



# The Iowa Automotive Recyclers NEWS

JUNE / JULY 2008

## IAR Direct Member Profile SANBORN AUTO, INC.

Sanborn Auto, Inc., located in Sanborn, Iowa, joined IAR as a Direct Member this past spring. Sanborn Auto, Inc. is a partnership between owners Doug Harms and Ramo Ohrt, and has been in operation since approximately 1999.

Harms and Ohrt took over the yard from Ramo Ohrt's father, Mearl Ohrt, in December of 1999. Mearl Ohrt had rented the land from John Vander Haag, Sr., and that arrangement continued until Doug Harms and his wife, Brenda, purchased the yard from Vander Haag in 2002.

Sanborn Auto, Inc. lies on 5.5 acres 1 mile west and 1/2 mile south of Sanborn. Averaging 350 to 400 cars annually, they try to stay current with newer late model vehicles. They use the Hollander Management System for inventory and locating parts and ship any where in the United States. Sanborn Auto, Inc. also does install work on most vehicles and offer a 90 day guarantee.

Says owner Doug Harms, "We are growing every day with out the high overhead cost. We put a lot of pride and time into our yard. We currently have a 60 x 107 building for parts storage, a repair shop and the business office, and hope to erect another building for parts storage in the future, as

the market keeps growing." Harms continues, "We're self employed and work hard to make sure we get the parts out as soon as possible. There's not a 7 - 10 day wait like with some yards."

Says Harms, "We decided to join IAR because all of the yards around here are members. Being an IAR member has already helped us through this article. It also helps keep you informed on new products for the business."

Both Doug and Ramo raced cars and worked at a beef packing house prior to starting the business, although they report running the business has since taken priority over racing cars. In what little spare time they have, they both enjoy bowling and golf.

Please join the IAR staff and board in providing a warm welcome to Sanborn Auto, Inc. We're delighted to have them on board!

Sanborn Auto, Inc. contact information:

Owners: Doug Harms & Ramo Ohrt

Address: 3246 Redwing Avenue  
Sanborn, Iowa 51248

Phone: 712-729-5865

Toll Free: 800-986-3725

Fax: 712-729-5865

Email: carparts@mtc.net.net

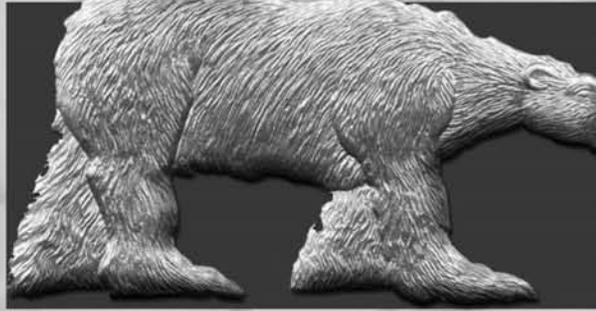
### Have a safe and enjoyable Summer!

## INSIDE...

IAR Board of Directors .....	3	IAR News .....	8
IAR Board News .....	4	Industry News .....	.25



**ISO 14001**  
ENVIRONMENTALLY AWARE



**BEAR**  
**MASON CITY**

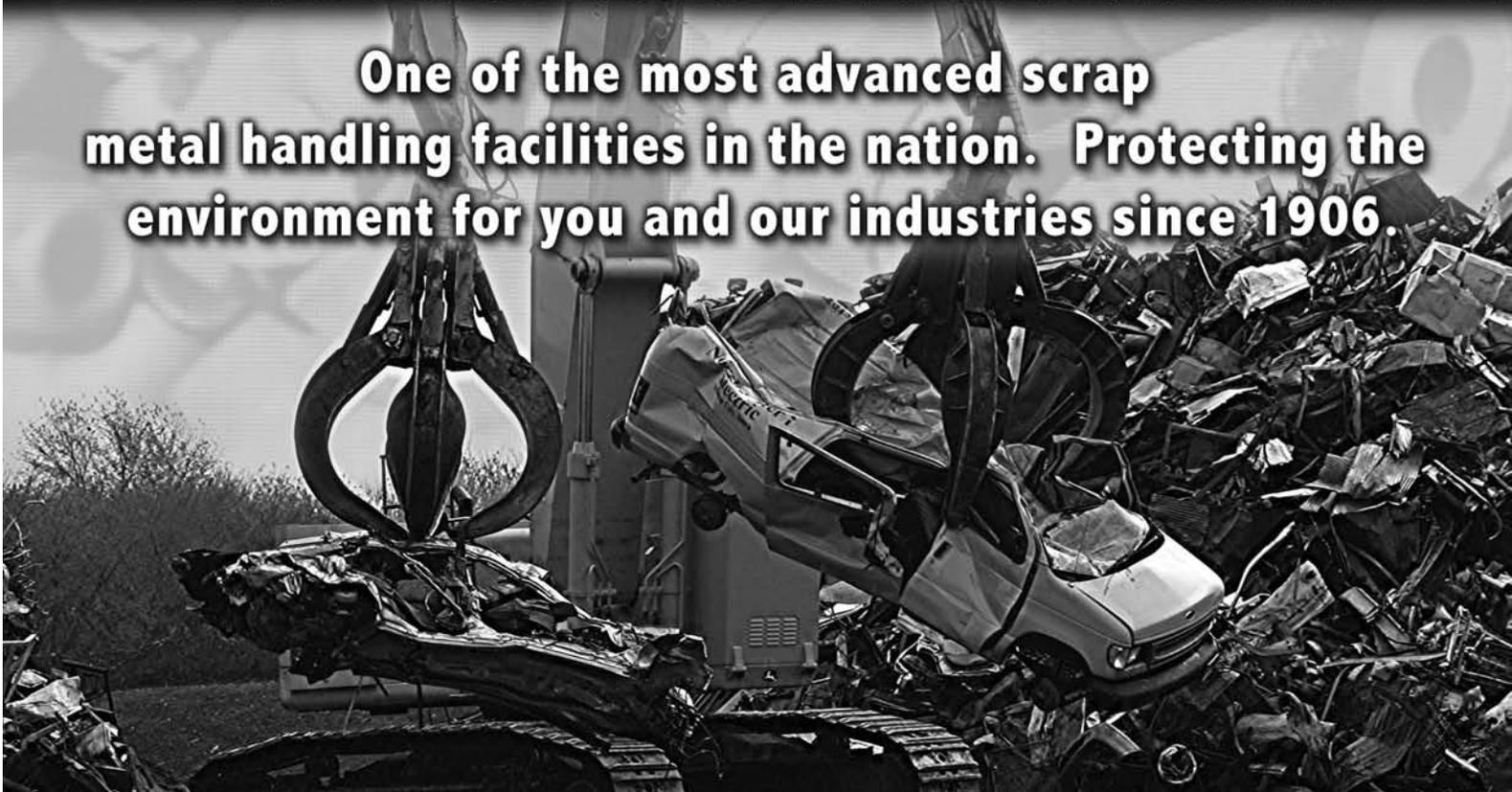


**ISO 9001**  
QUALITY ASSURED

12050 WEST STATE STREET • MASON CITY, IA • 641-424-9521



**One of the most advanced scrap  
metal handling facilities in the nation. Protecting the  
environment for you and our industries since 1906.**



# IAR NEWS



**THE  
IOWA  
RECYCLER**

The Iowa Recycler is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone. Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to Kelly Lynch-Salseg, 3333 Skycroft Circle, Minneapolis, MN 55418, Phone: 515-943-3516, Email: iowaautorecyclers@bitstream.net Articles may be edited for length.

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

Advertising rates (Contact Publisher for Advertising.)

## IAR BOARD OF DIRECTORS

### OFFICERS

<b>Mike Swift</b> Trail's End Auto & Truck Salvage	<b>President</b>
<b>Jami Schnoebelen</b> Wrench 'N Go	<b>Immediate Past President</b>
<b>Mike Waterbury</b> Sandhill Auto Salvage	<b>Vice President</b>
<b>Jeff Smid</b> Jeff Smid Auto, Inc.	<b>Secretary</b>
<b>Joel McCaw</b> Ace Auto Recyclers, Inc.	<b>Treasurer</b>

### DIRECTORS

Tracy Hurst	Hurst Salvage
Jodi Kunde	North End Auto Wrecking
Brent Nugent	Nugent Auto Sales, Inc.
Eric Piper	Spilman Auto Parts, Inc.
Tom Snyder	Snyder's Auto Body
Dave Wood	Van Gorp Used Cars, Inc.

### Executive Director

Kelly Lynch-Salseg  
3333 Skycroft Circle  
Minneapolis, MN 55418  
Phone: 515-943-3516  
Email: iowaautorecyclers@bitstream.net

### Lobbyist

Dave Scott  
Association & Legislative Resources  
1000 Walnut Street  
Des Moines, IA 50309  
Phone: 515-284-7055

### Newsletter Director

Kelly Lynch-Salseg  
3333 Skycroft Circle  
Minneapolis, MN 55418  
Phone: 515-943-3516  
Email: iowaautorecyclers@bitstream.net

### PUBLISHING STAFF

IAR retains the services of R. J. McClellan Inc.  
Call any staff member,  
Monday through Friday, 8 a.m. - 4 p.m.  
Phone 651-458-0089 Toll Free 877-525-4589  
Fax 651-458-0125  
Ron McClellan  
Sheila Cain

President, Advertising Sales  
Layout and Design, Purchasing and Billing

## IAR's 2008 Board of Directors

### Mike Swift, President

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

### Mike Waterbury, Vice President

Sandhill Auto Salvage  
1981 Hwy. E64  
Tama, IA 52339  
Phone: 641-484-2057  
Fax: 641-484-5555  
Fax: 515-265-0817  
Email: parts@sandhillautosalvage.com

### Jeff Smid, Secretary

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

### Joel McCaw, Treasurer

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

### Jami Schnoebelen, Past President

Wrench 'N Go  
4100 Vandalia Road  
Des Moines, IA 50317  
P.O. Box 975  
Des Moines, IA 50304  
Phone: 515-265-7509  
Fax: 515-265-8570

### Tracy Hurst

Hurst Salvage  
4019 4th Ave. West  
Spencer, IA 51301  
Phone: 712-262-3011  
Toll Free: 800-286-3011  
Email: hsalvage@ncn.net

### Jodi Kunde

North End Auto Wrecking  
55 W. 32nd Street  
Dubuque, IA 52001  
Phone: 563-556-0044  
Toll Free: 800-545-8885  
Fax: 563-556-5097  
Email: NorthendWrecking@aol.com

### Brent Nugent

Nugent Auto Sales, Inc.  
115 South Clark  
Maquoketa, IA 52060  
Phone: 563-652-2231  
Toll Free: 877-652-0576  
Email: brent@nugentautos.com

### Eric Piper

Spilman Auto Parts, Inc.  
20311 Old Highway 2  
P.O. Box 31  
Bloomfield, IA 52537  
Phone: 641-664-2463  
Toll Free: 800-477-1367  
Fax: 641-664-2477  
Email: spilman@netins.net

### Tom Snyder

Snyder's Auto Body  
1526 E. Washington Street  
Clarinda, IA 51632  
Phone: 712-542-5316  
Toll Free: 800-541-2264  
Fax: 712-542-6002

### Dave Wood

Van Gorp Used Cars, Inc.  
2696 Hwy. 63 S.  
P.O. Box 1007  
Oskaloosa, IA 52577  
Phone: 641-673-8459  
Toll Free: 800-245-2336  
Fax: 641-673-0450  
Email: parts@vangorpia.com

# IAR NEWS

## Iowa Automotive Recyclers Meeting Recap

### Iowa Automotive Recyclers Teleconference Meeting February 27, 2008 10:00 AM.

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

**IAR MEMBERSHIPS:** Kelly read the list of direct memberships for renewal to be voted on and they were: B & B Salvage, Delp Auto & Truck, Hawkeye Auto Salvage, Pat's Auto Salvage and Swift Auto Parts. David made a motion to accept these direct members. Jodi seconded the motion; motion carried. Kelly then stated that she had one associate member to be renewed and that was Al-Jon. David made a motion to accept that renewal with a second from Tom; motion carried. Kelly had a new direct member to vote on. Sanborn Auto from Sanborn, Iowa whose owner is Doug Harms. Joel made a motion to accept Sanborn Auto as a new member. Tracy seconded the motion; motion carried.

Kelly stated that 100% of the associate members have renewed now but there are still some direct members who have not renewed yet. Four of those have verbally stated they plan to renew but

haven't sent their dues yet; they are: Don's Auto, Smitty's, Dumont and Hogeland.

**LEGISLATIVE UPDATE:** Clyde asked if any of the board members have heard from their senators/representatives who received their HSB 247 letters. There had not been much response, although Mike S. said Jim Lykam, member of the House Transportation Subcommittee, emailed that he would be willing to have a meeting and discuss finding some "common ground." After some discussion, it was decided that Mike would respond to Jim that we appreciated his offer and would possibly have a meeting at a later date. That would give us some time to define what a "salvage yard" should be required to do, etc. before meeting with Jim.

Clyde plans to have a meeting soon with the Legislative Committee and set another meeting shortly after that to include Judy Wilson who is the Executive Director of the Iowa Used Car Dealers. The purpose of the meeting with Judy would be about defining the requirements for obtaining a recyclers license and how to present those to Jim Lykam. Clyde requested that each board member email him 5 ideas of what a recycler's license should require. He hopes to have something prepared to present to the board at the meeting at GMARE.

Clyde stated that our lobbyist, David Scott, is contracted through 2008.

There was some discussion about the mandatory used dealers license class. Kelly is planning to put an article in the newsletter about the important points taken from that class if she can get permission to reprint from IIADA.

**GMARE:** Mike S. said that Minnesota would like to meet with some of the Iowa members and discuss possibly joining forces. A few of the Minnesota members plan to attend the upcoming GMARE conference in Des Moines.

**SCHOLARSHIP:** Jodi stated she has not

### LINCOLN SAVINGS BANK LSB FINANCIAL PETERSEN-HILL INSURANCE

219 Main Street • Cedar Falls, IA 50613  
Phone: (319) 268-4242 • Fax: (319) 268-4211  
Toll-free: (866) 907-4242 • Cell: (319) 240-2428  
Email: PeteH@MyLSB.com

- BANKING
- INSURANCE
- INVESTMENTS
- TRUST
- REAL ESTATE



**PETE HILL**  
VICE PRESIDENT  
COMMERCIAL INSURANCE

[www.MYLSB.COM](http://www.MYLSB.COM)

# IAR NEWS

received any scholarship applications to date and that the deadline is this Saturday at midnight. She did, however, have someone request she email an application. Jodi and Tracy agreed that everyone has had plenty of advance notice and time to get an application completed and turned in so that an extension is not necessary.

Brent made a motion to adjourn; Jeff seconded the motion. The meeting was adjourned at 11:09 a.m.

## Iowa Automotive Recyclers Board Meeting Holiday Inn – Des Moines, IA March 28, 2008 3:00 PM

The meeting was called to order by President Mike Swift at 3:15 p.m. at the Holiday Inn. **Members present were:** Mike Swift, Mike Waterbury, Jodi Kunde, Tracy Hurst, Joel McCaw, Scott Frank, David Hesmer, Dave Wood, Eric Piper, Tim Smith, Brent Nugent, Tom Snyder, Clyde Lems, Kelly Salseg, Frank Reginaris, John Vander Haag and Jeff Smid.

**MINUTES:** The minutes were distributed and read silently by the board members. Brent made a motion to approve the minutes with a second from Scott; motion carried.

**SUE SCHAUL'S PROPOSAL:** Tom introduced Sue and handed out her Certified Iowa Automotive Recycler proposal to set up a program throughout Iowa with the Iowa Automotive Recycling association. Tom read through the program then opened up discussion and questions for Sue. It's a 3-step program to certify member yards' compliance with all environmental regulatory permits and waste management requirements applicable in Iowa and under state and federal jurisdiction. This proposal is different from the original plan to have Sue available to individual yards for certification. A motion was made by Brent to accept Sue's proposal as long as the IAR can afford the cost of

implementation. David seconded it; motion carried. David then made a motion after some discussion to approve the financing of the proposal with a second from Jeff; motion carried.

**FINANCIAL REPORT:** Joel distributed the financial report to board members. David made a motion to approve the financial report with a second from Jodi; the motion carried. Joel stated that David Silverburg from Smith-Barney recommended moving the scholarship fund into an ETF (Exchanged Traded Fund) which is a bond fund only that is making 6.5-7% at this time. Jeff made a motion to follow David's recommendation and move the scholarship money into an ETF fund. Scott seconded the motion; motion carried. Joel said he and Kelly had completed the paperwork needed to obtain a credit card for each of them (one card number). It will be a credit card, not a debit card. Joel is going to check to see if there is any cash back on the credit card and also if there is an annual fee.

**SCHOLARSHIP COMMITTEE:** Jodi reported that her committee received 5 applications for a scholarship. One was from an associate member which is not accepted. The other four were from: Jessica Snyder (Snyders), Erin Snyder (Snyders), Chase Moore (Spilmans) and Stephanie Till (Nugents). It was stated that they could use up to \$5,000 for the scholarships. The Scholarship Committee will meet then make its recommendation to the board.

**FALL OUTING:** The date for the 2008 Fall Outing was discussed. It was set for October 4th at



### SIoux CITY COMPRESSED STEEL CO

2600 Boulevard of Champions  
Sioux City, IA 51111

**Competitive Pricing**  
**on all your Metals and Steel Scrap**

*Rolloff and Lugger Service*

**712-277-4100**

712-277-1210 (fax)

**800-889-8848**



Member  
Institute of  
Scrap  
Recycling  
Industries

ISRI

# IAR NEWS

Vander Haag's in Spencer, IA. John will check into accommodations. This will be the 50th anniversary of the IAR.

**LEGISLATIVE COMMITTEE:** Clyde is continuing to gather information as to what a recycler should and needs to be so these guidelines can be put in writing and taken to the legislature for political action. This includes mandates wanted, criteria set out, fees, licensing requirements, zoning, etc. Clyde hopes to meet with the Iowa Independent Auto Dealers to see how they got their agenda through the legislature.

Jodi distributed 2 PAC reports; one for year ending 12/31/07 and one for the first two months of 2008. The first two months of 2008 showed only an addition of a small amount of interest.

**IAR MEMBERSHIP:** Kelly had 2 direct members' renewals to vote on: Don's Auto and

Hogeland Auto, and 1 indirect member to vote on: Frontier Auto and Truck Parts. David made a motion to accept these 3 memberships as stated by Kelly. There was a second from Jodi; motion carried. Also, A & L Auto Parts has submitted its application and a check for the fee. After some discussion, it was decided to hold on to the application and check at this time and vote on A & L's membership at a later date.

Kelly said there was an 18% gain in indirect memberships this year. Direct memberships lost one but gained two new ones. She is still waiting for a couple of checks from direct members who have verbally committed to joining.

Kelly has collected \$3,775 in advertising fees for the Who's Who booklets recently mailed to members. There is still \$900 due in advertising fees which brings the total to \$4,675. The cost to

***You pull your own parts and save money!***



- ★ Self Serve Auto Parts
- ★ Highest Level of Customer Care & Convenience
- ★ All vehicles are on stands in our flat, debris free yard
- ★ Inventory rotated regularly to ensure a fresh supply of parts

***Open 7 days  
a week!  
8AM - 5PM***

***Call us at  
515.265-7509***

***WWW.WRENCH-N-GO.COM***

**4100 Vandalia Road • Des Moines, IA 50317**

# IAR NEWS

make the booklets was \$1,476 so the net profit was \$3,208.

Kelly told the board that she received a call from Paul Davis of Kansas (A+ Auto) inquiring about a reciprocal membership between the 2 states. The board decided to table this topic.

Kelly handed out Bob Hoffman's QRP proposal. Mike S. said that he has signed on for this so if anyone has any questions, please contact him.

**NEXT MEETING:** The next board meeting will be at the Okoboji Grille in Pleasant Hill on Friday, June 6, 2008 at 1:00 p.m.

**OTHER:** The representatives from the Automotive Recyclers of Minnesota, Rick Lemke and Dan Brekke, have extended an invitation to the Iowa members to attend the Upper Midwest Association meeting in April.

Brent made a motion to adjourn; Tracy seconded; the meeting was adjourned.

## Iowa Automotive Recyclers Teleconference Board Meeting April 3, 2008 10:00 AM

The meeting was called to order by President Mike Swift at 10:12 a.m. **Members present were:** Mike Swift, Kelly Salseg, Brent Nugent, David Hesmer, Joel McCaw, Mike Waterbury, Tracy Hurst, Scott Frank, Dave Wood, Clyde Lems, Tim Smith, Jodi Kunde and Jeff Smid.

Mike stated that he thought GMARE went very well, was a great meeting and that Dana did an excellent job organizing it. Approximately \$8000 was raised at the auction.

Mike asked about A & L becoming a member of IAR since Chad attended the GMARE meeting. After some discussion, Brent made a motion to accept A & L as a member for the current year and Jodi seconded the motion. The motion carried. It was brought to the attention of the board that the criteria for becoming a member is pretty vague and that we need to work on setting clearer guidelines.

Mike W. will be contacting A & L and talking to Chad about membership expectations, compliance issues, etc.

Mike then asked the board about their feelings concerning expanding the GMARE to include Minnesota, Wisconsin and Illinois. The general discussion was very positive about enlarging the group. It was decided that Kelly would set up a conference call in the next couple of weeks with a couple from each state in on that conference call to talk about becoming one group.

Jodi, on behalf of the scholarship committee, said the Scholarship Committee is recommending that all 4 applicants receive \$1000 each. She made a motion to approve scholarship payments of \$1000 to: Stephanie Till (Nugents), Chase Moore (Spilmans), Erin Snyder (Snyders) and Jessica Snyder (Snyders). The motion was seconded by Brent; motion carried.

The issue of the unaudited PAC reports was brought to the attention of the board. Normally it falls into the responsibility of the past president which is Jami Schnoebelen. Since Jami has missed more than 3 board meetings, she has become an inactive member without voting rights according to the IAR by-laws. Kelly is going to send a letter to Jami to notify her of this. Scott volunteered to look into the unaudited PAC reports.

David made a motion to adjourn which was seconded by Jodi. The meeting was adjourned at 11:01 a.m.

*Respectfully submitted,  
Jeff Smid, Secretary*



### **ACTION AUTO PARTS**

**WE ARE YOUR AUTO & TRUCK SALVAGE SOURCE  
FOREIGN & DOMESTIC - USED - REBUILT & NEW PARTS**

**LET US \$AVE YOU MONEY**

100 S. 18TH Ave., PO Box 264  
Marshalltown, Iowa 50158  
[www.action-auto-parts.com](http://www.action-auto-parts.com)

641-752-3395  
800-373-3995  
fax: 641-752-6239

# IAR NEWS

## The President's Pitch

By Mike Swift

### Trail's End Auto & Truck Salvage, Des Moines

I'm writing today on the issue of the public buying from the salvage pools as well as the pub-

lic scrapping junk cars and trucks with out recyclers or dealers licenses. Every day I get more and more frustrated with this issue. Not knowing where else to turn, I have also sent letters and numerous emails to the people in charge of transportation and the environment in the state of Iowa.

First off, if you look at the car-parts area of the paper in the Des Moines Register alone, they have over eight ads from individuals buying scrap-junk cars. Of those eight, only one has a recyclers license in the state of Iowa. We have laws about this but nothing seems to get done to enforce them.

Individuals also scrap and dismantle cars and trucks in their front yards or places of business that are not zoned correctly to do this kind of work. We as automotive recyclers, that are in business to sell and scrap out cars and trucks, have to keep track of all kinds of items that are waste products off of the vehicles. Mercury switches, Freon, oil, transmission fluids, brake fluids, tires, antifreeze, batteries. The list goes on and on. As recyclers we are supposed to keep track of these items - what we do with them, how we dispose of them, etc. What

# TRAIL'S END

## Auto and Truck Salvage



***The best value. The best price. The best service.  
When you need quality used auto & truck parts,  
look no further than Trails End.***

Phone: 515-265-5696

**Toll Free: 800-717-6505**

Fax: 515-265-0817

***www.trailsendauto.com***

**Mike Swift • Steve Swift**

1600 NE 44th Avenue • Des Moines, IA 50313

# IAR NEWS

does the individual do with these products? I suspect nothing. About the only thing they do take off the cars when scrapping them is the radiators, ac condensers, batteries, catalytic converters, and aluminum wheels, because these items will bring more in pounds than in tonnage weight that goes with the cars.

I would just like to get the playing field leveled out. These people are coming out of the wood work. The prices of scrap are at an all time high and I think that the problem is going to get worse. The scrap yards that have shredders are very hungry for this product and the competition for this is at an all time high. The unlicensed individuals that do this can make an average of \$1000.00 to \$5000.00 per day depending how many junk cars and trucks they can buy out of the paper or the advertising that goes on Craig's List.

I am sure these unlicensed individuals don't keep track of how many cars they buy, who they buy them from and what they do with all of the waste that they generate. Also, I would say that when they sell the cars they don't transfer the titles in to their names - more money that the state misses out on.

I have had the DOT come in to our business looking for certain cars and trucks that the VIN number came back to us. We keep a record of every car that we buy, from whom we buy it, etc. We also turn in about 300 titles per month to the county for junking certificates.

In the last few weeks I learned that in the scrap business, scrap yards and shredders can't purchase white goods, which are appliances, unless they are a licensed demanufacturer. Maybe this is the answer for the automotive recyclers of Iowa. I deal with several scrap processors in the state that don't purchase cars or trucks off the street from individuals. They tell them to take the cars to an auto salvage yard, because then the product they want to buy has been processed with the salvage yard, taking care of the waste products and the title work.

I could go on and on about this issue but I think that now is the time to get something done. I don't

think that it is fair that individuals can do the same thing that I do without any kind of rules or regulations. I would like the laws that we have in place now to be enforced and I would like to stop these people from dismantling cars in their front yards, driveways, streets, etc. I would also like to change how the state defines an automotive recycler. I would like to have a meeting with legislators and the DOT to discuss these issues and maybe get rid of some of my frustrations.

I have made some head way. The following is the content of an email I received from Major Kerry A. Kirkpatrick with the Motor Vehicle Enforcement / Investigative Unit /Iowa Department of Transportation, in response to many inquiries on my part.

*"I have been advised to publish an article in the paper (educational campaign) before we start a concentrated enforcement effort. The article will be for individuals getting rid of their junkers, a warning for unlicensed recyclers and information for licensed recyclers on what is needed to purchase junk vehicles. That article went to our media and marketing folks in Ames today. Once it is published in approximately 400 newspapers/shoppers and etc., we can start our enforcement. I have met with several uniformed MVE officers and they are looking for violations as well. We're working on it."*

*You all can help in this effort by contacting Major Kirkpatrick and informing him of violations/violators as you become aware of them.*

*Contact information: Major Kerry A. Kirkpatrick; Motor Vehicle Enforcement / Investigative Unit; Iowa Department of Transportation; kerry.kirkpatrick@dot.iowa.gov ; kkirkpatrick@mocic.riss.net ; Office: 515-237-3260; Fax: 515-237-3387*

Thanks for letting me share my thoughts and know that I and the IAR board will continue to try and get more positive changes made in this area.

# IAR NEWS

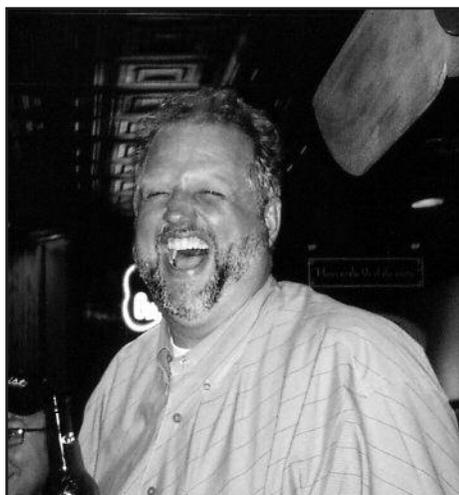
## From the Executive Director's Desk

By Kelly Lynch-Salseg

### 15th Annual Greater Midwest Automotive Recyclers Exposition Takin' Care of Business

The 15th annual Greater Midwest Automotive Recyclers Exposition took place this past March 27 – 29 in Des Moines, Iowa. The expo was very well attended with representatives from Iowa, Nebraska, Kansas and Minnesota. The expo featured a great trade show, several informative industry seminars and trainings, hilarious entertainment, a lively and fun auction and banquet, and lots of good fellowship amongst the quad state recyclers attending.

The event kicked off Thursday evening with a Welcome Reception in the lobby of the Holiday Inn & Suites in Des Moines. Friday's schedule began bright and early at 8 a.m. with a continental breakfast, with a bus loading for Yard Tours at 8:30 a.m. Yard Tours included Wrench-N-Go, Sam's



*IAR Board President,  
Mike Swift, at convention*

Riverside, Swift Auto Parts, Metro Salvage Pool where lunch was served, and ending at Trails' End Auto & Truck Salvage where exhibitor demonstrations took place. Friday evening was the opening of the Trade Show and reception with exhibitors.

Saturday's slate of activities included forklift safety and airbag trainings, and several great presentations including: Shannon Nordstrom/Nordstrom's Automotive "Ebay Sales Do's & Don'ts"; Sue Schauls/Environmental Specialist "Are your Environmental Practices Certifiable, or Just Plain Crazy?"; and Jeff Schroeder/Car-Part.com "Recycled Part Trends & E-commerce". Saturday evening included a social hour, banquet and lively and entertaining live auction. Prior to the live auction a collection was held for the Dale Swift Cancer Slush Fund where almost \$1350 was collected to assist those fighting cancer.

All in all it was an exceptional gathering and



*Sams Riverside Repairables Yard Tour*



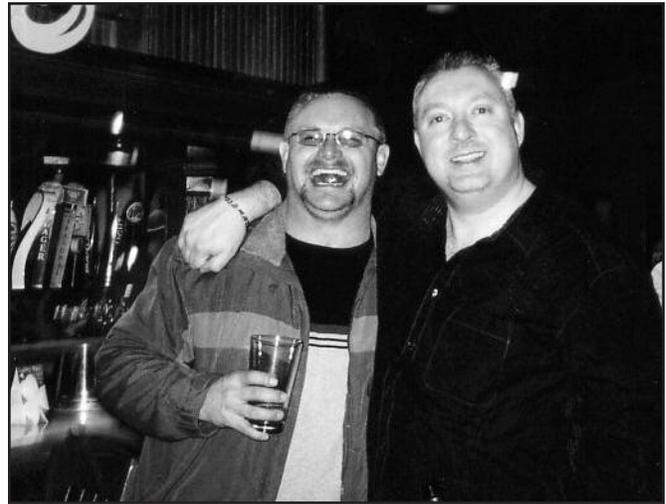
*Swift Auto Parts Yard Tour*

# IAR NEWS

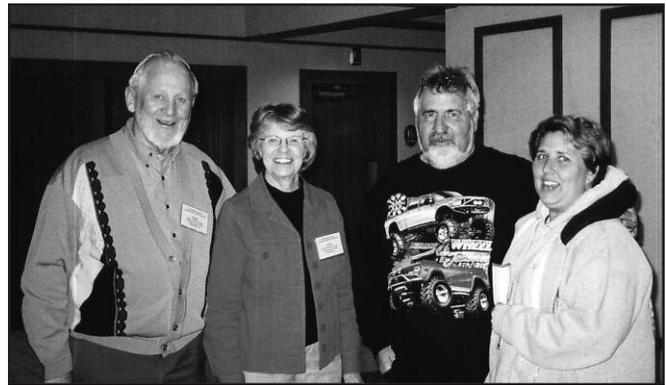
well worth the time that people took to attend. Thanks are due to our exhibitors, the Iowa and Nebraska Board of Directors, and Bob and Dana.

## A SPECIAL THANKS TO OUR GENEROUS SPONSORS!!!!!!!!!!!!!!

- Anderson Wrecking**
- Brock Supply Company**
- Brown Recycling Manufacturing, Inc.**
- Car-Part.com**
- Farritor Auto Parts**
- Galamba Metals Group, LLC**
- Gerdau Ameristeel**
- Hollander, A Solera Company**
- Midwest Auto Supply, Inc.**
- Spilman Auto Parts, Inc.**



*Mike Loeffelholz - Alter Metal Recycling,  
John Glover - Bahr Mason City, LLC*



*John Vander Haag, Ruth Vander Haag,  
Steve Hurst & Tracy Hurst enjoy the convention*



*Boarding the Bus at Wrench N Go Yard Tour*



*Shannon & Charlie Nordstrom at Yard Tour Luncheon*



*Adam Lindley/SAS Forks &  
Tim Braaten/Nordstrom's Auto at evening reception*

# IAR NEWS

## Iowa Automotive Recyclers Awards \$4,000 In Scholarships for 2008

The scholarships provided by Iowa Automotive Recyclers are intended to assist IAR member's children, and the children of their employees, with the cost of a post secondary education. In total for 2008, IAR awarded 4 - \$1,000 scholarships. IAR congratulates the following individuals on their scholarship awards and wishes them the best of luck in their academic endeavors.

**Chase Moore.** Chase is employed by Spilman Auto Parts (Bloomfield, Iowa). Currently a senior at Davis County High School, Chase is on the honor roll and participates in football, baseball, golf, and car restoration. Chase plans on attending a Laser Tech program and working in the Laser Industry.



**Erin Snyder.** Erin's father, Tom Snyder, is owner of Snyder's Auto Body (Clarinda, Iowa). Erin is currently a senior at Clarinda High School and has been on the honor roll since March of 2007. She is



also active in 4-H, band and the National Honor Society. Erin volunteers her time with Faith, Food & Fellowship, canned food drives, and 4-H. She plans on attending the University of Northern Iowa in Cedar Falls to pursue a degree in Elementary Education. Upon graduation she'd like to obtain a teaching position in Southwest Iowa.

**Jessica Snyder.** Jessica Snyder is also the daughter of Tom Snyder, owner of Snyder Auto Body (Clarinda, Iowa). Jessica is currently attending Webster University in St. Louis where she is pursuing a degree in photography. She hopes to one day own her own studio. Jessica also volunteers



her time for Meals on Wheels, Faith Food & Fellowship, a daycare center, and is active in fundraising for breast cancer awareness.

**Stephanie Till.** Stephanie's mother, Rachel, is employed at Nugent Auto Sales, Inc., (Maquoketa, Iowa). Stephanie is currently a senior at Maquoketa High School. Stephanie is in the National Honor Society, on the honor roll 4 years running, and is a member of the 2nd team all-conference volleyball squad. Upon graduation she plans on attending the University of Iowa and majoring in Biology. After obtaining her undergraduate degree in Biology, she would like to attend graduate school and study Pediatric Physical Therapy.



**SANDHILL AUTO SALVAGE**

Joe Waterbury (owner)  
1981 Hwy. E-64  
Tama, Iowa 52339  
www.sandhillautosalvage.com

Bus. (641) 484-2057  
IA Watts (800) 542-7880  
Fax (641) 484-5555

# IAR NEWS



## Why Should You Join Iowa Automotive Recyclers?

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

**IAR WHO'S WHO MEMBERSHIP DIRECTORY** - A listing of all IAR members, which is distributed annually to members, insurance adjusters, body and mechanical shops, and state legislators. *FREE LISTING to IAR members!*

**ANNUAL MEETING** - *Free to all members.* Every fall, IAR members and their families meet to choose future leadership in the organization, attend educational sessions, exchange ideas and information, meet and socialize with others in the industry and have fun!

**GREATER MIDWEST AUTOMOTIVE RECYCLERS EXPOSITION** - Recyclers from Iowa, Nebraska and Kansas meet annually for a trade show, to hear from industry leaders, for educational presentations, and to become better acquainted with members of the other states' organizations.

**LEGISLATIVE REPRESENTATION** - IAR retains a lobbyist who monitors the state legislature for actions which affect IAR members.

**WEB SITE** - [www.iowaautorecyclers.com](http://www.iowaautorecyclers.com) - An information source for recyclers, body and repair shops, and retail customers. Our Members Page contains complete contact information and web site links to all IAR members - *FREE!*

**MEMBERSHIP PLAQUE** - All IAR members are provided with a plaque denoting membership in IAR, for daily display in their place of business.

**IMPROVED PUBLIC AWARENESS AND RESPECT** - By working together, IAR members promote awareness of the advantages of recycling.

**MEMBER OF AUTOMOTIVE RECYCLERS ASSOCIATION** - IAR is an affiliate of the international Automotive Recyclers Association and receives valuable information and alerts - which are passed on to IAR members.

**BOARD MEETINGS** - The IAR Board of Directors meet at least quarterly to make sure your association is running smoothly and to deal with issues affecting the association.



# Iowa Automotive Recyclers Application for Membership

Company Name \_\_\_\_\_

Contact Person & Title (Name in directory) \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax \_\_\_\_\_

E-mail: \_\_\_\_\_ Web Site: \_\_\_\_\_

Recyclers License # (If applicable): \_\_\_\_\_

Dealers License # (If applicable): \_\_\_\_\_

ENCLOSED IS MY IAR MEMBERSHIP CHECK:

- \$250.00 Regular Membership**  
(businesses which dismantle and sell used parts)
- \$150.00 Associate Membership**  
(suppliers to the industry and out-of-state dismantlers)

*Rates are based on annual membership.  
Membership subject to approval of IAR Board.*

Signature: \_\_\_\_\_

**Please return this form with your membership check to:  
Iowa Automotive Recyclers, 3333 Skycroft Circle, Minneapolis, MN 55418**

### Iowa Automotive Recyclers Code of Ethics

1. To promote goodwill by maintaining fair business practices and the very highest standards possible in the sale of all parts.
2. To sell high quality parts, recognizing a fair price structure, free of deceptive practices and misrepresentations.
3. To work towards customer satisfaction through parts guarantees whenever possible and when necessary, make reasonable adjustments.
4. To give courteous and fair treatment to all customers, answer all questions and make every effort to satisfy any reasonable complaint.
5. To cooperate with law enforcement authorities to help curb theft of both autos and parts.
6. To make every effort to work towards clean and orderly working conditions and attractive business locations.
7. To advertise our products honestly, avoiding false, misleading and deceptive statements, in order to maintain goodwill and good faith in our industry.
8. To make every effort for customers in finding the parts they need through parts locating services.
9. To support the policies and regulations of the Iowa Automotive Recyclers, and to abide by the standard trade practices of the Automotive Recyclers Association.

# IAR NEWS

## Over \$1300 Collected At GMARE For The Dale Swift Cancer Slush Fund

As some of you may know and we reported in the last issue of this newsletter, Dale Swift, owner of Swift Auto Parts in Des Moines and long time IAR member, has been waging a battle against esophageal cancer and a small lesion on his liver. Dale is currently undergoing chemotherapy at Mercy Hospital and is doing well.

In support of Dale and the many others fighting this disease, Dale's daughters, Wendi Roush & Susan Fidler, established the Dale Swift Cancer Slush Fund. This fund has been set up as a "petty cash" fund at Mercy Hospital. The money is given out in \$20 increments to individuals fighting cancer in order to assist them with simple necessities.

At the GMARE closing banquet this past March, Mike Swift, IAR Board President and Dale's son, spoke eloquently and movingly about his father and the Cancer Slush Fund. An impromptu collection was taken up to support the fund, and \$1343.00 was raised.

We would like to thank all of those that donated generously to this cause that evening, and share with you a 'thank-you note' that was sent to the Dale Swift Cancer Slush Fund. This gentleman is 56 years old and has metastatic lung cancer. He has very limited financial means, and travel logistics / expense was becoming limiting for him. The Dale Swift Cancer Slush Fund provided him with gas money with which he was able to travel and complete treatment. This is what he wrote:

*"Thanks to all of the staff. You all have been so kind and caring in every aspect. You have uplifted my soul. Don't know how I'm getting through all this without your support and prayer. May God keep you all safe and in his loving arms forever. My deepest gratitude for the monies you have donated to the Dale Swift Fund."*

To make a donation to The Dale Swift Cancer Slush Fund, send a check or money order (no cash please) to: Gretchen Swift, Swift Auto Salvage, 1720 East Washington, Des Moines, Iowa 50316. Checks should be made out to "Gretchen Swift". Please direct any questions to Gretchen Swift at Junkman5@aol.com or 515-313-1124. Sorry – donation is not tax-deductible.

*"Humanity is just a work in progress."  
Tennessee Williams  
Day by Day*

### Scrap Commodities Market Report May 2008

#### Approximate Pricing

Crushed Cars	275.00 NT
Prepared Iron	300.00 NT
Motor Blocks	325.00 NT
Aluminum Rims	0.92/LB
Aluminum Condensers	0.77/LB
Copper Radiators	2.05/LB
Aluminum Case Transmissions	0.20/LB
Dirty Aluminum	0.30/LB
Batteries	0.20/LB
Lead Wheel Weights	0.45/LB

\*This Report is for the sole purpose of informing members of current metal market activity.  
\*\*For more accurate and current pricing call your scrap metal vendor.

# IAR NEWS

## What's Your E-Mod?



By Trissel Graham & Toole

What is your e-mod? In fact, what is an e-mod? Your experience modifier or e-mod is a number that shows how your organization's worker's compensation claims experience compares to the experience of other businesses similar in size and types of jobs.

The average for similar businesses is exactly 1.0. If your e-mod is less than 1.0, then your claims experience is better than average. If it is more than 1.0, then your experience is worse than the average and probably worse than many of your competitors – so you may have some catch-up work to do.

Your e-mod number is a multiplier used in calculating your work comp premium. An e-mod less than 1.0 directly reduces the premium you pay. The lower your e-mod, the greater the reduction.

The better you manage your business when it comes to preventable injuries, the lower your work comp premium. Most businesses that are successful at preventing injuries have these practices in common. They:

- Are responsive to safety throughout their organizations. This shapes a safety culture. It influences employee work behaviors. And typically, safety is coordinated by one or two safety point persons.
- Hire with safety in mind. It all starts with the person hired.
- Put into writing the kind of safety focused organization that they are and communi-

cate the focus to employees on a regular basis.

- Regularly train employees to work safely. They spot check their employees work and work habits.

But even the best intentions still result in a work place injury. Minimizing the injury costs can present difficult situations for managers and owners. A big one is deciding whether to and how to bring an injured employee back to work at a lighter-duty job.

Although creating a light duty job is hard, bringing an employee back to work after they have been released for light duty by their doctor can have a sizable impact on reducing the amount of the claim. Many employers experienced at managing their e-mods have made light duty, early return-to-work

the norm. They understand its value. They work closely with the treating doctors to obtain medical releases. Some go to great lengths to accommodate an employee's physical condition or other needs. By bringing an employee back to work as soon as possible, they do not get out of a work routine and they are ready to go back to their regular job duties more quickly.

There are many reasons individuals own and operate their own businesses. Certainly one of them is to make money and profit. So minimizing work comp claims, having a lower e-mod, and focusing on the majors helps to drive money and profit to the business bottom line. Managing your e-mod becomes a win-win!

***If your e-mod  
is less than 1.0,  
then your claims  
experience is better  
than average.***

# All Cars Run on Used Parts...

**If we don't have it  
we'll find it.**

**NATIONAL PARTS  
LOCATING SERVICE**

**A 90 Day  
Guarantee  
on ALL  
parts!**

**Same Day  
Pick-up or Shipping  
of all parts  
GUARANTEED!**

**We offer BIG \$\$\$ for your  
wrecked or unwanted vehicle  
CALL FIRST!**

**Many Types of  
Newer Parts  
Available**

Tires  
After-market Stereos  
Engines  
Transmissions  
Fenders  
Seats  
Suspension Parts  
Whole Cars  
and More!

**ALL USED BUT 1/2  
THE PRICE OF NEW**



**275 Rampart Lane  
Waterloo, IA**

**Just off Independence Ave.**

**Local (319) 287-4600**

**Toll Free 866-916-4600**

**e-mail sales@mwparts.com**

**Hours**

**Monday - Friday 8 - 5**

**Saturday 8 - Noon**

***Call Jamie or Teresa for all your car parts!***

# IAR NEWS

## Certification for Used Motor Vehicle Dealer Applicants

The 2007 Iowa General Assembly passed Senate File 358, effective July 1, 2007, requiring certification that all used motor vehicle dealer license applicants have met certain educational requirements prior to licensing. The provisions of the law apply to all used motor vehicle dealers, except the following:

- Motor vehicle rental companies having a national franchise
- National motor vehicle auction companies
- Wholesale dealer-only auction companies
- Used car dealerships owned by a franchised motor vehicle dealer
- Banks, credit unions and savings and loan association

The legislation requires that all license applicants attend an 8 hour pre-licensing course prior to submitting their initial dealer license application. Applicants seeking renewal of their current dealer license will be required to take a 5 hour continuing education course. Both courses will focus on state and federal regulations pertaining to retail motor vehicle sales.

All motor vehicle dealer licenses expire on December 31, 2008. Dealers who wish to retain their license must take the 5 hour continuing education course before their license expiration. Failure to do so will require

the dealer to file new license applications and pay the required fees.

At least one individual associated with the used motor vehicle dealer as an owner, principal, corporate officer, director or member or partner of a limited liability company or limited liability partnership must complete the required education course.

The legislation authorizes the Iowa Independent Automobile Dealers Association to develop curricula in consultation with the Iowa Department of Transportation, the Iowa Attorney General, the Iowa Association of Community College Trustees, and the Iowa Department of Education. The education program courses will be provided by community colleges or by the Iowa Independent Automobile Dealers Association in conjunction with a community college. Fees will be established by the Department of Education for the class and instructional materials.

The certificate of course completion, or a copy, must be posted conspicuously in the principal office of the dealership. Failure to display the certificate may be grounds for license revocation.

Information relating to class schedules, locations, and fees can be obtained via the web at [www.iowaiada.com](http://www.iowaiada.com) or <http://www.iamvd.com/ovs/index.htm> or from the: Iowa Independent Automobile Dealers Association, PO Box 337, Panora, IA 50216, Ph: 866-962-9202, Fax: 641-755-3247, E-mail: [ilada@netins.net](mailto:ilada@netins.net)

### The Mystery Of Dealership Compliance Standards

Dealerships must keep all customer information secure and confidential to comply with the Graham-Leach-Bliley Act (Privacy Act) and Safeguarding Rules. Dealers must also protect



**USED TRUCK SALES  
REPAIR • EQUIPMENT SALES**

**Garry Stuber**

**(319) 233-2286  
888-322-2286**

**[www.stubertrucks.com](http://www.stubertrucks.com)**

**955 West Airline Hwy  
Waterloo, IA 50703**

# IAR NEWS

customer's data from all security threats and unauthorized access. Severe civil and possibly criminal penalties exist for non-compliance.

Dealers should utilize the following roadmap when accessing in-store compliance needs.

## Formal Risk Assessment

- Take inventory of and document all customer-information assets and systems
- Prioritize and classify information assets
- Identify/document all threats to customer data, their likelihood and impact
- Evaluate and improve control environment
- Develop/document policies and procedures to secure information and enforce sanctions

## Information Security Program

- Obtain dealership management buy-in
- Appoint a security officer or delegate compliance responsibility
- Define and communicate compliance responsibility
- Establish/document a formal training and awareness program for F & I and sales staff

## Vendor Relationship Assessment

- Identify/document all vendors who access, process and store your customer data
- Assess/document how vendors are protecting customer data
- Review and monitor vendor agreements annually for compliance

## Technical Security Management

- Design a secure network topology
- Develop virus standards and controls
- Perform security testing (external and internal penetration tests) at least annually
- Monitor your security environment by recording transactions and reviewing logs
- Develop security-incident response procedures

## Annual Audit and Update

- Develop an audit strategy
- Perform audits on an annual basis

- Report audit findings to dealership management
- Revise vendor management practices as needed
- Test and revise your security compliance program as needed

## How to Survive a Dealer Audit

Iowa law allows "Peace officers to inspect vehicles, component parts or records in the possession of a vehicle Rebuilder, Vehicle Salvager, Used Parts Dealer, or any person licensed under Chapter 322 (dealer) or found in any public garage, enclosure, or property in which vehicles are kept for sale, storage, hire, or repair, and for that purpose may enter any such public garage, enclosure, or property." These records must be open for inspection during normal business hours.

Motor vehicle enforcement investigators will attempt to identify themselves to the highest ranking official of the dealership and show them proper identification credentials. (If someone purports to be an investigator with the DOT and does not have credentials, please call Major Kerry Kirkpatrick 515-237-3260). At this time they will advise why they are at your facility. An audit can run anywhere from 30 minutes to several hours, depending on the amount of vehicles/titles to be checked. *Below are listed the items that the DOT will check for.*

## General Requirements

- Telephone answered in the advertised dealership name and adequate office area, separate from other facilities.
- Dealer License Prominently Displayed (Dealer, Extension, Recycler, Leasing)
- Dealer Education Certificate Displayed
- Proof of Insurance
- Types of vehicles offered for sale
- How many dealer plates do you have and where are they?
- Current list of salespersons and authorized agents

# IAR NEWS

## Facilities

- **Office area** Is it adequate for conducting business? (Phone, desk, lighting, files etc.)
- **Display facility** Used Motor Vehicle Dealer (18' x 30' Outdoor display). It must be an "All Weather" surface. No grass or exposed soil.
- **Repair Area** (A) Equipped to recondition/repair vehicles sold by dealer; (B) is within a building; (C) Has adequate access; (D) is separate from display/office area by floor to ceiling walls and full length doors; (E) Is of minimum size.

## Titles

Dealer must have all titles to vehicles being offered for sale. All titles must be assigned/reassigned to the dealership. Provide name of floor-planner if they are holding the original title. Odometer statements on all vehicles less than 10 model years old. FTC (Buyers Guide) placed in all vehicles offered for sale.

## Other DOT Guidelines

- No license plates should be on vehicles displayed for sale, except dealer plates or plates registered to the dealership.
- All vehicles displayed for sale must be owned by the dealership either by title or assignment.
- No consigned vehicle sales. You must not sell a car for your friend or neighbor.
- Vehicles displayed for sale must be parked separate from customer vehicles, salvage vehicles, lease, or rental vehicles.
- All titles must be at the dealership or a copy thereof.
- All title assignments must be completed and dated on the day of the transfer.
- Odometer and disclaimer records should be held by the dealership for at least 5 years.
- File systems for records should be maintained with photocopies of all documents for the vehicle including all incoming and

outgoing documents. (both sides)

- Buyers Guides must be in all vehicles displayed for sale.
- All sales documents must contain the dealership name, address, and phone number.
- Dealer plates can not be used on trucks (including pickups) used for work, service, or hire.
- If you do not collect fees (use tax, plate and transfer fee) you can not issue a paper plate.
- A customer must be 18 years old to sign sales documents, or a parent can sign for those under 18.

## Guide To Record Retention For Auto Dealers

**Accounting:** Audit Reports – Permanently; Accounts Receivable or Payable Ledger – 8 years; Bank Statements & Reconciliations – 5 years; Canceled Checks-Payroll & General – 5 years; Canceled Checks-for purchase of assets should be filed with asset records – 5 years after disposing of asset; Capital Stock Book – Permanently; Cash Disbursement Journal – 8 years; Cash Received Journal – 8 years; Expense Reports – 6 years; Expense Ledger – 8 years; Financial Statements – 8 years (retain permanently if there are no audit reports); General Ledger & Journal – Permanently; Inventory Records – 8 years; Notes Receivable Ledger – 8 years; Parts, Accessories & Service Sales Journals – 8 years; Payroll Earnings Records – 5 years; Payroll Journal – 5 years; Payroll Time Cards – 3 years; Petty Cash Vouchers – 3 years; Petty Cash Summary Envelope – 3 years; Prepaid & Accrued Expenses Journal – 3 years; Subsidiary Ledger – 8 years; Trial Balances – 8 years; Vouchers – Vendors or Employees – 8 years.

**Corporate:** Articles, By-Laws, Minutes and other corporate records – Permanently.

**Correspondence:** General – 10 years; Legal & Tax – Permanently.

# IAR NEWS

## IAR DIRECT MEMBERS

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

# IAR NEWS

## Material Safety Data Sheet

### **What is a Material Safety Data Sheet (MSDS)?**

A Material Safety Data Sheet (MSDS) is a document that contains information on the potential hazards (health, fire, reactivity and environmental) and how to work safely with the chemical product. It is an essential starting point for the development of a complete health and safety program. It also contains information on the use, storage, handling and emergency procedures related to the hazards of the material. The MSDS contains much more information about the material than the label. MSDSs are prepared by the supplier or manufacturer of the material. It is intended to tell what the hazards of the product are, how to use the product safely, what to expect if the recommendations are not followed, what to do if accidents occur, how to recognize symptoms of overexposure, and what to do if such incidents occur.

### **Does my Business Need an MSDS?**

State and Federal Employee Right-To-Know regulations require that companies make Material Safety Data Sheets (MSDS) available to workers that may be exposed to chemicals in the work place. These Occupational Safety and Health Act (OSHA) regulations require that employers maintain safety information about hazardous chemicals used or present in the workplace. Such knowledge begins with an MSDS. Provided by the manufacturers, importers or distributors and existing in written or electronic form, an MSDS informs users about any possible hazards inherent with a chemical.

The Iowa Occupational Safety and Health Act (IOSHA) applies OSHA standards (29 CFR PARTS 1910 and 1926) as adopted by Iowa Workforce Development, Division of Labor. This agency investigates safety and health complaints in construction and general industry, fatalities/catastrophes and performs general scheduled inspections in Iowa including a review of an employer's MSDS program.

### **How do I Obtain an MSDS?**

Chemical manufacturers and importers are required to obtain or develop an MSDS for each hazardous chemical they produce or import. Distributors are responsible for ensuring that their customers are provided a copy of the MSDS. Employers must have an MSDS for each hazardous chemical that they use. Employers may rely on the information received from their suppliers.

There is no specified format for the MSDS under the rule, although there are specific information requirements. OSHA has developed a non-mandatory format, OSHA Form 174, which may be used by the chemical manufacturers and importers to comply with the rule. The MSDS must be in English. Purchasers of hazardous chemicals are entitled to receive from the supplier an MSDS which includes all of the information required under the rule. If an MSDS is not received automatically, one should be requested.

### **What is the Purpose of an MSDS?**

The role of an MSDS under the rule is to provide detailed information on each hazardous chemical, including its potential hazardous effects, its physical and chemical characteristics, and recommendations for appropriate protective measures. This information should be useful to the employer responsible for designing protective programs, as well as the workers. Most employers using hazardous chemicals will primarily be concerned with MSDS information regarding hazardous effects and recommended protective measures.

### **What information is on the MSDS?**

There are seven (7) sections of information on an MSDS. These categories include: Sec. 1: Hazardous Ingredients/Identity Information; Sec. 2: Physical/Chemical Characteristics; Sec. 3: Fire and Explosion Hazard Data; Sec. 4: Reactivity Data; Sec. 5: Health Hazard Data; Sec. 6: Control measures; Sec. 7: Precautions for safe handling and Use/Regulatory Information.

# IAR NEWS

## What is a Compliant MSDS Program?

MSDS must be readily accessible to employees when they are in their work areas during their work shifts. This may be accomplished in many different ways. Many employers keep the MSDSs in a loose-leaf binder in a central location at the facility. In workplaces with large numbers of chemicals, MSDS information is kept electronically and accessed through computer terminals. As long as employees can get the information when they need it, any approach may be used.

The employees must have access to an MSDS themselves – simply having a system where the information can be read to them over the phone is only permitted under the mobile worksite provision when employees must travel between workplaces during the shift. In this situation, they have access to an MSDS prior to leaving the primary worksite, and when they return, so the telephone system is simply an emergency arrangement.

A written MSDS program is an excellent tool to help maintain a compliant MSDS program and may include:

- Designation of person responsible for obtaining and maintaining the MSDSs
- How such sheets are to be maintained in the workplace (e.g., notebooks in the work area or electronically with access) and how employees can obtain access to them when they are in their work area during the work shift
- Procedures to follow when the MSDS is not received at the time of the first shipment
- A list of all products in the facility (an inventory) that require an MSDS to be maintained.

For employers using hazardous chemicals, the most important aspect of the written program in terms of an MSDS is to ensure that someone is responsible for obtaining and maintaining the Material Safety Data Sheets for every hazardous chemical in the workplace.

The dilemma that many companies face is how

to keep this information up-to-date and readily available to workers. Failing to have MSDS information up-to-date and available to workers can result in substantial non-compliance violations and fines.

In order to ensure chemical safety in the workplace, information must be available about the identities and hazards of the chemical. OSHA's Hazard Communication Standard (HCS) requires the development and dissemination of such information:

- Chemical manufacturers and importers are required to evaluate the hazards of the chemicals they produce or import, and
- Prepare labels and material safety data sheets (MSDSs) to convey the hazard information to their downstream customers
- All employers with hazardous chemicals in their workplaces must have labels and MSDSs for their exposed workers, and train them to handle the chemicals appropriately.

The OSHA Job Safety and Health: *It's the Law poster* (OSHA 3165) is available for free from the OSHA Office of Publications. Employers do not need to replace previous versions of the poster, however, all covered employers are required to display and keep displayed, a poster prepared by the Department of Labor informing employees of the protections of the Occupational Safety and Health Act P.L. 91-596, December 29, 1970 and its amendments. To order a free copy of the poster in English or Spanish go to: [www.osha.gov/Publications/psoter.htm](http://www.osha.gov/Publications/psoter.htm)

***“Every accomplishment,  
great or small, starts with the  
right decision: “I’ll try.””***

***Anonymous  
Day by Day***

# IAR NEWS

## IAR MEMBER NEWS

**AL-JON MANUFACTURING LLC:** Al-jon Manufacturing LLC. announces the retirement of Jim "Coach" Spry. Coach as he is affectionately called by his customers and Co-workers has spent the past 20 years with Al-jon as the Midwest Regional Sales Manager in the Scrap and Solid Waste division. A college football coach prior to coming to Al-jon, Coach implemented many of his coaching techniques into his sales strategy in selling Car Crushers, Scrap Metal Balers, Car Loggers and Landfill Compactors. Coach spent many hours on the phones planting his taters as he would say, and lucky for Al-jon most of his crop harvested and provided a tremendous yield for Al-jon.



Coach has been an inspiration and mentor for many of us here at Al-jon and we would like to thank him for his dedication to Al-jon and the industries we serve. The Al-jon family wishes Coach the happiest retirement, "hit-em" straight coach & enjoy.

**BEHR MASON CITY, LLC:** The man, the myth, the legend - John Glover, is celebrating another year on May 18th! Our heartfelt wishes to John for a VERY HAPPY BELATED BIRTHDAY!!!



**SWIFT AUTO PARTS:** As some of you may know, Dale Swift is battling cancer. To up date you, Dale just got done with another dose of chemo and a pet scan. He still has a small spot on his liver, no bigger no smaller, so will start again with the chemo. The chemo makes him tired but he keeps plugging along. Our thoughts and prayers are with Dale and the Swift family.

**TRALS' END AUTO & TRUCK SALVAGE: HAPPY BELATED BIRTHDAY TO OUR FEAR LESS LEADER MIKE SWIFT!** Mike turned another year older, another year wiser, and even that much more good looking on April 18th! Go get 'em Mike!



**VAN GORP USED CARS, INC.:** We're happy to report that Dirk Van Gorp, who suffered a stroke this past winter, is doing well. He's been going to work every day & has played a few holes of golf several times. Our thoughts and prayers are with Dirk, Dianne & family!

*"Please contact the IAR office with your and your employee's birthdays, anniversaries, weddings, births, etc. coming up. We will gladly include them in the "IAR Member News" section. Gather those dates, names and occasions and let us know. Also, if your company or any employees have received any kind of special civic commendation or award, or you have made any changes to or with your business - pass that info. along as well. Email (iowaautorecyclers@bitstream.net), fax (612-781-7052) or phone (515-943-3516) the information in!*

# CHASE

## Auto Parts Company, Inc.

1041 Sheffield Avenue • Waterloo, Iowa 50702

### 800-728-2568

Robert K. Schoof  
Manager

Local #: 319-234-2445

# INDUSTRY NEWS

## New Innovative Training for the Auto Recycler

The Automotive Recyclers Association Educational Foundation (ARAEF) has added two new innovative training programs to its online university. The ARA University (ARAU) will now give the auto recycler the ability to plug in to e-training offered by the Coordinating Committee for Automotive Repair (CCAR) and ARA Product Services, LLC. These exciting new additions to the ARAU curriculum will provide the recycler with direct access to industry-recognized hazmat and airbag training. Both programs are designed to help the auto recycler stay in compliance with federal regulations. This collaboration with the ARAU, CCAR and ARA Product Services, LLC brings a new level of compliance e-training to the auto recycler.

ARAU has partnered with CCAR to bring the auto recycler two specialized training courses, S/P2 and HazmatU, that are focused on safety and pollution prevention and hazmat materials. S/P2 is

an e-learning program developed by CCAR to address key safety and pollution prevention subjects. The training is based on U.S. Environmental Protection Agency (EPA) and U.S. Department of Labor, Occupational Safety and Health Administration (OSHA) standards, which require that personnel be trained on safety and environmental issues at the beginning of their employment, and at least annually thereafter. Also available, the HazmatU was created by CCAR in cooperation with the North American Automotive hazmat Action Committee (NAAHAC), a group of regulatory compliance specialists representing the major automotive manufacturers in North America, and ShipMate, Inc., a hazmat specialty training company with an extensive background of serving automotive companies. DOT regulations require any employee who works in the shipping or receiving of hazardous materials to receive training within 90 days and recurring training at least every

### SUPPORT OUR ASSOCIATE MEMBERS

**Al-Jon, Inc.**  
888-255-6620

**Gerdau Ameristeel**  
563-732-4618

**S & L Auto Parts**  
641-521-0156

**A-Line Iron & Metals**  
319-233-7310

**Hollander**  
800-825-0644

**Shine Bros. Corp**  
712-262-5579

**Alter Trading Corp.**  
515-265-7377

**The Locator Magazine**  
800-831-0820

**Sioux City Compressed Steel**  
712-277-4100

**Auto Acres**  
800-447-1880

**Metro Salvage Pool**  
515-266-5196

**Trissel, Graham & Toole**  
800-448-4839

**Behr Mason City, LLC**  
641-424-9521

**Nordstrom's Automotive**  
800-272-0083

**Wells Fargo Ins.  
Serv. of MN**  
952-830-3039

**Car-Part.com**  
800-347-2247

**Petersen-Hill Insurance**  
319-268-4242

**Express Parts**  
888-294-1320

**Quad City Salvage Auction**  
563-285-2100

# INDUSTRY NEWS

three years. Both of these highly innovative training courses will be offered to the ARAU member at a fraction of the regular participation cost.

ARAU has also teamed up with the ARA Product Services, LLC's Airbag Resources and ARA Airbag Protocol training and certification programs. Airbag Resources is a new and exclusive software solution designed to enable members to train and certify employees, inspect and track Original Equipment Manufacturer (OEM) non-deployed airbag modules effectively and efficiently within their operations. The Airbag Resources site and customized software are provided by ARA Product Services, LLC, as value-added tools readily available for members of the ARAU. The ARA Airbag Protocol training program provides in-depth training on airbag inspection and handling, and hazardous materials regulations as they are related to shipping airbags in commerce. By participating in the Airbag Protocol (ARAPro), ARAU members will be able to sell their airbags backed by the ARAPro Airbag logo, letting their customers know that an airbag certified technician has inspected their quality OEM non-deployed airbag. ARA Product Services, LLC has agreed to allow ARAU members direct access to their innovative training programs at an incredibly low and

affordable price.

The ARAEF ARA University ([www.arauniversity.com](http://www.arauniversity.com)) is an electronic based, powerful learning tool that targets personal job mastery, operation excellence and customer relations. The goal of ARAU is to create a trained auto recycling workforce that achieves standard work procedures for the automotive recycling industry. The ARAEF ARAU empowers and equips auto recyclers with advanced technology and vast educational resources. "For pennies on the dollar this additional e-training can increase safety awareness, reduce risk and help auto recyclers stay current with changes in regulations. As the automotive recycling industry becomes more complex, regulations increase and so does the challenge to create clear and accurate workforce training. The ARAU is up for the challenge to teach the often complicated and confusing in a simple and easy way," says Virginia Whelan, ARAEF President. Employee learning and training management is available 24/7 through online courses and product services, available through the ARAU web site. Come and see what everyone in the automotive recycling industry is talking about, log on to the ARAU and take a tour today!

*Reprinted with permission of ARA.*

---

## Turning Scrap Into Scratch

**Twin Falls Times-News (Idaho) (03/20/08) Palmer, Joshua**

Increased demand for steel in countries such as China and India has pushed the price of scrap metal up to more than twice what it was in 2004. As of March 19, 2008, the price of a ton of scrap steel stood at \$351.67, up from less than \$300 a ton a year ago. Because of the rising prices, scrapyards across the country are seeing a significant increase in business. "It's been getting busier and for us it feels like business has doubled," says Russ Taylor, the manager of Pacific Steel & Recycling, which serves south-central Idaho and northern Nevada.

Taylor notes that operations at his company's Twin Falls, Idaho, location are up 150 percent from last year. He says the increase came on top of a 120 percent increase the year before. Taylor says that one of the most popular items being recycling is old farm equipment, which contains a lot of steel. Most farm tractors made between 1940 and 1970 contain more than a ton of steel, according to TractorData.com.

*Reprinted with permission of ScrapMonitor/Information Inc.*

# INDUSTRY NEWS

## Action Alert: DOJ Regulations Set for Release Industry Can Take Steps Now to Significantly Minimize Burden

Last week a key official with the U.S. Department of Justice (DOJ) indicated that the long-awaited regulations implementing key parts of the Anti Car Theft Act of 1992 would be published by the end of June. The Automotive Recyclers Association (ARA) has been aware of the general provisions of the act and in anticipation of potentially adverse regulations, ARA has been active in formulating a solution for the industry to supply federally required reporting to meet the DOJ guidelines.

In early March, ARA sent a letter to major data providers outlining a program aimed at reducing the regulatory burdens associated with the forthcoming regulations. The letter detailed a program, the National Salvage Vehicle Reporting Program, organized pursuant to an agreement between ARA and the National Insurance Crime Bureau (NICB).

It is important that yard management system and data providers for the automotive recycling industry such as Pinnacle, Car-Part, Fast Parts, Actual Systems, Hollander Solera, Hot Lines, Locator, CCC, Mitchell, ITS and others participate in this voluntary program. Without prompt

action, auto recyclers could potentially be exposed to burdensome DOJ requirements that might be



**Auto Wrecking, Inc.**

Dubuque, IA • Since 1938

**800-545-8885**

***Acres of used parts for  
foreign & domestic cars & trucks.***



***“All cars  
run on used parts!”***

**[www.northendwrecking.com](http://www.northendwrecking.com)**



***One of the LARGEST  
Recycled Auto Parts Facilities  
West of the Mississippi!***

# INDUSTRY NEWS

difficult to comply with, especially for smaller companies.

In general, the DOJ regulations will require all recycling or salvage yards to file a monthly report with the operator of the system recognized by the DOJ in order to identify lost, stolen or otherwise fraudulently titled vehicles. The required report must contain an inventory of all junked automobiles or salvage automobiles obtained by the facility during the prior month.

ARA is actively engaged with the non-commercial identity, NICB, to provide this vehicle identification number (VIN) information to meet the federal DOJ reporting requirements and allow submission of recycler data in a simple format through the existing industry management systems and information suppliers of their choice.

ARA has been informed by NICB counsel that NICB and DOJ have reached an agreement whereby any submission made through this process promoted by ARA will be accepted by DOJ as meeting the reporting requirements. ARA encourages our members and the industry in general to provide data through the ARA enabled protocol to meet the requirements of the federal law.

If you desire to participate in this program, please contact your yard management system or a data provider of your choice to encourage their participation. ARA suggests their involvement in this public policy matter and federal reporting regulation for the mutual benefit of you our members and the entire automotive recycling community.

*Reprinted with permission of ARA.*

## High Times for Heavy Metal

**Trenton Times (NJ) (04/27/08) P. A1; Hagen, Tony**

Rising metal prices have resulted in a booming U.S. scrap market, with prices rising 20 percent over the last month, says Trenton Iron and Metal owner Joseph Lonchar. Scrapyards must compete with one another for business because the high prices have created a seller's market. Many plumbers and auto shops now bring used parts directly to the scrapyard rather than giving them to scrap peddlers. Lonchar advertises to attract scrap sellers and offers bonus prices for scrap on Wednesdays to compete with the three scrapyards in the immediate Trenton area, as well as related businesses such as auto salvage firms. "The pipeline is starting to dry up," Lonchar says. "The fact is there's only so much scrap metal out there."

The rising prices for recyclables also is good for local governments. Hamilton township generates about \$30,000 annually from selling scrap dropped at its recycling center, says the city's Rich Balgowan. He says the city's recycling center collected 44 tons of scrap in the first three months of this year, up from 37 tons in 2007's first quarter. Rising metal prices also are attracting thieves. In Trenton, N.J., the theft of copper is so prevalent that the police had to create a special task force that patrols abandoned properties and stakes out scrapyards.

*Reprinted with permission of ScrapMonitor Newsletter.*

***"The best time to do something worthwhile  
is between yesterday and tomorrow."***

*Anonymous, Day by Day*

# INDUSTRY NEWS

## Carfax Study Reveals Five Year Increase in Salvage Vehicles Across the Nation

A recent study by Carfax has backed up a similar study done last year on flood damaged vehicles, that has proven that the amount of salvage vehicles are continuing to rise and so should consumers suspicions on the purchasing of used vehicles. We are still reeling from the effects of Katrina and the 500,000 flooded vehicles that were a product of that disaster. With the increase in salvage we see more rebuilt vehicles that are unsafe to drive, or that are purchased for illegal purposes such as VIN cloning or title washing. We are also seeing a large number of illegally exported vehicles turning up in other countries for terrorist and smuggling purposes.

ARA and the recycling industry have been working hard to fight back against these fraudulent buyers and illegal exporters. Connecticut, currently has a bill pending (HB 5742) that would order buyers at the salvage auctions to declare the automobile for export if that is the reason for purchase. This declaration would also be sent to law enforcement who would track the vehicle and ensure it has a legitimate purpose.

ARA will continue to make sure that the auto recyclers have a level playing field and that salvage prices are not increased because of the sale to fraudulent buyers and illegal exporters.

*Please find the Carfax article below:*

CENTREVILLE, Va.—(BUSINESS WIRE)—Anyone shopping for a used car right now needs to be on high alert for rebuilt wrecks being sold in their area. A new study by Carfax shows that millions of cars severely damaged in major accidents have been rebuilt and are up for sale. Over the last five years, the number of salvaged cars revealed by Carfax Vehicle History Reports has increased nationwide by more than fifty percent. Cars purchased with Carfax Vehicle History Reports that do

not contain DMV-reported incidents like salvage may be eligible to be bought back by Carfax.

“This problem is more widespread than we previously thought,” said Larry Gamache, communications director at Carfax. “Based on our data, the number one concern consumers should have right now, even above flood damage, is unknowingly buying a used car that was badly damaged in an accident. Buying a salvaged car may not be a bad investment, but you must make sure you’re aware of any prior damage and, more importantly, see that the proper repairs were made. Checking the information gathered in our database is the first step consumers should take to protect themselves from unwanted problems.”

Experts estimate that more than 5 million cars annually are deemed salvage after severe accidents. More than half of these cars are resold, many by sellers who intentionally hide their damaged past from unknowing consumers.

To see the entire story, please visit the Carfax website. If you have any questions or would like more information on the above issue please contact ARA at (888) 385-1005.

*Reprinted with permission of ARA.*

**IAR members,  
You may be able to bid insurance company  
salvage on the QRP Vehicle Management System.  
Contact QRP for details.  
No registration or access fee.  
Contact QRP about salvage acquisition  
opportunities in Iowa through  
the QRPVMS program.**



P.O. Box 618  
Tomahawk, WI 54487

**Phone 888-241-0294**

# INDUSTRY NEWS

## Steeled for Growth

**Fortune Small Business (05/08) Vol. 18, No. 4, P. 47; Kimes, Mina**

Alliance Steel Services of Minneapolis has grown from a small scrap metal dealer to a powerhouse thanks to CEO Michael Zweigbaum's agenda to buy up local scrapyards and set up a regional network of recycled metal providers. His business plan included the deployment of a system for weighing, tagging, and shooting digital photos of every batch of metal that came into Alliance's yard. The system begins operation the second a truck carrying scrap metal enters the yard and unloads its contents onto a scale. A worker studies the material and uses a touchscreen to choose the metal grade. Software registers the weight on the scale and then a camera transmits a picture of the metal, revealing any contaminants. This data is filed in a database from which Alliance's owners can access trade receivables, shipping and billing documents, and inventory. The company's annual revenues have increased more than fivefold to \$100 million since Zweigbaum bought Alliance three years ago, and he says the precision of the new system has enabled Alliance to sell more nonferrous scrap metals, which buyers now purchase directly from company yards. Alliance is also making hefty investments in a software dashboard that shows the frequency and efficiency of Alliance's inventory shipment and a Web site that gives customers limited database access.

*Reprinted with permission of Scrap Monitor Newsletter.*

## Thieves Leave Cars, but Take Catalytic Converters

**New York Times (03/29/08) P. A9; Saulny, Susan**

Instead of stealing the entire car, a growing number of car thieves are stealing catalytic converters, a part of the exhaust system that is valuable because it contains platinum, palladium, and rhodium. Platinum recently reached a record high price of more than \$2,300 an ounce compared with about \$1,000 an ounce for gold. Thieves can sell each converter for a few hundred dollars and removing it from the car often goes undetected because it doesn't set off an alarm. SUVs and vans have been targeted by thieves because the larger converters contain more platinum, and it is easier for thieves to crawl underneath the vehicles and saw the part off. "These are definitely occurring more than they have in recent memory, and why that is is definitely tied to the price of precious metals within converters," says the National Insurance Crime Bureau's Frank Scafidi. There have been many large-scale thefts, with thieves stealing converters from 25 cars in an Ohio parking lot and 19 from vehicles being held at a Minnesota police department's impound lot. Several states are considering bills that would make it more difficult for people to resell catalytic converters on the open market.

*Reprinted with permission of ScrapMonitor/Information Inc.*

***"Do what you can,  
with what you have,  
where you are."***

***Theodore Roosevelt  
Day by Day***

Looking for a Better Management System?

**Consider *INTERNET CHECKMATE* by Car-Part.com!**

“

**A 20-year Hollander user says:**

*I came back from a demo at a trade show and told my brother we were going to switch to Checkmate, the same company that has Car-Part.com...*

*I've been on Checkmate for one year and like the way things are set-up and the price... We couldn't have asked for a better group of people to get us through learning a whole new system... Their customer service is 2nd to none... new update features are great...*

”

Our trainers are on site with you when converting from Hollander®, Powerlink®, Pinnacle™, Autoskill® or Fast Parts®!

We convert your data (parts, vehicles, accounting, purchase orders, invoices and quotes) for a seamless transition from your management system!

Internet Checkmate® works with EDEN®!



**(859) 344-1925**

**NEW!**



# PARTMATE

## Portable Inventory Tool

- **SmartVin** decodes Interchange numbers for most parts directly from the VIN.
- Smart Interchange reduces interchange questions while you look up parts.
- Automatically adjusts part prices based on Part Grading.
- Automatically inventory parts purchased through Bidmate or use as a stand-alone product.
- Requests, Sales & Quantity on one User Friendly screen simplifies inventory decisions.
- Point & Click on ARA Damage Code Graphics to easily identify damage.
- Maintain Pricebook directly from Partmate.
- One-click access to **3100** recyclers using Car-Part Trading Partners.

**\$25/month + \$250 setup**



**(859) 344-1925**

IAR0608

**IAR**

IOWA  
AUTOMOTIVE  
RECYCLERS

**Iowa Automotive Recyclers News**

In care of: R.J. McClellan, Inc.  
950 3rd Street, Suite 150  
St Paul Park, MN 55071

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
St. Paul, MN  
Permit No. 7911



# HI-SPEED IMPACT V CAR CRUSHER



**DARE TO COMPARE OUR NEW HI-SPEED IMPACT V:**

**Cycle Times:**

- ▶ Cycle #1 Down/up .22 Seconds
- ▶ Cycle #2 Rock .56 Seconds

**AT AL-JON YOU GET  
WHAT YOU SEE.  
YOU DON'T NEED  
A SHOPPING LIST  
FOR OPTIONS!**

**Standard Features:**

- ▶ 2 year/4,000 Hour Warranty
- ▶ 100 Gallon Fuel Tank
- ▶ Air Compressor
- ▶ Hydraulic Landing Gear
- ▶ Remote Control



Al-jon, LLC.  
14599 2nd Ave.  
Ottumwa, Ia 52501

888-255-6620  
www.aljon.com