procedures <i>Sue Schauls, Iowa Auto Recyclers</i> What is New with CAR-PART.com <i>Drew Van Devender - Car-Part.com</i>
10:25 -11:10	Concurrent Sessions Choose One Health Care Reform Affects on Small Business Owners <i>Tracy Hitchcock - Wells Fargo Insurance</i> Past, Present and Future of the Catalytic Converter Market <i>Dan Miller - Legend Smelting & Recycling</i> Inventory Management User Group by Hollander <i>Kirk Monger - Hollander</i>
11:15-Noon	Concurrent Sessions Choose One Financial Planning for Business Transition <i>Mike McCrary, Vice President - Lincoln Savings Bank</i> Safety Compliance Made Easy <i>Sue Schauls, Iowa Auto Recyclers</i> Inventory Management User Group by Check Mate <i>Roger Schroder - Car-Part.com</i>
Noon-3	Trade Show & LUNCH
3:00 - 5:00	Wheeler's Auto Body Supply Tour & Reception <i>100 E 5th Street</i>
3:00 - 5:30	Shuttle Bus to Wheelers and/or Waterloo Auto Parts (Every ½ hour Hotel lobby & Wheeler's)
4:00 - 6:00	Beach Volleyball Tournament
5:30	Waterloo Auto Parts Tour & Beach Party with PAC Auction & Band Dinner Sponsored by the Osborn family

TRADE SHOW Friday 6:30-9 pm & Saturday Noon- 3:00 pm

Iowa Automotive Recyclers Summer Outing 2012 Speakers



Tom McGee
All Data

Tom McGee has been on the ALLDATA team for three years, holding positions of Collision Industry Relations Manager, Collision Field Sales Manager and Collision National Accounts Manager. Prior to joining ALLDATA, Tom was on the I-CAR® staff for more than 18 years holding the positions of I-CAR President & CEO, Director of Industry Relations and Product Operations, and Technical Director. Tom is an ASE® certified Master Collision Repair/Refinish Technician and also has the ASE Damage Analysis and Estimating certification. An Automotive Collision Repair graduate of Ferris State College, Big Rapids, Michigan, Tom has a wide range of experience in the collision industry, including operating a collision repair facility. He also has experience as a career and technical school instructor, training manager and instructional designer.

Tracy Hitchcock, EHBA – Vice President, Employee Benefits **Wells Fargo Insurance Services**. With over fourteen years of experience, Tracy has experience with both fully-insured and self-insured medical programs and consumer directed healthcare (CDH) plans. Her expertise also includes group dental, life, disability, flexible spending accounts and worksite benefits. Tracy specializes in the placement of insurance, claims review and analysis, vendor management, service, renewal negotiation, employee communication and wellness programming. Tracy has been a Wells Fargo team member since 2002 and earned the 2009 Service Excellence Award for her best in class customer service. Tracy is a 1997 graduate of Iowa State University.



Tracy Hitchcock
Wells Fargo Insurance

Drew Van Devender initially got involved in the Automotive Recycling Industry right after graduating from the University of N. Alabama in 1993. At the time, it was only suppose to be a temporary sales pursuit until he decided on a more permanent Career Path. As we know, sometimes a Career just picks You! 18 years later, Drew is one of the most recognized & trusted Sales Representatives in the Industry and for the last 10 Years has been a leader in the **Car-Part.com** family providing internet solutions to Automotive Recyclers Nationwide.

Roger Schroder is a co-founder of **Car-Part.com** and is currently the Vice-President of Sales and Support, which includes sales, onsite and phone training, and technical support. Roger is a 25-year veteran of the auto recycling industry and is co-owner of Foreign Auto Salvage in Ft. Wright, Kentucky. Roger received a bachelor's degree from Thomas More College with a double major in Business Administration and Accounting. He spent 10 years as a special agent with the Internal Revenue Service Criminal Investigation Division.

Dan Miller is the Vice President of Operations and Marketing for **Legend Smelting and Recycling, Inc.**, the leading buyers and processors of catalytic converters and dealers/brokers of non-ferrous metals in the industry. Dan prides himself on maximizing profits for his customers through education, transparency, trust and customer support. He started with Legend in 2000 and currently oversees five of their nationwide locations including their subsidiary I Buy Converters Too with offices near Chicago. Prior to helping Legend open a location in the Los Angeles area, Dan began his career as a core buyer. He resides with his family in Illinois and is an avid outdoorsman who enjoys spending time with his family.

Sue Schauls is the **Iowa Automotive Recyclers** Executive Director & I-CARE Program Manager and the CCAR-Greenlink Technical Advisor. She is an independent environmental consultant with automotive expertise. Sue participates in the ARA CAR, Safety, Technical Advisory and Affiliate Chapters committees. www.SueSchauls.com

Kirk Monger, Hollander a Solera Company, is the National Accounts Manager for Hollander and is responsible for strategic customer relationships. Kirk has over 15 years of experience at Hollander holding positions as Inside Sales Manager, Director of Sales and Implementation, and Corporate Sales Manager.

Team Lincoln Savings Bank

Corey Clark is Executive VP/Business and Community Development officer for Lincoln Savings Bank. Corey's professional background has been in the financial services; software; data/technology; and industrial distribution industries. He currently serves on several community and statewide boards and committees as well as LSB's executive and bank management teams.

Mark McCombs has his Masters of Science in Financial Services and is a Certified Financial Planner for Lincoln Savings Bank's Wealth Management Department. Mark has Economics and Business degrees from the U. of Northern Iowa and has 16 years of experience in the Financial Services industry. He works with businesses in several different areas; among these are Buy-Sell Agreements, Key-Man Insurance, Retirement Planning and Business Retirement Plans.

Mike McCrary is 1st VP, Director of Marketing for Lincoln Savings Bank. Prior to banking and Financial Services, Mike spent more than a decade in the automotive industry where he learned that in any business, the proper use of technology can either be a headache or a help. Lincoln Savings Bank is a technology-forward financial services company, and their marketing department leads the charge with the customer-facing innovations they offer.

Adam Brickley is AVP of Insurance for Lincoln Savings Bank. With a focus on the Auto Recycling Industry for the past 4 years, Adam works with yard owners in 7 states to implement an insurance program that maximizes coverage, reduces risk and drives profitability through workers compensation review and claims management.



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Welcome to Waterloo, Iowa



Waterloo was founded on the banks of the picturesque Cedar River and it is along the Cedar River where Waterloo is experiencing a renaissance that is transforming the downtown area into a brand new destination for kids of all ages. Waterloo is one of the state's foremost historic towns, with John Deere, Dan Gable and the Five Sullivan Brothers featured as some of the most recognizable names in Iowa history.

Throughout its history, Waterloo has been a place that has seen innovation, invention and progress. Today, with technological developments at John Deere, with agri-based and biotechnology being advanced at the Cedar Valley TechWorks, and advanced manufacturing throughout the community, Waterloo continues its rich industrial and innovative history as the community looks to the future.

Downtown Waterloo has been recognized as an Iowa Cultural District and features the Grout Museum District & Sullivan Brothers Iowa Veterans Museum, Phelps Youth Pavilion, National Wrestling Hall of Fame Dan Gable Museum, Waterloo Center for the Arts and RiverLoop Amphitheater. In

addition, local artists like Paco Rosic have made downtown Waterloo a destination for those seeking unique and astonishing art. Rosic and his family opened a fine-dining establishment under his masterpiece: a half-size replica of the Sistine Chapel ceiling, created using 6,000 cans of spray paint. Visitors from around the world have converged on Galleria de Paco to marvel at the art and enjoy the food. The Friday after party is scheduled there from 10 pm until midnight, June 8, 2012, it is adjacent to the hotel on Commercial Street.



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In addition to the museums and public spaces, new businesses have sprung up in downtown, making the area a great place to visit. Restaurants and retail now line much of 4th Street, which is Waterloo's "Main Street." The new RiverLoop Public Market helps bring farm to fork, with locally grown and produced food.



Waterloo and the Cedar Valley feature more than 100 miles of paved recreation trails for bicy-

cling, walking, jogging, and skiing. Trails are arranged in loops, enabling users to see a large area of the community, while also staying close to hotels, attractions, restaurants, and retail. Trails take users through state, county and city parks; around lakes; along the river; and through downtowns. Golf is also a favorite activity of both residents and visitors. Waterloo's three public courses feature challenging golf for reasonable prices.

Waterloo is home to the Isle Casino Hotel Waterloo and the Lost Island Water Park. The Isle features 1,100 slot machines, gaming tables, great dining options and unique entertainment. The Lost Island is Iowa's largest outdoor water park and features one of only ten "Water Coasters" in the world. The Wailua Kupua takes riders on a wild ride, on which they'll experience climbs, drops, twists and turns ... and everything in between.

With its rich history, great outdoor recreation, award-winning attractions and variety of restaurants and retail, Waterloo is a great place to visit and explore. Visit www.travelwaterloo.com for additional information about the area.

We're glad you're here!

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Beyond Traditional Banking with LSB Financial

Since its founding in 1902, Lincoln Savings Bank (LSB) has been devoted to serving the people of Iowa. LSB Financial, a subsidiary of Lincoln Savings Bank, extends traditional banking capabilities to include insur-

ance, investments, trust, real estate and more. Together, Lincoln Savings Bank and LSB Financial operate seamlessly to be your complete financial service provider.

With fourteen locations across Iowa, LSB Financial is a Trusted Choice® independent insurance agency that believes in more than just selling an insurance policy. As an independent agency, LSB Financial can market various carriers to find the best combination of insurance programs that meet your specific needs and budget. With over fifteen years of experience in the auto recycling industry, Senior VP of Commercial Insurance, Pete Hill,

has seen significant changes in both industries: "We (as an agency) have to do more than simply deliver a policy; we want to be your risk management consultant and help your business develop practices that reduce risk."



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LSB Financial developed a risk management program specifically for the Auto Recycling industry. "We apply loss control principles and accident prevention techniques to a business's actual and potential loss source" says Hill. The professionals at LSB Financial Insurance want to share a few highlights of the program:

- **Exposure Review-** We want to get to know you and your business. We will evaluate your current situation and future plans to ensure that correct program is developed for your needs. It might be writing a new policy, assistance with OSHA regulations, implementation of a safety program, updates to a safety library or helping with an audit; these are crucial steps for your business.
- **Insurance Marketing-** Just because a company will write a risk does not mean it should be placed there. As your independent agents, we represent companies that write auto recyclers nationwide. It is our job to find the right company for you.
- **Claim Management-** Claims will happen. We work on your behalf to minimize the disruption to you and ensure that your claim is handled in a fair and prompt manner.
- **Contract Review-** Policy changes do not happen at your renewal. Instead, these changes take place during the policy period. It is important for us to review your business throughout the year to ensure you are covered completely and correctly.
- **Service, Service & Service-** Our entire insurance department is fully licensed and make all changes in-house. You will never have to deal with a recording and you will always get a prompt callback.

Adam Brickley, Assistant VP of Commercial Insurance is the newest member to the LSB Financial team and focuses on Auto Recyclers across the Midwest.

"We don't pretend to have all the answers. With that said, it's our obligation to provide solutions for our clients. We have the resources at our disposal and will work diligently to provide answers" says Brickley.

LSB Financial is a proven supporter of IAR and the Auto Recycling industry. Besides being an Associate Member of IAR, LSB Financial takes pride in being an advocate for the Auto Recycling industry. States Brickley, "We are constantly trying to adapt the industry on a local, regional and national level. We continue to back the I-CARE Program and other associations across the Midwest. Our goal is to build an insurance solution around your business with your long-term goals in mind."

LSB Financial contact information:

Adam Brickley,

Assistant Vice President Commercial Insurance

219 Main Street

Cedar Falls, IA 50613

319-268-4242

Toll Free: 1-866-907-4242

Fax: 319-268-4211

AdamB@mylsb.com

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**Behr Iron & Metal Recycling
since 1906**

Recycling since 1906, with locations in four states, Behr Iron & Metal is one of the top 16 ferrous and non-ferrous scrap processors in the United States. Specializing in the management of industrial scrap accounts, Behr is ISO 9001 and 14001 certified.

At Behr Iron & Metal, we buy, process and sell scrap metals sourced from industry, obsolete materials, plant tear-downs, construction and other sources.

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Scrap ferrous and non-ferrous metal is delivered to our premises by truck and rail or picked up by our own trucking company. The scrap we receive is prepared to consumer specification utilizing a broad range of processing equipment. Our scrap is shipped in the most cost effective way by truck, rail, or barge, based on the needs of the consumer.

Behr's facilities are located in the Midwest. We manage ten full-service scrap operations and two,



free standing drive-through collection facilities. We operate three shredders, five guillotine shears and a myriad of other processing equipment such as cranes, balers and specialized equipment. We source a substantial amount of raw material by partnering with Fortune 500 companies, small manufacturers and scrap yard producers of all sizes.

Behr has environmental, engineering and construction workers on staff to ensure proper ecological handling of your scrap and to enhance the services we can offer your company.

Servicing over 1000 industrial customers, Behr Iron & Metal offers a wide range of scrap management programs from large to small. At some accounts, Behr employees actually staff and operate a scrap facility within the customer's operation. Operating a modern fleet of trucks, utilizing industry standard gondola trailers, roll-offs, huge-hauls, lug-gers, dumpsters and straight trucks, Behr guarantees your company timely service when, and where it is required. Our ISO 9001 Quality Certification is proof of our commitment to customer satisfaction.

Behr is also one of the most environmentally proactive scrap processors in the nation. In an era when scrap facilities have come under serious EPA scrutiny and industrial customers have been forced to fund clean-ups at polluted sites, Behr Iron & Metal can assure your company that the operations at our facility are in compliance with all local, state and federal rules and regulations concerning the handling, reclamation and processing of recyclable materials. Our ISO 14001 Environmental Certification is proof of the extraordinary lengths



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that we are taking to protect the environment, as well as management's continuing commitment to this endeavor.

Whatever the size of your company and whatever your scrap needs may be, Behr offers an unbeatable combination of superior service, competitive pricing and environmental responsibility.

Along with multiple trailers to load car bodies and all other types of material Behr Iron & Metal in Mason City also offers container placement for farm clean-ups, city cleanups and fund raising events. We work closely with our customers, in order to provide the services that they require. Please give us a call or send an e-mail with any questions you may have.

Behr Iron & Metal

12050 W State St
Mason City, IA 50401
Office 641-424-9521
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End of Life Vehicle Solutions (ELVS) National Vehicle Mercury Switch Recovery Program

The NVMSRP is a collaborative, nationwide effort to recover automotive mercury switches. It is a voluntary partnership of the following groups: Environmental Protection Agency (EPA), American Iron and Steel Institute (AISI), Automotive Recyclers Association (ARA), Ecology Center, Environmental Council of States (ECOS), Environmental Defense, Institute of Scrap Recycling Industries (ISRI), Steel Manufacturers Association (SMA) and the End of Life Vehicle Solutions (ELVS)

ELVS was created by the automotive industry to promote the industry's environmental efforts in recyclability, education and outreach, and the proper management of substances of concern. ELVS carries out the responsibilities of vehicle manufacturers for mercury switch recovery through implementation of mercury switch collection programs in all 50 states. ELVS provides collection buckets,

educational materials, pre-paid shipping, and arranges for recycling of the mercury switches. Over 9,000 automotive recyclers participate in ELVS programs.



As part of its environmental education goals, ELVS represents the NVMSRP at recycling events around the country.

Since 2000, the automotive industry has been working with various states to provide educational outreach on best practices for the removal of Hg automotive switches by dismantlers. End of Life Vehicle Solutions manages, on a nationwide basis, programs to collect, transport, retort, recycle, or dispose of elemental mercury from automotive switches. We also provide educational outreach and promote vehicle recycling and proper management of substances of concern.

During its 2006 session, the Iowa Legislature passed HF 2362, the Mercury-Free Recycling Act, to require vehicle dismantlers and scrap recycling facilities to remove automotive mercury convenience light switches before the vehicle is crushed or shredded.

As part of this program, ELVS will pay \$5.00 for each mercury switch bullet that is associated with an entry on the vehicle log form. ELVS also will provide educational materials on switch location and removal as well as collection buckets. ELVS also will pay for the shipping and recycling the switches/assemblies removed by dismantlers and scrap metal recyclers.

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Legend Smelting and Recycling: Company Above the Rest

Legend Smelting and Recycling is your one-stop shop for all of your catalytic converter and non-ferrous metal recycling needs. Founded in 1982 by Mark Sasko and Randy Hess, Legend Smelting and Recycling has grown from one recycling center in Newark, Ohio to a multi-million dollar recycling powerhouse with a first-class reputation. Through the company's commitment to customer service as well as its dedication to excellence, Legend Smelting and Recycling has built one of the largest catalytic converter and non-ferrous metal recyclers in the country.

In an effort to provide even more value to its customers, Legend Smelting and Recycling has recently implemented an industry unique grading system for its purchases of catalytic converters. This new grad-



ing system is based on laboratory breakdowns of the precise contents of each converter. Those results form the basis for the approximately sixty categories that Legend Smelting and Recycling uses to purchase catalytic converters. By creating these additional categories, customers can be assured that they are receiving top dollar for each and every converter. It is their innovation, along with their ever increasing customer satisfaction, that makes Legend Smelting and Recycling a company above the rest.



Rebuilders Automotive Supply

Rebuilders Automotive Supply is the number one full-line core supplier to the largest rebuilders and recyclers in the world. With locations in Rhode Island and Florida, RAS is a quality and service conscious company, celebrating over 40 years in the industry, with over 75,000 part numbers in inventory and over 30 million cores processed annually.

RAS is a front runner in the industry with its patented core sourcing technology and online valuation and inventory tools specifically designed for recyclers - CorePro® and RASBid™. These RAS tools streamline all aspects of the automotive part evaluation, inventory process and maximize core revenue.

CorePro® is a free web-based vehicle evaluation service that identifies the value of parts on a vehicle prior to their removal. Easy to use, our software will report which parts RAS is purchasing and at what price, for a specific VIN or year, make

and model. With values changing daily, CorePro® won't let you miss a good price and will increase your bottom line by avoiding costly removal of parts with little or no value.

RASBid™ is an inventory surplus solution which identifies stock items that RAS will purchase. Evaluating inventory has never been easier - customize your own sales sheet based on part type, location, days in stock, price, etc. A cash solution for inventory, RAS guarantees a global sales outlet increasing recyclers' efficiency and profits. The RAS Recyclers' tools are easy to use, free and fit any salvage process: Auction, Inventory Valuation, Dismantling and Shelf Inventory. Rebuilders Automotive Supply - Your Core Partner since 1972.



AutoDataDirect, Inc.



Hollander, a Solera Company

Hollander, a Solera company, since 1934, Hollander has delivered trusted business solutions to the automotive recycling industry. The Hollander Interchange is the most widely used database to identify automotive parts that interchange, setting the industry standard for communicating part fitment and availability. Today, more than 10,000 automotive recyclers rely on Hollander products from yard management solutions to parts databases. Reach Chris DeVine, District Manager Hollander Sales at - 800-825-0644 - 14800 28th Avenue N Suite 190 Plymouth, MN 55447 www.hollander-solutions.com for questions.



Alter Metal Recycling has locations throughout Iowa

Alter Metal Recycling has locations throughout Iowa. Our network of suppliers includes scrap dealers, manufacturers, construction and demolition contractors, utilities, government institutions, car crushers, auto salvage businesses, brokers and individual sellers.

Iowa locations: Burlington: 319-752-3643, Cedar Rapids: 319-366-0441, Dubuque: 563-583-1731, and Mason City: 641-423-2155. Shredder locations in Iowa: Council Bluffs: 712-328-2601, Davenport: 563-328-3601, Des Moines: 515-265-7377, and Waterloo: 319-236-9856.

For more information, go to: www.altermetalrecycling.com



Al-jon Keeping it Simple Building it Strong

Al-jon is a family owned and operated manufacturing facility that has been supplying the Scrap, Auto Dismantling and Solid Waste industry since 1963. Nearly 50 years ago, the first machine rolled out of the Al-jon factory. Since then our motto has remained the same...Keeping it Simple, Building it Strong, words we at Al-jon live by every day.

At Al-jon, we are proud people, proud of our machines and confident that you will be as well. Al-jon machines are purpose-built for their application, allowing us to deliver to you the right machine for the job. Al-jon is small enough to listen to your ideas for product improvement, yet large enough to provide after-the-sale service and support at levels companies larger than Al-jon cannot match.

Over the years, Al-jon has focused on our core products including portable scrap processing equipment and solid waste compactors. At Al-jon, it is

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important to us that we design, build and service our own equipment and we do it all right here in the United States. Al-jon has long adopted our engineering philosophy and slogan of "Keeping it Simple. Building it Strong.". Our primary goal is to keep our customers equipment running. Al-jon is committed to listening to your needs and producing "State of the Art" equipment, keeping it simple to operate and building it strong to last, so our customers can be profitable and successful.



Wheeler's Autobody Supply is a Waterloo, IA family owned business

Wheeler's Autobody Supply is a Waterloo, IA family owned business that the Johnson family purchased in 1993. At that time the company had 8 employees and 3 delivery vehicles. The first branch store was opened in Rochester, MN in 1997. Soon after in 1998 the 2nd branch was opened in Lansing, IA servicing southwest Wisconsin. Wheeler's then added a new service in 1999 called Express Parts, a delivery service catering to Collision Centers, Salvage Yards and new car Dealerships. In 2003 another branch was opened in the Minneapolis, MN market. Since then Wheeler's has opened a store in the Ottumwa, IA market in 2004 to service southern Iowa and northern Missouri.

Wheeler's has now grown to having a fleet of over 30 delivery vehicles and employs 68 people throughout the company. We have been able to focus on growing our company through family values with our employees and our customers. We offer insurance quality parts, prompt deliveries, a courteous staff, timely credits, and expert training to our collision centers. In addition, Wheeler's is a full line PBE supplier offering quality automotive and industrial paints as well as a broad inventory of associated products, tools, & equipment.

Wheeler's supports the CAPA (Certified Autom-

tive Parts Association) Program for setting the standards for our non-OEM replacement parts. CAPA requires actual measurements that are accredited by the American National Standards Institute. To meet CAPA standards, tests are done to ensure adhesive integrity, coating performance, material composition and properties, mechanical properties, metal thickness, appearance, corrosion protection, form and fit, weld integrity, fasteners and hardware. Wheeler's also offers an "E" (economy) line. Our economy products are offered wherever CAPA lines are also available. Economy grade products are ONLY bought from manufactures that also offer the CAPA line. This ensures (you) our customer that the product will fit properly.

Wheeler's offers more paint choices than any other paint store in our market area. Our independent family-owned business has had the ability to make their own choices in the products we carry and have taken full advantage of this unique opportunity. Our staff is highly skilled in all areas of the automotive refinish market. Wheeler's caters to customers of all sizes in our market and our excellent customer service has helped us maintain strong relationships with each of our customers. We have the ability to support our refinish customers with local expertise on all levels of our customer's needs. Wheeler's knows each of our customers have a choice where they purchase their refinish products and what level of service they need. Wheeler's gives you the customer the broadest choice of products that all come with the highest level of service you have come to expect from us.

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Cedar Valley Collision Association CVCA

The CVCA was started by local Collision Centers both Independent and Dealerships to promote ethical and responsible dealings with consumers and to strengthen the relationship between the members of the Association and the general public. The Association also provides training and education to provide the recommended repairs and procedures to all of its members.

The Association also informs its members of State and Federal Laws that affect their business operations and practices. The Association also promotes good fellowship with a spirit of fairness and goodwill when dealing with other members. While recognizing the rights of all its members in a highly competitive business

The Cedar Valley Collision Association also helps our industry by providing a Scholarship for eligible students at Hawkeye Community College enrolled in the Collision Repair Program. The Clarence Jorgensen Scholarship is dedicated to one of the original founders of the Association who passed away. There is also an annual charity golf outing for Braydon Fuller college fund the son of Chris Fuller who passed away after a long battle with cancer at the age of 33.



Gerda Restarting Shredding Operations in Wilton

Gerda is the leading producer of long steel in the Americas and one of the largest suppliers of special long steel in the world. It has more than 45,000 employees and industrial operations in 14 countries with operations in the Americas, Europe and Asia, which together represent an installed capacity of more than 25 million metric tons of steel per year. Gerda is the largest recycler in Latin America and around the world and transforms millions of metric tons of scrap into steel every year. Gerda is listed on the stock exchanges of São Paulo, New York and Madrid and has approximately 140,000 shareholders.

Global steel company Gerda will restart shredding operations at its Wilton, Iowa, steel mill by mid-year after being idled for three years. The shredder is responsible for processing scrap steel, including used vehicles, vehicle parts, white goods and other obsolete materials, for use in the manufacture of new steel products.

The company began installing new capital equip-

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ment at the site in November, including a new in-feed system for the existing shredder and updated automation and controls. Favorable weather in the area has put construction ahead of schedule and the company aims to have the project complete by May 1. In order to staff the operation, the company called back two employees in January and plans to recall and hire approximately 10 more in the next few weeks.


"The restart and upgrade of the Wilton shredder is part of our commitment to captive scrap utilization throughout North America," said Matt Yeatman, vice president of raw materials at Gerdau. "Utilizing the synergy of scrap production and steel making on one site is core to our business model."

PAM's Auto, Inc.

In 1991 PAM's Auto was started in a residential 2 stall garage in St. Cloud, MN by Pat Huesers and Mike Meyer. Their primary business was auto body repair of late model repairables with a flair for Honda's, they were reselling to the public and were also fixing customer cars.

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In 1995, they expanded their operation to its current location and worked out of modest shop performing auto body, mechanical, and some selling of the left-over parts from the cars they acquired.

In 1998, Pat and Mike, needed to build their first warehouse to help them organize and store the thousands of parts they had collected to sell, this is when they realized their business was turning into an auto recycling operation!

By 2001, Pat and Mike discontinued fixing builders for the public and went full steam into the auto recycling business. With smart business sense and using current technology to their advantage, they grew rapidly and the next 10 years would be constant expansion of land, warehouses, and employees.



Currently PAM's Auto sits on a very well organized 56 acres, operates out of an 80,000 sq. ft. state of the art recycling facility, and is considered one of the largest independently owned, late model salvage facilities in

Minnesota...Hats off to a couple of hard working kids!

A side note - PAM's Auto has been awarded a Star Tribune Top 100 Workplace in Minnesota for 2011 and again in 2012, was featured in Twin Cities Business Magazine's Top 10 Small Business Success Stories for 2011, and recently made the St. Cloud Chambers Small Business of the Year Award for 2012. Please visit our website at www.pamsauto.com

PAM's Auto Facts –

- PAM's Auto is "Pat and Mike's Auto"
- Consists of 56 acres with an 80,000 sq. ft. facility
- Employees - 60 full time
- Over 1,700 cars are processed yearly
- Mostly 2002 and newer inventory
- 50/50 mix of import and domestic
- Over 2,100 vehicle hulks in the yard
- Largest OE take-off inventory in MN
- Next day shipping to the 5 state area
- Most parts are off the vehicle, tested, and ready to ship
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The Benefits of Inventory Control

Computerization is the key to maintaining inventory levels

New at the conference this year will be the "Inventory Management System User Group Trainings" provided by CheckMate and Hollander. The Iowa Auto Recyclers wanted to provide the availability of the user group trainings for attendees

that may not be attending the national trade show that gives that opportunity.

An inventory management system is a process for managing and locating parts commonly referring to the software that accomplishes the task. Modern

inventory control systems often rely upon barcodes and radio-frequency identification (RFID) tags to provide automatic identification of inventory objects.

Today, maintaining the right inventory levels is a tough challenge. If not properly managed, your inventory can result in a significant expense. Looking over your shoulder is the lender who is concerned about the cost of carrying too much inventory - which can affect profitability.

The cost of carrying inventory has become a major expenditure and requires immediate attention. The benefits of inventory control far outweigh the costs. Any reduction in inventories can have a dramatic impact on your bottom line.

“The benefits of inventory control far outweigh the costs.”

Industry averages suggest that a 20 percent reduction in inventory is achievable with a computerized inventory control system. For a company with a yearly sales volume of \$1 million, such a reduction would result in savings of \$14,400 per year and would free up \$48,000 of new dollars for reinvestment.

How do you go about selecting a computerized inventory control system? First, such a system should be bought rather than developed in-house. With the purchase of an available software package, you can focus on getting the benefits of the system immediately rather than waiting until the development and debugging is completed. Also, the documentation and training materials is included when a software package is purchased.

Buying a software package is not easy, considering that there are many choices available in the marketplace today. When choosing a package, consider: ease of installation and operation, ease of use, vendor reputation, local troubleshooting and consulting support, quality and availability of end-user documentation and education programs.

What can you expect a computerized inventory control system to do once it is in use? The package should be capable of certain key functions. The system should allow for reporting and tracking all items of inventory within a company.

In particular, the system should:

1. *Maintain a master file for the company.* This file keeps all pertinent information on each item to be controlled: part number and description, detailed information such as actual locations, shipping weight and sale price.
2. *Process the inventory within the company.* Such activity includes the receipts, shipments, returns, rejections, inspections and scrap. The system should enable the transactions to be processed online, with immediate updates. The system should also track inventory levels and activity for multiple locations within the company.
3. *Provide adequate online inquiry and management reporting capabilities.* The system should provide online inquiry into the stock status by locations, inventory value and descriptive information for each item. The information should be obtainable on the screen from different computer terminal locations.
4. *The system should be capable of generating numerous operational and management reports.* These might include:
 - Stock status report
 - Inventory movement report
 - Recommended purchases report
 - Parts history report

A computerized inventory control system can be a big asset to a company, whether large, medium or small. These systems can help management in controlling the inventories of the company to cut costs and have a dramatic impact on the financial bottom line of the company.

Such a system should be purchased from software package vendors. Care should be exercised in choosing the package since the implementation costs of the system goes beyond the cost of the software package itself. But the benefits of the system far outweigh the costs for a typical company.

Reference: www.growingsmallbusiness.com/News/content_inventory.html

Key Note: New Automotive Technology

The keynote address will be presented by Tom McGee of ALL DATA on New Automotive Technology at Iowa Automotive Recyclers Summer Outing in Waterloo, Iowa on June 8-9, 2012.

Join Tom McGee as he discusses more than 30 examples of vehicle technology that you may not be aware of, but should be, and will address how they may be impacting your part sales. Using the same information source as repair shops to prepare parts for sale (via OEM recommendations) could be the key to having the best available part on the market.

As cars become more complex, it becomes increasingly important that access to the most up-to-date technical repair information be available. Rather than relying solely on reference guides, online information can make this information much more readily available and deliver it at a point in the dismantling process where it is most needed. Ready access to critical information is key.

Clearly, the advances in automotive materials and components are making vehicle repair more complex. In terms of how collision repairers run their business, the most significant change will center on computing services "in the cloud." The Internet itself is a ubiquitous access point. Thanks to advances in both technology and availability of broadband, repair facilities can now access very robust business software—that in the past would have required much more cost and maintenance within the four walls of a repair shop—by using a reasonably priced computer, a Web browser and a broadband connection.

But access to data is only one aspect of new technology awareness. Because of the industry-wide push toward lighter body weights and better fuel efficiency, auto body repair shops are finding that traditional methods of repair aren't applicable anymore. Brought about by economics and regulations, new car designs and materials are trending towards the replacement of assemblies or sub-structures when a vehicle is brought in for repair.

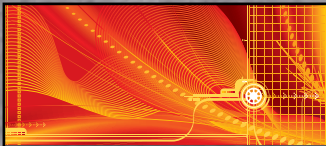
This is why auto recyclers now need to understand design-based repair. It is best described as an understanding of how a car is designed from a repair perspective. Shops also need to be cognizant of the processes and materials that will ensure that the vehicle is repaired correctly and that all safety and performance features are retained after collision repair. For this, the collision repair industry in general including dismantlers should work closely with manufacturer data to identify which materials and components (exotic steels, plastics, carbon composites and sensors) are in a vehicle to facilitate their removal, repair, replacement and disposal.

In terms of procedure, questions like sectioning, replacement or pulling of body structures must be correctly answered. Also, with electronics playing a huge part in today's vehicles, are there any components, sensors or systems that will be affected when a body part is affected by a collision? OEM data will be very important in these cases to affect a good repair. And in the case of special metals for example, are they heat-treated? Can they be welded? It is now known that the new high-strength steels are not as pliable as the mild steels of the past, and that squeeze type resistance welders are the recommended equipment to affect welds. To add even more complexity, carbon fiber reinforced plastics are now being used. What adhesives or composites are required to repair carbon fiber structures? How to detect weakened portions? With the new materials, manufacturers are beginning to design structures as sub-assemblies that are clipped on to the main structure. In the event of a collision, the intention is simply to replace these clips.

All these new technologies don't necessarily mean that automotive shops have to retool themselves immediately. There will still be a significant demand for traditional repair and refinishing methods, and well-managed shops will have their loyal customer base to fall back on. Reference: <http://EzineArticles.com/6896494>

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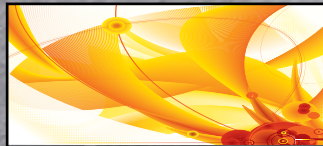


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Our Association Needs Your Help!

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A political action committee (PAC) is an organization that campaigns for or against political candidates or legislation. The mission of the Iowa Auto Recyclers PAC is to educate lawmakers on the important issues with the views and interests of all small business professional automotive recyclers.

How does a PAC work for you? IAR is just one of many groups vying for the attention of lawmakers and candidates. In recent years, IAR has made great progress in reaching out to members of the Iowa Legislature by educating them on the auto recycling industry.

The association follows a strategic plan that concentrates on those lawmakers who are members of the important transportation and business committees.

A key element of those activities is supported by the IAR Political Action Committee (PAC). In conjunction with our lobbying and Call-to-Action grass-roots efforts, the IAR PAC raises the visibility of recyclers' views, interests and concerns among influential lawmakers. With increased visibility, IAR has a greater opportunity to educate lawmakers on issues important to auto recyclers and a greater opportunity to impact what happens at the statehouse.

How do politicians use PAC money?

Politicians rely on money contributed by individuals and PACs for campaign funds. PAC contributions are used to pay for campaign staff, commercials, signs, handouts etc. All campaign money is heavily regulated and policed by the Iowa Ethics Campaign and Disclosure Board. (IECDB).

The importance of a strong PAC

Every year, special interest groups contribute millions of dollars from their PACs to politicians and political parties. In fact, when it comes to poli-

tics, the greatest advantage that insurance corporations have had over small-business recyclers is the amount of money they contribute to political campaigns. They are well-funded and have agendas that are often counter to the interests of IAR members.

It is important that our PAC have the resources available to help counter the message of those other groups. By combining the individual contributions of IAR members in the PAC, the association is able to create increased awareness of our concerns and ensure that they get the attention they deserve.

By federal law, a PAC is not allowed to accept funding from a trade association. The PAC must raise its funds separately and only from members. One hundred percent of contribution goes directly to candidates' campaigns to promote the visibility of our issues.

Contributions to the PAC are completely voluntary. Members are free to contribute any amount or no amount without reprisal. IAR PAC uses member donations to help elect individuals who will understand and support IAR's goals.

Can't make it to the Summer Outing?

Ship your auction donation to:

Waterloo Auto Parts
1501 Grandview Avenue
Waterloo, Iowa 50703

Or send PAC fund donation to:

IAR PAC
55 West 32nd St
Dubuque, Iowa 52001

Member Website Directory

Ace Auto Recyclers	www.AceAutoRecyclers.com	Pat's Auto Salvage	www.patsautosalvage.com
Action Auto Parts	www.action-auto-parts.com	Poell's Enterprises, Inc.	www.PoellsEnt.com
Aikey Auto Salvage	www.AikeyAutoSalvage.com	Powerhouse Auto	www.PowerhouseAuto.us
Al-Jon Manufacturing	www.aljon.com	Preferred Auto Sales, Inc.	www.PreferredAutoSales.net
Alter Metal Recycling	www.altertrading.com	Quandt Auto Salvage, Inc	www.QuandtAutoSalvage.com
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Behr Iron & Metal.....	www.BehrIM.com	QRP Salvage Solutions.....	www.qrp1source.com
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Carroll Auto Wrecking	www.CarrollAuto.net	R.J. McClellan, Inc.	www.rjmc.com
Charlie Brown Auto, Ltd.....	www.CBAutoLtd.com	Sam's Riverside Auto & Truck Parts.....	www.SamsRiverSide.com
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Grab & Go Auto Salvage, LLC	www.grabandgosalvage.com	Stuber Trucks	www.StuberTrucks.com
Hogeland Auto Plaza & Salvage.....	www.hogelandautoplaza.com	Sun Line Inc.....	www.sunline-chase.com
Hollander	www.Hollandersolutions.com	Sunset Beach Auto Salvage	www.SunsetBeachAutoParts.com
Hurst Salvage	www.hurstsalvage.com	Swift's Auto Salvage	www.swiftautosalvage.com
IIADA	www.iowaiada.com	Trail's End Auto & Truck Salvage	www.TrailsEndAuto.com
Integrated Recycling Technologies	www.irtmn.com	United Milwaukee Scrap LLC	www.umswi.com
JBS Auto Parts, Inc.....	www.JBSAutoParts.com	Van Gorp Used Cars, Inc.....	www.VanGorplA.com
Jeff Smid Auto, Inc.....	www.JeffSmidAuto.com	Van Horn Auto Parts. Inc.....	www.VanHornAutoParts.com
Jerry Carney & Sons	www.CarneyAutoParts.com	Vander Haag's, Inc.	www.VanderHaags.com
Legend Smelting & Recycling.....	www.LegendSmelting.com	Walker Auto Salvage	www.WalkersAuto.com
Lems Auto Recyclers, Inc.	www.LemsAuto.com	Waterloo Auto Parts	www.WaterlooAutoParts.com
Leon Recycling & Auto Parts, LLC.....	www.leonautoparts.com	West Edge Auto Salvage	www.westedgeautosalvage.com
The Locator Magazine	www.PartsLocator.com	Wheeler's Auto Body Supply.....	www.wheelersautobody.com
Logan Oil	www.loganoil.com	Wilken & Sons Inc.....	www.wilkenandsons.com
LSB Financial.....	www.mylsb.com	Wrench 'N Go.....	www.Wrench-N-Go.com
Metro Salvage Pool	www.metro.salvagepool.com		
Midwest Auto Parts, Inc.....	www.mwparts.com		
North End Auto Wrecking	www.NorthendWrecking.com		
Nordstrom's Automotive, Inc.....	www.nordstromsauto.com		
Nugent Auto Sales & Salvage, Inc.....	www.NugentAutos.com		
Olston's Auto Recycling	www.Olstons.com		
Pal Fleet Truck Equipment Company	www.PalFleet.com		
PAM's Auto	www.pamsauto.com		



Member Telephone Directory

A & L Auto Parts, Holland 319-824-6686
 Ace Auto Recyclers, Iowa City 319-338-7828 • 800-223-2886
 Action Auto Parts, Marshalltown..... 641-752-3395 • 800-373-3995
 Aikey Auto Salvage, Cedar Falls 319-266-4763 • 800-722-4763
 AWE Auto Service, Traer 319-478-8460 • 877-772-2014
 B & B Salvage, Sioux Center 712-722-1731 • 800-395-9219
 Birdnow Auto Salvage, Inc., Fayette..... 563-425-4450 • 800-584-7073
 Boyes Auto & Truck Wrecking, Dubuque 563-583-5683
 Carroll Auto Wrecking, Des Moines..... 515-288-2244 • 800-532-1233
 Charlie Brown Auto, Ltd., Creston..... 641-782-6561 • 888-886-7811
 Chase Auto Parts Company, Inc, Waterloo.... 319-234-2445 • 800-728-2568
 Delp Auto & Truck, Fort Dodge..... 515-576-5409 • 866-294-1552
 Don's Auto & Truck Salvage, Des Moines..... 515-262-8283 • 800-372-6000
 Dumont Auto Parts, Dumont..... 641-857-3826 • 866-857-3826
 Grab & Go Auto Salvage, LLC, Spencer 712-580-2886
 Hawkeye Auto Salvage, Inc., De Soto 515-834-2436 • 800-362-1654
 High Country Auto, Cherokee 712-225-6101
 Hogeland Auto Plaza & Salvage, 641-752-0027 • 866-752-0027
 Marshalltown
 Hulett & Son Auto Salvage, Creston..... 641-782-4807 • 866-611-4376
 Hurst Salvage, Spencer 712-262-3011 • 800-286-3011
 JBS Auto Parts, Inc., Britt 641-843-3171 • 800-392-8833
 Jeff Smid Auto, Inc., Davenport 563-386-8535 • 800-528-3147
 Jeff Smid Auto, Inc., Iowa Falls..... 641-648-2375 • 800-528-3147
 Jerry Carney & Sons, Ames..... 515-232-1897 • 800-262-3808
 John's Auto, Aplington..... 319-347-6688
 Kabele Truck & Auto Parts, Spirit Lake..... 507-856-1672 • 800-225-6908
 King Automotive Salvage Center, Cedar Falls..... 319-234-8822
 K's Acres, Cedar Rapids 319-365-4248
 Lems Auto Recyclers, Inc., Doon 712-726-3202 • 800-257-9634
 Leon Recycling & Auto Parts, LLC, Leon 641-446-7557
 Lyle's Auto Salvage, Oto 712-827-4556 • 800-570-0093
 Midwest Auto Parts, Inc., Waterloo 319-287-4600 • 866-916-4600
 Monson Salvage, Inc., Lone Rock..... 515-925-3587
 North End Auto Wrecking, Dubuque..... 563-556-0044 • 800-545-8885
 Nugent Auto Sales & Salvage, Inc., 563-652-2231 • 877-652-0576
 Maquoketa
 Osage Auto Salvage, Osage 641-732-3603
 P.Q. Auto Parts, Sioux City 712-258-6229 • 888-945-5276
 Pat's Auto Salvage, Waterloo 319-232-0704 • 877-232-0704

Poell's Enterprises, Inc., De Witt 563-659-8111 • 877-659-8111
 Powerhouse Auto, Ackley 641-231-3449
 Preferred Auto Sales, Inc., Lockridge..... 319-696-3366
 Quandt Auto Salvage, Inc, Carroll 712-792-9204 • 800-522-1903
 Sam's Riverside Auto & Truck Parts, 515-265-8792 • 800-383-2163
 Des Moines
 Sanborn Auto, Inc., Sanborn..... 712-729-5865 • 800-986-3725
 Sandhill Auto Salvage, Tama 641-484-2057 • 800-542-7880
 Smith Auto Parts & Sales, Inc., Fairfield..... 641-472-4200 • 800-452-1095
 Smitty's Auto Parts, Inc., Des Moines 515-266-4903 • 800-372-6030
 Snyder's Auto Body, Clarinda..... 712-542-5316 • 800-541-2264
 Spilman Auto Parts, Inc, Bloomfield..... 641-664-2463 • 800-477-1367
 Stuber Trucks, Waterloo 319-233-2286 • 888-322-2286
 Sun Line Inc., Cedar Rapids 319-364-4000 • 800-553-8421
 Sunset Beach Auto Salvage, Des Moines..... 515-266-5201 • 800-383-5201
 Swift's Auto Salvage, Des Moines..... 515-262-8860 • 800-627-8788
 Trail's End Auto & Truck Salvage, 515-265-5696 • 800-717-6505
 Des Moines
 Van Gorp Used Cars, Inc., Oskaloosa 641-673-8459 • 800-245-2336
 Van Horn Auto Parts. Inc., Mason City 641-423-0655 • 800-392-5600
 Vander Haag's, Inc., Council Bluffs 712-323-9000 • 888-323-5030
 Vander Haag's, Inc., Des Moines 515-265-1451 • 800-262-5030
 Vander Haag's, Inc., Sioux Falls, SD..... 605-336-6737 • 800-274-5030
 Vander Haag's, Inc., Spencer..... 712-262-7000 • 800-242-5030
 Walker Auto Salvage, Waverly 319-352-2535 • 800-772-2088
 Waterloo Auto Parts, Waterloo 319-234-5207 • 800-728-5207
 West Edge Auto Salvage, Independence 319-334-2048 • 888-484-9344
 Wilken & Sons Inc., Waukon..... 563-568-3698 • 800-382-1887
 Wilken & Sons Inc., Nashua 641-435-4077 • 800-382-1887
 Wilken & Sons Inc. of Kensett, Kensett..... 641-845-2077 • 800-382-1887
 Wrench 'N Go, Des Moines..... 515-265-7509 • 800-362-2942
 Yaw Auto Salvage, Des Moines..... 515-266-2046 • 800-728-2046



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Al-Jon Manufacturing, Ottumwa, IA..... 641-682-4506 • 800-255-6620
 Alter Metal Recycling, Des Moines, IA..... 515-262-0764 • 800-344-2947
 Auto Data Direct, Inc., Tallahassee, FL..... 850-877-8804
 Behr Iron & Metal, Mason City, IA..... 641-424-9521
 Car-Part.com, Ft Wright, KY..... 859-344-1925 • 800-347-2247
 David Ruberg Repair Service, Winona, MN 507-429-4489

DeVries Equipment, Ankeny, IA..... 515-964-2299
 Donate A Car 2 Charity, Escondido, CA 877-505-5775
 EZ Crusher, Annandale, MN 320-274-3594 • 800-328-3613
 Full-Line, Edinburg, IN..... 812-447-0746
 Gerdau Ameristeel, Wilton, IA 563-732-4618
 Global Parts Solution & Transport, LLC, Florence, WI..... 414-861-8442
 Holiday Wrecker Service, Inc., Tiffin, IA..... 319-351-9091 • 800-383-9091
 Hollander, a Solera Company,..... 763-553-0644 • 800-825-0644
 Plymouth, MN
 I Buy Converters Too, Joliet, IL..... 779-435-0333
 Iowa Independent Auto Dealers Assoc, Panora, IA..... 641-755-4177
 Integrated Recycling Technologies, 763-295-6992 • 877-892-9194
 Monticello, MN
 JP Salvage & Core LLC, Des Moines, IA..... 515-865-0010
 Legend Smelting & Recycling, Spring Valley, CA 800-697-5556
 The Locator Magazine, Whiting, IA 712-458-2213 • 800-831-0820
 Logan Oil, San Diego, CA..... 858-550-9440
 LSB Financial, Cedar Falls, IA 319-268-4242
 Metro Salvage Pool, Des Moines, IA 515-266-5196
 Nordstrom's Automotive, Inc., 605-594-3910 or 800-272-0083
 Garretson, SD
 Olston's Auto Recycling, Lincoln, NE..... 402-467-4541
 Pal Fleet Truck Equipment Company, Council Bluffs, IA..... 712-323-7116
 PAM's Auto, St Cloud, MN..... 320-363-0000 • 800-560-7336
 QRP Salvage Solutions, Tomahawk, WI..... 715-551-3759 • 888-241-0294
 Quad City Salvage Auction QCSA, Eldridge, IA 563-285-2100
 Rebuilder Automotive Supply, Coventry, RI..... 877-829-1553x12
 Recycled Parts Plus, Crivitz, WI..... 866-837-2039
 RJ McClellan, Inc., St Paul Park, MN..... 877-525-4589
 S & L Auto Parts, Inc., Kellogg, IA 641-521-0156
 Shine Bros. Corp., Spencer, IA..... 712-262-5579 • 800-262-5579
 Sioux City Compressed Steel, Sioux City, IA..... 712-277-4100
 United Milwaukee Scrap LLC, Inver Grove Heights, MN 651-552-9008
 Ward Enterprises, St Anthony, IA 641-477-8334
 Washer Systems of Iowa, Des Moines, IA 515-289-1844
 Wheeler's Auto Body Supply, Waterloo, IA.... 319-234-3414 • 888-294-1320

Iowa Automotive Recyclers Stormwater Sampling Lab Kit

Every Iowa automotive salvage facility with more than 250 "junk" vehicles in the yard is required to conduct annual storm water runoff sampling. The I-CARE program has a discount at TestAmerica and a standard testing protocol to guarantee the appropriate parameters are tested per the Iowa Department of Natural Resources (DNR) storm water requirements.

Download the sampling procedures at:
<http://www.sueschauls.com/Storm-Water.html>

Sampling is a regulatory requirement!

Contact Sue Schauls at Schauls3@mchsi.com or fax this form to 319-233-7970 to order a sampling kit.

Laboratory fee

Sample kit & results analysis \$320

Laboratory testing authorized by:

Name _____
 Company: _____
 Address _____
 City, State, Zip _____
 Phone _____
 Email _____
 Signature: _____

Sampling should be conducted after spring thaw and before the first freeze. April through October is best.

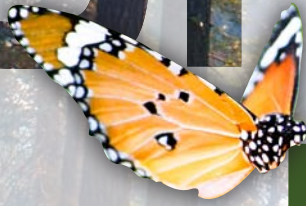
Make check payable and mail to :
 Sue Schauls Consulting
 2214 Regal Avenue
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Support our associate members! We appreciate their sponsorship and expertise in our industry. The feedback we get at the associate member conference calls is invaluable. Thank you! Check the website Associate Member page for the 2012 schedule at www.IowaAutoRecyclers.com.

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