



# The Iowa Automotive Recyclers NEWS

FEBRUARY/MARCH 2009

## Unishippers of Eastern Iowa Web-Based System Cuts Shipping Costs

By Lorrie Beaman, Senior Shipping Consultant

When North End Wrecking needs to ship automobile parts to a customer, Jodi Kunde uses a web-based-shipping system to decide which carrier to call. Using the power of the web to better control and manage truck freight, she is at the forefront of the new trend in LTL shipping.

The system North End Wrecking employs, Freight Manager, enables Jodi to enter destination, weight and class and then compare a menu of carriers to get pricing and transit times instantly. With a few simple keystrokes, Jodi is able to create paperwork, then track and manage her freight receivables and payables.

Online transportation management systems like Freight Manager – one of the most popular – are booming, providing shipping, accounting, operations and customer service departments a more effective way to manage transportation and communicate internally. Offered by Unishippers Global Logistics, LLC, the nation's largest reseller of complete shipping services, Freight Manager provides real-time information and deep discounts from more than 30 different carriers.

In Iowa, Freight Manager is offered by Iowa Discount Shippers, the local Unishippers franchise. "The beauty of Freight Manager to companies like North End Wrecking is that they are able to benefit from the buying power of our \$350 million franchise system," said Sarah Ordovery, president of Iowa Discount Shippers. "Because

Unishippers is such an important client to companies like Roadway Express, R&L Carriers, Dohrn and Standard Forwarding, customers get deep discounts and the kind of individual attention and service usually reserved for the biggest national accounts."

Sales people in the automotive recycling industry find the ability to give prospects instant, real-time price quotes a major benefit to web-based shipping systems. "Since using online quoting, I have been able to quote freight costs while the customer is on the phone," says Jodi Kunde. "This has helped us increase sales on many items. Before I had to make phone calls to several carriers just to get a quote."

While there are a number of organizations competing for a piece of the online transportation management pie, Unishippers offers some particular advantages. Dawn Rupp of Marion Mixers says Unishippers eliminates work at the end of the month. "We used to get a lot of invoices from each trucking company," Rupp says. "We had to match up the invoices with the orders and send out a separate invoice to the customer. Now we get a single, pre-audited invoice that lists everything we have shipped."

Ordovery notes that the local Unishippers office also handles all customer service. Regardless of

*Unishippers... continued on page 8*



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# IAR NEWS



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# IAR NEWS

## IOWA Automotive Recyclers Board Meeting

Okoboji Grille – Pleasant Hill, IA

November 7, 2008 1:00 P.M.

The meeting was called to order by President Mike Swift at 1:22 p.m. Members present were: Mike Swift, Kelly Salseg, Brent Nugent, Tom Snyder, Scott Frank, Jodi Kunde, Tracy Hurst, Joel McCaw, Dave Wood, David Hesmer, Mike Waterbury and Jeff Smid.

Guests present were: Jim Piazza, Mike Ralston and Leisa Fox.

Mike Ralston, the President of the Iowa Associates of Business and Industry, gave a presentation about their organization of which Leisa Fox is also a part. The goal of the ABI is to promote a healthy business environment and competition in Iowa. Mike discussed the benefits provided to its members, also.

Jim Piazza, our lobbyist, spoke to the board. He said there will be a meeting with the DNR on November 18th at Metro. Scott handed out a sheet about the House Study Bill 247 which was then discussed at length. Jim recommended the IAR contribute to Craig Paulson and the Republicans.

**PAC REPORT:** Jodi handed out the PAC report. David H. made a motion to accept the report. There was a second by Tracy; motion carried.

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

**FINANCIAL REPORT:** Treasurer Joel McCaw distributed the financial report. Scott made a motion to approve the financial report. Dave W. seconded the motion; motion carried. Next, there was a motion by David H. on Jim Piazza's annual fee. The motion was seconded by Dave W.; motion carried. Scott made a motion to keep the scholarship the same at \$5,000 which was

seconded by Tom; motion carried.

**COMMITTEE MEMBERS 2009:** It was decided to keep the committees for 2009 the same as 2008 except with one change in the Audit Committee. Scott made a motion to name him, Scott Frank, as the Audit Committee member. There was a second from Brent; motion carried.

The committees for 2009 will be:

**Audit:** Scott Frank

**Environ.:** Tom Snyder (Chair), Tracy Hurst, Brent Nugent, Mike Waterbury

**Finance:** Scott Frank (Chair), Joel McCaw, Brent Nugent, Dave Wood

**Legislative:** David Hesmer (Chair), Scott Frank, Clyde Lems, Jeff Smid

**Meetings:** Jodi Kunde (Chair), Clyde Lems, Tom Snyder

**Membership:** Jodi Kunde (Chair), Joel McCaw, Eric Piper, Mike Waterbury, Dave Wood

**Newsletter/Website:** Tracy Hurst (Chair), David Hesmer, Eric Piper

**Scholarship:** Jodi Kunde (Chair), Tracy Hurst, Joel McCaw

(President sits on all committees)

**GMARE/UPPER MIDWEST:** Tom said the date for GMARE is set for March 13-14, 2009 in Omaha, NE.

**FALL OUTING REVIEW:** Jodi handed out 2 auction reports from the recently held Fall Outing, one with a list of purchases made at the auction and another with a list of unpaid purchases. A total of \$10,185 was purchased with \$2,555 still due on that total. The 2009 Fall Outing was discussed and decided to be held in Nashua, IA.

**EXECUTIVE DIRECTOR:** Kelly reported that \$3,875 has been generated in ad revenue to date for the 2009 Who's Who. She said she will be

# IAR NEWS

sending out Save-the-Date cards in early December for the Upper Midwest Auto & Truck Recyclers Convention & Trade Show in May 2009.

A new contract was offered to Kelly for the upcoming year. She will review it and fax back to the board soon. She also said the newsletter would continue on a monthly basis.

**MEMBERSHIP:** Kelly handed out the list of members to vote on. Scott made a motion to accept all the Direct Membership renewals with a second from Dave W. The motion carried. Next there was a motion by Dave W. to accept all the Associate Members who are renewing. Brent seconded it; motion carried. David H. made a motion to accept Trissel Graham & Toole as a new Associate Member with a second from Scott; motion carried. David H. made a motion to accept Grab N Go as new Direct Member with a second from Jeff; motion carried. Tracy made a motion that no firm or individual may hold memberships of more than one class in the association at any time. This motion died for a lack of a second

**OTHER BUSINESS:**

There was some discussion of Sue Schaul's expenses to the ARA. Scott made a motion to pay half of her expenses; Dave W. seconded it; motion carried.

The next meeting will be GMARE on March 13-14, 2009.

A motion to adjourn was

made by David H. with a second from Tom; motion carried. The meeting was adjourned at 3:45 p.m.

Respectfully submitted,  
Jeff Smid, Secretary

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## The President's Pitch

By Mike Swift

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

I hope that everyone had a great holiday season, even in these very trying times. I know first

hand how hard it is to be positive these days. The price of scrap in the last few months has dropped off the face of the earth. Some scrap processors are not buying any scrap.

It is hard to believe how times can change in a three month period. I think now more than ever this is the time for our association to step up to the plate. We need to stick together in these tough times. We can go at this alone or we can unite and fight these tough times together.

I mentioned in the last issue that this is your association and we need everyone's input on the issues that we are facing in our industry – here in Iowa and around the country. I have been on several conference calls in the last few months and we are not alone in this fight. But we need everyone's input. It can't be the same 20 yards in the association. We need all 59 members to put up a united fight on the issues at hand. We have a very important legislative session coming up that we are going to need everyone's help.

I hope you all received a letter recently about our PAC fund. This is our only way of competing in the world of pol-

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itics today. I don't like that we have to do things this way, but this is the reality of the GAME. If we keep using the same 30 percent of the members' money in the PAC fund, I'm afraid that we are going to lose our voice down at the statehouse. This is the time that we need you to call on your board and we call back to you to keep our association strong. Even though we don't have a lot of members we are the voice of our industry.

IAR has a lot going on in the coming year and you need to mark on you calendars some very important dates. The first date you should put down is Feb 6th and 7th. This is a meet and greet meeting with Illinois before the Upper Midwest Convention & Trade Show. It will be held in Galena. The information is on the IAR website.

The next very important dates are March 12th, 13th and 14th. This is our annual meeting with GMARE. It is in Omaha, Nebraska and all of that information should be out to you very shortly. The next important dates are April 30th thru May 2nd. This will be our first year in the Upper Midwest Convention with Illinois, Minnesota, Wisconsin and Indiana. All of the state boards have been working hard on this and it should be a great show. It will be in Eau Claire, Wisconsin and it will coincide with Wisconsin's 50th anniversary, so be looking for the information that will be coming to you and also check the website on the calendar tab

for more information.

If you have questions about the up and coming legislation please call me or any of the legislative committee members (Dave Hesmer-Action: Scott Frank-Sam's: Jeff Smid: Clyde Lems-Lems Auto). I can tell you we have been working very hard for the IAR and we could always use some more help.

Lastly I would like to thank our ED, the entire board of directors, and associate and direct members that have made 2008 a great year to be a member of the IAR, and I look forward to making 2009 even better.

**REMEMBER THAT THIS YOUR  
ASSOCIATION -  
GET INVOLVED!!!!!!!**

Thanks  
IAR Board President  
Mike Swift

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# IAR NEWS

## From the Executive Director's Desk

By Kelly Lynch-Salseg

My child brought the following home from her Sunday school class recently. Although a lot of the message (and humor) was lost on my 4 year old, I loved it and thought the messages contained were right on target. Having fallen short on "inspiration" for my article for this issue, I decided to interpret the fact of my child bringing this home just when I needed it as "divine intervention" and share it with you. Enjoy!

*Everything I need to know about life, I learned from Noah's Ark*



**One:** Don't miss the boat.

**Two:** Remember that we are all in the same boat.

**Three:** Plan ahead. It wasn't raining when Noah built the Ark.

**Four:** Stay fit. When you're 600 years old someone may ask you to do something really big.

**Five:** Don't listen to critics; just get on with the job that needs to be done.

**Six:** Build your future on high ground.

**Seven:** For safety's sake, travel in pairs.

**Eight:** Speed isn't always an advantage. The snails were on board with the cheetahs.

**Nine:** When you're stressed, float a while.

**Ten:** Remember, the Ark was built by amateurs; the Titanic by professionals.

**Eleven:** No matter the storm, when you are with God, there's always a rainbow waiting.



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*Unishippers... continued from cover*

which carrier a customer uses, Unishippers dedicated staff provides expert one-on-one assistance. "I am glad I found the great staff at Unishippers for my LTL shipping needs. If I have a question or a problem they are always there to help me. They also are in touch with me to make sure they are meeting my needs. They're a great group of people to work with."

You can contact Unishippers to get a free Freight Manager demonstration at 800-925-6879.

# IAR NEWS

## Remember it is Slip and Fall Season

Slip-and-fall injuries increased last winter. That's the season when they most commonly happen, yet the contributing hazards are often overlooked. So don't assume the obvious. Address the issues with employees, even common-sense issues. Think about your anti-slip program, especially for parking lots, where many costly injuries occur. If you have customers who visit your business make sure your walkways and parking lots are always clear of snow and ice.

Remind employees to:

- Wear appropriate footwear.
- Clean up spills promptly.
- Keep walkways clear.
- Only carry loads they can handle safely.

You as an employer should:

- Have a snow-removal plan to keep parking lots, walkways and entrances clear.
- Maintain supplies of ice melt, sand, and equipment.
- Assign employees to remove snow.
- Consider a snow-removal service, or review and renew your contract early. Recognize any changes in your environment since last winter.
- If you rent space, don't hesitate to contact your landlord if snow removal is not up to par after a snowfall.

*Reprinted from SFM*

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# IAR NEWS

## I-CARE Program Ready for Implementation

### Iowa - Certified Automotive Recyclers Environmental Program

By Sue Schauls

The I-CARE Program (*Iowa - Certified Automotive Recyclers Environmental Program*) was adopted by the IAR board of directors as a tool to attain compliance with the myriad of regulations governing the industry.

The I-CARE Program set a standard of excellence established to separate the professional recycler for the hobbyist or “junker.” The standards are set in four categories:

- **Business Standards** that meet ARA guidelines.
- **Environmental Standards** that are based on regulatory requirements for Iowa salvage yards.
- **Safety Standards** that meet the required OSHA regulations.
- **Licensing Standards** that identify permit requirements.

I-CARE program is a means to full compliance for Iowa salvage yards and available only to IAR members. The I-CARE Program is a certification process that assesses the current condition of the yard as compared to the I-CARE standards. The I-CARE standards include all of the ARA CAR Program standards as well as Iowa specific regulatory requirements. The completion of the process



and certification of the salvage yard brings peace of mind to the owners and operators of the salvage business in knowing that state and federal environmental requirements have been met.

Additionally, the program standards for safety provide guidance on the OSHA requirements.

**The process begins with an on-site facility audit conducted by Sue Schauls.** In the coming 18 months each yard will be contacted to set up the on-site facility audit at their yard, the process takes about two hours with *only about 30 minutes of interview questions* for the owner or manager of the yard. Information collected will include the type and amount of waste generated, storage practices, and disposal methods. Prior to scheduling the audit visit a data collection sheet will be sent to each member yard to help identify what type of information needed.

**Following the on-site facility audit a report will be generated that provides an assessment of the facility based on the I-CARE standards.** Photographs are taken at the time of the facility audit and incorporated into the report to document the good business practices at the facility. The photograph inclusion is similar to the national ARA CAR program requirements. The audit report will highlight areas in which the yard can make improvement to meet the I-CARE standards.

**Upon completion of the process the yard will be I-CARE certified.** The certification will include a personalized manual to be used on an ongoing basis to maintain regulatory compliance

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in Iowa. The manual will serve as a dynamic tool with places to store and document compliance requirements such as safety training sessions, a monthly hazardous waste inventory system and storm water sampling. All of which are required by law to be maintained at the facility in the event of inspection.



The Iowa - Certified Automotive Recyclers Environmental Program has been accepted by ARA. That means that any I-CARE certified IAR member that is also an ARA member may be ARA CAR certification for only an additional \$50 to ARA and is not required to submit a separate audit package to ARA. Only an application, the fee and notice that they are I-CARE certified is required for initial and recertification.

The adoption of the I-CARE Program by the IAR Board of Directors means that over the next two years all IAR member yards will be required to become I-CARE certified. Sue Schauls will conduct the on-site audits and develop the certification audit manual for each yard on a fee basis of \$500 plus mileage. The IAR association has paid for the development of the program which reduced the overall cost to each yard. Additional fees will apply should the salvage yard require assistance obtaining regulatory permits such as storm water permits or hazardous material permits. Full environmental assistances and services such as storm water runoff sampling are available and can be discussed at the time the audit.

The data collection sheets are also an important part of the I-CARE Program. The data collected from each yard will help to identify area in which many members need assistance or training. The issues identified will become training session at future IAR fall outings and other regional salvage

yard conferences. Workshops may also be developed in various places throughout the state to meet the training and compliance needs of the membership.

Overall the I-CARE Program implementation intent is to provide hands-on assistance to all member yards in meeting the regulatory burden of each Iowa business. As a whole certification of the IAR membership will help to delineate the professional Iowa automotive recyclers from the hobby yards not meeting their environmental and safety rules. The I-CARE Program sets standards of excellence for Iowa recyclers that help customers choose professional recyclers, protects the environmental and maintains a safe working atmosphere.



*Sue Schauls has a Bachelors of Arts degree in Science: Environmental Planning from University of Northern Iowa (1996). She is currently an independent Environmental Consultant with specific expertise in the automotive salvage industry. She is working exclusively with IAR implementing the certification program as Sue Schauls Consulting, in Waterloo, Iowa. She has extensive environmental regulatory expertise gained at the Iowa Waste Reduction Center, Iowa's small business environmental assistance program. She has trained over 7,500 people in 23 states and 67 Iowa counties in twelve years. Sue has conducted hundreds of facility environmental audits at Iowa companies. Sue can be reached at Schauls3@mchsi.com or by phonelfax at 319/233-7970.*



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## THE UN-COMFORT ZONE with Robert Wilson Defeating the De-Motivator

The sweet strains of a Puccini aria cut through the Saturday night clatter of the busy Italian restaurant in New York City, but it wasn't coming from the aging voice of the Sicilian baritone who was hired to belt out favorites like Funiculi-Funicula. It was a soprano whose crystal clear voice filled the room. Within moments all the ambient noise came to a halt. Diners stopped eating and talking, busboys stopped clearing tables, the cooks even came out of the kitchen.



Singing on the tiny stage was the skinny moon-faced waitress from Ohio. The Sicilian heard she studied opera, so he invited her to join him, but what began as a duet ended in solo as he too was mesmerized by the beauty of her voice. When she finished, the place thundered in applause and I saw tears of gratitude glistening in her eyes. She had hit each note perfectly.

If only she had done that when she auditioned for the Metropolitan Opera. But she choked, flinched, allowed a seed of doubt to creep into her consciousness and thus her voice.

She told me her story over a couple of beers after work. It was the fall of 1984, and I was a fellow waiter at the restaurant; just another struggling artist in the city that never sleeps. She explained that she got nervous during her audition and couldn't hit the high notes. She would get one more chance to audition, but she would have to wait an entire year.

I never found out if she made it; as a writer my art is portable and a few months later I moved to a city where they still have a bedtime. I suspect she did, because that night she received a proof - a vital beginning step.

Doubt is a silent killer. We transmit feelings of doubt to others through subtleties in our body language, facial expression and tone of voice. It is picked up subconsciously by those with whom we communicate. Worse than that, we communicate it to ourselves, and it seeps into our performance. Doubt is the De-Motivator and all too often it prevents us from even trying.

We all suffer doubt occasionally, and its cure is always the same: proof. Proof that we are indeed talented enough to do what we set out to do. A proof doesn't need to be big to eliminate doubt. A series of little ones can be just as effective.

I keep a journal - a log - of accomplishments. Both small and large, because they all add up to reasons for believing in my abilities. It is especially important to log the little ones, because they are so easy to forget or overlook, and yet they carry tremendous weight when it comes to giving ourselves confidence.

You say, "I'm just starting out and have no accomplishments." That just means you're not looking in the right places. We all have successes, some of them may be found in different areas of



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# IAR NEWS

your life. I often read in the Wall Street Journal about women, who after years as stay-at-home Moms, return to the workforce in well-paid management positions. They acquire these jobs by citing in their resumes the many skills and achievements they learned through their volunteer work. What talents are you racking up through your hobbies and leisure activities?

Sometimes proof comes to us by comparing ourselves to others. Simply ask yourself, "Out of all the people who have ever lived, how many have attained what I want?" The sheer numbers alone will often be all the proof you need.

When all else fails, fall back on faith. Some of the most successful people in the world had absolutely no proof that they could achieve their dreams. All they had was a strong desire and a belief in themselves. As Martin Luther King, Jr. once said, "Take the first step in faith. You don't have to see the whole staircase, just take the first step."

*Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit [www.jumpstartyourmeeting.com](http://www.jumpstartyourmeeting.com).*

## IAR MEMBER NEWS

QRP of Wisconsin: Bob Hoffman of QRP reports that the state associations in Colorado, California, Illinois and Pennsylvania have now all endorsed the QRP VMS program and members are signing up, and numerous other states will have this on their agendas at upcoming meetings!

Says Hoffman, "As members of state associations bring this program to insurers attention and then advise us of who they have talked with about it, we will contact those insurers and try to get additional salvage listings. This is a very "grass roots" approach to salvage acquisition and has some long term possibilities. But it does rely on participants telling insurers about it!"

*"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.*

*tion. 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](mailto:iowaautorecyclers@bitstream.net)), fax (612-781-7052) or phone (515-943-3516) the information in!*

**Licensed Recycling IAR members,  
You are able to bid insurance  
company salvage on the  
QRP Vehicle Management System.**

**NO  
Registration  
OR  
Access Fee**



**Iowa salvage  
currently  
available for bid**

**Contact QRP about salvage acquisition  
opportunities in Iowa through the QRPVMS program!**

**Phone 888-241-0294**

**P.O. Box 618 • Tomahawk, WI 54487**



# IAR NEWS

## A Note From Our Lobbyist

**Jim Piazza Jr.**

Dear Iowa Auto Recyclers:

As the 2009 Session of the 83rd General Assembly officially gets underway we celebrate the 50th anniversary of this organization as the voice of Iowa's auto recycling industry.

The message I plan to deliver to legislators this session is that IAR members strive to maintain high standards through adherence to local, state and federal laws. The IAR not only meets high standards but works to raise the bar for others in the industry.

As participants in a "regulated" industry, we are duty bound to develop and protect a level playing field on which we compete in the market place. Our legislation this year is geared toward this end. Traditionally, end of life vehicles are purchased by licensed and regulated auto recyclers who reclaim and recycle auto parts. Unregulated "buyers" unfairly compete with professional recyclers who abide by state and federal environmental laws, IDOT licensing requirements, consumer protection laws relating to parts and VIN # reporting, proper sales tax collection, and associated costs of running responsible and professional operations.

In preparation for this session the association

has met with representatives of the Iowa DOT, the Iowa Attorney General's office and the Department of Natural Resources. We have met with key members of the legislative committees in which our legislation will be considered. While all our meetings have been receptive and informative no promises have been made to us.

Political influence and strength is not defined by political contributions alone. At various critical times in this legislative session we will have to contact our local legislators and ask for their support for our legislation. We will supply everyone with a "position paper" and message to deliver to the legislator. A phone call from a constituent in the district should never be underestimated in its power to influence. Remember, our representatives are citizen legislators like you and me. They are concerned with local businesses and their success during these trying economic times.

I look forward to serving the Iowa Auto Recyclers this year and working together will maximize our chances of legislative success.

IAR Legislative Liaison, Jim Piazza Jr. Cell (515) 707-1620

## MERLYN V. "BOB" BOYKEN PASSES

Merlyn V. "Bob" Boyken, 82, of Waterloo, died Sunday, January 4, at Covenant Medical Center.

He was born April 15, 1926, in Titonka, Iowa, son of Fred and Martha Brandt Boyken. He married Betty A. Phelps on February 20, 1949, in Waterloo. He was a Lobbyist for 39 years for the following clients: Nurse Assoc., Realtors, Barbers, Beauticians, Jewelers, Optometrists, Quarter Horse

Racing, Salvage, Scrap Metal Companies, School Bus Sales, Fraternal Insurance Companies and various other clients.

Services Were held Friday, Jan. 9, at Faith Lutheran Church with burial in Garden of Memories Cemetery. Military rites were conducted by the Waterloo and Evansdale Amvets Post 19 and 31.

# 16<sup>th</sup> Annual Greater Midwest Automotive Recyclers Exposition

## “Riding The Recycling Wave”



## March 12-14, 2009

## Holiday Inn Omaha Convention Center



Sponsored by:  
Iowa Automotive Recyclers &  
Automotive Recycling Industry of Nebraska  
Kansas Automotive Recyclers Association

You are invited to display at the **2009 GREATER MIDWEST AUTOMOTIVE RECYCLERS EXPOSITION**, March 12-14, 2009 in Omaha, Nebraska. Registration materials are enclosed. Please complete the contract and registration form to be part of this fun annual event. Please send payment and contract to:

**Greater Midwest Automotive Recyclers Expo  
1335 H Street, Suite 100  
Lincoln, NE 68508**

Please call Dana Adamy at (402) 476-1528 with questions about displaying at the **2009 GREATER MIDWEST AUTOMOTIVE RECYCLERS EXPOSITION**.

**Hotel & Lodging Accommodations** - The Holiday Inn Omaha Convention Center will be the headquarters for the 2009 Exposition. Vendors are responsible for making their own lodging arrangements. A large block of rooms has been secured at a special discount for participants. Reservations are to be made directly with the hotel at (402) 393-3950. Mention your participation in the **GREATER MIDWEST AUTOMOTIVE RECYCLERS EXPOSITION** to receive the discounted rate of \$99.00 plus taxes.

**Shipment of Exhibits** - Displays may be shipped to the Holiday Inn in advance. Please use the following shipping information:

**Greater Midwest Automotive Recyclers Expo  
c/o Holiday Inn Omaha Convention Center  
3321 South 72nd Street  
Omaha, NE 68124**

Please do not ship displays any sooner than the week of expo March 9-14, 2009. Don't forget to bring the correct shipping information for return of your display.

For a fee, AAA Rents can accommodate freight handling of your exhibit materials. All items must arrive at AAA Rents pre-paid by a carrier of your choice. Freight will be accepted for the show from March 2-11, 2009. To arrange for this service contact AAA Rents Trade Show Division directly at (402) 339-3707.

**Exhibitor Advertising Promo** - Vendors will be promoted in both the convention booklet and newsletters of the Iowa and Nebraska associations. For this reason, vendors are urged to contract early for their display space so they may be promoted in upcoming newsletters. Vendors wanting additional promotion may advertise in the convention booklet.

**Free Exhibitor Passes** - Each exhibiting company will receive TWO passes per booth for personnel to attend the exposition. These passes will admit vendors to the Friday night social hour and Saturday breakfast.

**Display Times:**

— **Move In Time** - Set-up time begins at 11:30 a.m., Friday March 13, 2009 and must be completed by 4:30 p.m.

— **Display Times** - Exhibits will be open:  
Friday - 5:00 p.m. - 8:00 p.m.  
Saturday - 9:00 a.m. - 11:00 a.m.

— **Move Out Times** - Vendors may remove their exhibits between 11:00 a.m. - 5:00 p.m. on Saturday March 14, 2009. Those vendors wishing to remove their exhibits on Sunday, March 15, 2009, are urged to make special arrangements with the sales office at the Holiday Inn.

**Security** - Doors to the exhibit hall will be locked during non display hours. The Holiday Inn nor the Nebraska or Iowa Automotive Recyclers Associations and the Greater Midwest Automotive Recyclers Exposition, as the contract states, will not bear any responsibility for any breach of security.

**HELP PROMOTE YOUR EXHIBIT & FIRM:**

**Donations** - Please consider sponsoring a portion of the event. Donations to the 2009 Greater Midwest Automotive Recyclers Exposition will be accepted in any amount. Any of the convention activities may be sponsored in whole or in part: breaks, meals, speakers or social hours. Donations will be acknowledged during each sponsored event and published in both the convention booklet and newsletters. General donations will be applied toward convention expenses.

**Silent Auction** - Please consider donating to the ever popular and fun silent auction. Proceeds from the auction are used to fund scholarships that are awarded by each association.

# Booth Rates

<b>Standard Booth Price Before 1/15/2009 \$325.00</b>	<b>Booth Option 2 Before 1/15/2009 \$295.00</b>	<b>Booth Option 3 Before 1/15/2009 \$265.00</b>
<b>Includes:</b> 8' x10' Booth Furniture 2 Friday Social Hour Tickets 2 Saturday Breakfast Tickets	<b>Includes:</b> 8' x10' Booth Furniture 2 Friday Social Hour Tickets 2 Saturday Breakfast Tickets	<b>Includes:</b> 8' x10' Booth Furniture 2 Friday Social Hour Tickets 2 Saturday Breakfast Tickets
	<b>Plus</b>	<b>Plus</b>
No Advertising No Donation Required	Purchase Full Page Ad (\$250.00) 2/3 Page Ad (\$225) 1/2 Page Ad (\$200.00) in Convention Booklet <b>OR</b> Donate at Least \$100.00	Purchase Full Page Ad (\$250.00) 2/3 Page Ad (\$225) 1/2 Page Ad (\$200.00) in Convention Booklet <b>PLUS</b> Donate at Least \$100.00
<b>Standard Booth Option After 1/15/2009 \$350.00</b>	<b>Option 2 After 1/15/2009 \$320.00</b>	<b>Booth 3 After 1/15/2009 \$290.00</b>

## Special options to better promote your company's participation at the 2009 trade show!

**Standard Booth:** 8'x10' wide booth with a 6' table and two chairs. A display sign with the name of your firm, city and state along with draping which is 8' high in back and 36" high on the sides.

**Booth Option 2:** This option can save you money on your booth while promoting your company as an advertiser or sponsor! This booth comes with the standard booth set up, plus with this selection you have the opportunity to either purchase advertising or donate at least \$100.00 towards the convention.

**Booth Option 3:** This option will not only save you money on your booth, but will give your company the recognition that will get you noticed! This booth comes with the standard booth set up, plus you will purchase advertising and donate at least \$100.00 towards the convention.

**Electrical, & Internet Service** - The Holiday Inn Omaha Conference Center offers free wireless internet in the exposition hall. Electrical services are an additional fee, please see contract for price and ordering information.

**Exhibit Selection** - Exhibitors will be offered space on a "first-come-first-served" basis for the 2009 Greater Midwest Automotive Recyclers Exposition. Please fill out the enclosed contract indicating your 1st, 2nd and 3rd choice for this year's Exposition. Use the map of booths on the back, to make your selections.

**Association Display Contest** - The exposition will be giving out awards to vendors for the following categories:

1. Best Sales Person
2. Best Overall Display
3. Most Creative/Original Display

Each of the contest winners will receive an engraved wall plaque.

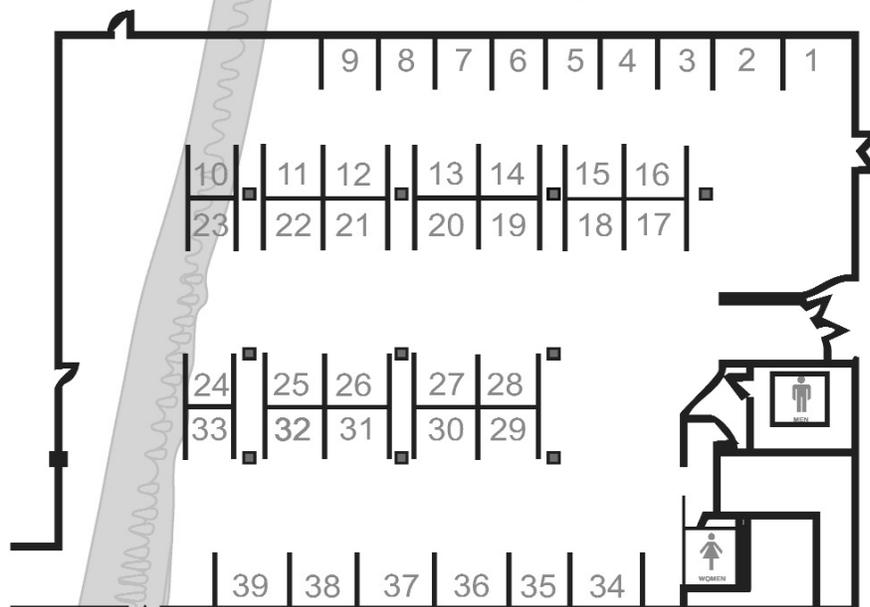
**Special Exhibitor Traffic Draws & Prizes** - Vendors may give away their own promotional items in their exhibit or furnish large door prizes to the exposition, which will be given out throughout the exposition.

## IMPORTANT ADDRESSES & TELEPHONE NUMBERS

**Greater Midwest Automotive Recyclers Expo**  
 1335 H Street, Suite 100  
 Lincoln, NE 68508  
 Phone: (402) 476-1528  
 Fax: (402) 476-1259

**AAA Rents**  
 5620 S 72nd Street  
 Omaha, NE 68127  
 Phone: (402) 339-3707  
 Fax: (402) 339-3624

**Holiday Inn**  
 3321 South 72nd Street  
 Omaha, NE 68124  
 Phone: (402) 393-3950  
 Fax: (402) 393-1670



**2009 GREATER MIDWEST AUTOMOTIVE  
RECYCLERS EXPOSITION**  
**March 12-14, 2009**  
**Holiday Inn Omaha Convention Center**  
**Omaha, NE**



Take Advantage of the  
 Advance Registration Prices  
 And the Multiple per Firm  
 Registration Discounts

**“Riding the Recycling Wave”**  
**CONVENTION REGISTRATION FORM**

Please circle the amount below that corresponds with the date you are submitting your registration.

**FULL REGISTRATION:**

	ADVANCE REGISTRATION PRIOR TO <b>February 20, 2009</b>	AFTER & AT DOOR <b>February 20, 2009</b>
① Name: _____ <input type="checkbox"/> Industry <input type="checkbox"/> Supplier Non-Exhibitor	\$145.00 _____	\$170.00 _____
② Name: _____ <input type="checkbox"/> Industry <input type="checkbox"/> Supplier Non-Exhibitor	\$130.00 _____	\$170.00 _____
③ Name: _____ <input type="checkbox"/> Industry <input type="checkbox"/> Supplier Non-Exhibitor	\$125.00 _____	\$170.00 _____
④ Name: _____ <input type="checkbox"/> Industry <input type="checkbox"/> Supplier Non-Exhibitor	\$125.00 _____	\$170.00 _____

**SATURDAY ONLY OR BANQUET ONLY REGISTRATION:**

① Name: _____ <input type="checkbox"/> Saturday Only	\$70.00 _____	\$85.00 _____
② Name: _____ <input type="checkbox"/> Saturday Only	\$70.00 _____	\$85.00 _____
③ Name: _____ <input type="checkbox"/> Saturday Banquet Only	\$50.00 _____	\$65.00 _____
④ Name: _____ <input type="checkbox"/> Saturday Banquet Only	\$50.00 _____	\$65.00 _____

**EXHIBITOR REGISTRATION:** 'Free Registration', does not include any meals, seminars or events, and is limited to two people per booth. 'Full Registration', includes all convention meals, seminars, and tours.

① Name: _____ <input type="checkbox"/> Exhibitor	FREE \$145.00 _____	\$170.00 _____
② Name: _____ <input type="checkbox"/> Exhibitor	FREE \$130.00 _____	\$170.00 _____
③ Name: _____ <input type="checkbox"/> Exhibitor	FREE \$125.00 _____	\$170.00 _____

**TOTAL REGISTRATION FEES:** \_\_\_\_\_

**NO CANCELLATION REFUNDS AFTER FEBRUARY 27, 2009**

Company: \_\_\_\_\_  
 Contact: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

# 16th Annual Greater Midwest Automotive Recyclers Exposition

## “Riding the Recycling Wave”

March 12 - 14, 2009

### Tentative Program

#### Thursday, March 12<sup>th</sup>

1:00 - 5:00 Yard Tours

6:00 - 7:00 p.m. Planning Committee Meeting

7:00-11 p.m. Welcome Reception

#### Friday, March 13<sup>th</sup>

8:00 - 9:30 a.m. Sit Down Breakfast with speaker

9:45 - 11:45 a.m. Advertising and Marketing Seminar

12:00 p.m. Lunch

1:15 - 3:00 p.m. **Yard Owner Seminar:**  
Issues in the Industry  
Panel Discussion featuring  
Don Malcom,  
and Mike Swift, Trail's End  
Moderators

3:00 - 4:45 p.m. Iowa Association  
Board Meeting

3:00 - 3:45 p.m. Nebraska Association  
Membership Meeting

3:00 - 4:45 p.m. Nebraska Association  
Board Meeting

5:00 - 8:00 p.m. Reception with Exhibitors

#### Saturday, March 14<sup>th</sup>

9:00 - 11:00 a.m. Continental Breakfast  
with Exhibitors

11:30 a.m. Buss Leaves for Tours

12:00 p.m. Lunch at Tours

1:00 - 2:30 Parts Grading Seminar and  
Demos

4:00 p.m. Buses return to Hotel

5:00 - 6:00 p.m. Social Hour

6:00 - 7:00 p.m. Banquet Dinner

7:00 - 8:30 p.m. Live Auction



# 16th Annual Greater Midwest Automotive Recyclers Exposition

## “Riding the Recycling Wave” Sponsorship Opportunities!

As a supporter of the 16th Annual Greater Midwest Automotive Recyclers Exposition, you have an opportunity to sponsor events throughout the Convention. In return for your generous sponsorship, your company's name will be publicized in the Convention Program, in the sponsoring state association's newsletters, on a large display sign at the event you are sponsoring and announced throughout the event.

Below are the events available for sponsorship. Please fill in the amount next to the event you would like to sponsor and return with payment to the Association Office.

### PLEASE FEEL FREE TO DONATE A PORTION OF ANY EVENT

	<u>TOTAL EVENT SPONSORSHIP</u>	<u>AMOUNT DONATED</u>
<b>OVERALL CONVENTION DONOR</b>	\$1,000.00	\$ _____
<b>SPEAKER'S NEEDS:</b> (Audio Visuals, Projectors, etc.)	\$300.00	\$ _____
<b>MEALS, AWARDS, DECORATIONS AND SOCIAL EVENTS:</b>		
Friday Evening Social Hour	\$500.00	\$ _____
Saturday Evening Social Hour	\$500.00	\$ _____
Decorations	\$ 75.00	\$ _____
Awards For Exhibitors	\$160.00	\$ _____
Buses For Tours	\$800.00	\$ _____
Friday Continental Breakfast	\$500.00	\$ _____
Saturday Continental Breakfast	\$700.00	\$ _____
\$500 in Cash Prizes Saturday Morning	\$500.00	\$ _____
Saturday Luncheon	\$200.00	\$ _____
Saturday Evening Banquet	\$300.00	\$ _____
<b>TOTAL DONATION ENCLOSED</b>		\$ _____

Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Phone \_\_\_\_\_  
Email: \_\_\_\_\_

**RETURN TO:**  
Greater Midwest Automotive Recyclers Exposition  
1335 H St., Suite 100  
Lincoln, NE 68508-3784  
(402) 476-1528 \* Fax (402) 476-1259 \* E-mail: info@ari-ne.org



# 16th Annual Greater Midwest Automotive Recyclers Exposition

## “Riding The Recycling Wave”

### Advertising Opportunities!

Please place the following advertising in the 2009 Convention Booklet:

- |                          |  |   |          |
|--------------------------|--|---|----------|
| <input type="checkbox"/> | Full Page, Black & White .....                     | \$250.00                                | \$ _____ |
| <input type="checkbox"/> | 2/3 Page, Black & White .....                      | \$225.00                                | \$ _____ |
| <input type="checkbox"/> | 1/2 Page, Black & White .....                      | \$200.00                                | \$ _____ |
| <input type="checkbox"/> | 1/3 Page, Black & White .....                      | \$160.00                                | \$ _____ |
| <input type="checkbox"/> | 1/4 Page, Black & White .....                      | \$150.00                                | \$ _____ |
| <input type="checkbox"/> | Additional For Color: .....                        | \$125.00                                |          |
|                          | List Colors: _____, _____, _____,                  |   | \$ _____ |
| <input type="checkbox"/> | Back Cover, with Printer's Choice of Color .....   | \$325.00                                | \$ _____ |
|                          | (Must be full page)                                |   |          |
| <input type="checkbox"/> | Inside Front Cover, with Printer's Choice of Color |   |          |
|                          | (Must be full page. ) .....                        | \$287.50                                | \$ _____ |
| <input type="checkbox"/> | Inside Back Cover, with Printer's Choice of Color  |   |          |
|                          | (Must be full page) .....                          | \$287.50                                | \$ _____ |
| TOTAL AMOUNT DUE:        |  | <input type="checkbox"/> Check Enclosed | \$ _____ |

- Please use the advertisement enclosed (camera ready)
- Advertisement will be sent via e-mail as a PDF file
- Rough advertising copy enclosed. (No Charge to make-up ad)
- Use last year's ad

Specifications: **Advertising Deadline: FEBRUARY 6, 2009**

Publication Trim Size is 3 7/8" wide x 9" deep

Ad Sizes: Full Page: 3 1/4" wide x 8" deep  
2/3 Page: 3 1/4" wide x 5 1/4" deep  
1/2 Page: 3 1/4" wide x 4" deep  
1/3 Page: 3 1/4" wide x 2 1/2" deep  
1/4 Page: 3 1/4" wide x 2 " deep

Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Signature: \_\_\_\_\_  
Email: \_\_\_\_\_

**CONTRACT MUST BE SIGNED AND RETURNED TO:**  
Greater Midwest Automotive Recyclers Exposition  
1335 H St., Suite 100  
Lincoln, NE 68508-3784

(402) 476-1528 \* Fax (402) 476-1259 \* E-mail: info@ari-ne.org





## Why Should You Join Iowa Automotive Recyclers?

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

**IAR WHO'S WHO MEMBERSHIP DIRECTORY** - A listing of all IAR members, which is distributed annually to members, insurance adjusters, and other associated businesses. *FREE LISTING to IAR members!*

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

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

**UPPER MIDWEST AUTO CONVENTION & TRADE SHOW** - This annual convention brings vendors and recyclers together in one place. We team up with the Minnesota, Wisconsin, Illinois, and Indiana state associations to host the best regional convention in the country.

**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!* Parts Search area provides an opportunity for IAR members to sell their parts.

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

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

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

**SCHOLARSHIPS** - Developed to provide annual post-secondary educational scholarships to children of IAR members and their employee's children.



# Iowa Automotive Recyclers Application for Membership

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

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

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

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

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

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

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

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

ENCLOSED IS MY IAR MEMBERSHIP CHECK:

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

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

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

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

### Iowa Automotive Recyclers Code of Ethics

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

# IAR NEWS

## IAR DIRECT MEMBERS

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

# INDUSTRY NEWS

## Salvage Parts & the Economy

Now what would those two have in common? Plenty, if you ask the man on the street as well as local salvage yards. It is apparent that the recent downturn in the economy has prompted more than usual print-coverage of the fact that salvage facilities are seeing more customer-traffic. The Kansas City Star featured such an article a few days ago that honed in on this. The article referenced a local facility where the owner will allow the customer to take his time and for \$1 search through the hundreds of automobiles at his location – even if it takes all day. Of course, the eventually found part will have a price attached, but the owner believes in giving the customer sufficient time to

get the right part. He is seeing an increase in customers as budgets are tightened and says that people would rather repair what they are currently driving, than go out and buy a new vehicle.

Many salvage facilities can answer in the affirmative when asked if they have noticed an increase in traffic and/or business; however, each positive side has a negative side, so there are also those facilities that are faltering and some even closing, “before business worsens”, as one such facility owner put it. He has been in business nearly 40 years and finds that, “they (the customers) just don’t have money to fix their cars.”

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# INDUSTRY NEWS

## Attorneys General Seek Stronger Vehicle Damage Disclosure

On Nov. 19, 2008, Iowa Attorney General (AG) Tom Miller along with 42 of his AG colleagues submitted a “Comment” letter to the Federal Trade Commission (FTC) urging them to strengthen consumer disclosure laws. He emphatically states that “consumers are entitled to know if a vehicle has been damaged by flood or collision”. To that end, he drafted and submitted the 11-page document, which gave general background on the reason for needing such a law. As he mentioned in his brief, “the current FTC model truly is archaic, focusing only on warranty information”, which is important, “but which pales in comparison in market materiality to prior vehicle history”. Without such information, for instance, your son or daughter could be buying a used car whose airbag integrity had been compromised due to a collision or flooding incident – how would you be aware of that currently? Would you feel comfortable letting your dependent(s) drive or be a passenger in such a “questionable” vehicle?

Mr. Miller and the others are urging the FTC to amend the Used Car Rule, to include both, past use (of vehicle) and title history information, thus acting in a manner consistent to Congressional intent of the National Motor Vehicle Title Information System (NMVTIS). Not only does this information assist the buyer in determining a fair market value for a used vehicle, but it also assures said buyer that the title information on that vehicle is clear and proper and has not been fraudulently altered.

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## Continue Turning in your Buckets

Recovering mercury-containing convenience light switches from vehicles being dismantled is both an economical and environmentally sound business decision. Make \$4 for each and every mercury light switch you collect and turn in.

The National Vehicle Mercury Recovery Program (NVMSRP) is a voluntary system by which auto manufacturers, steelmakers, auto dismantlers/recyclers, scrap recyclers, environmental groups, state environmental agencies, and the U.S. Environmental Protection Agency (EPA) work together cooperatively to remove mercury that might otherwise be emitted into the environment.

Now is time to get with the program because it can put money in your pocket while helping the environment.

If you have questions, contact ELVS Solutions at 1-877-225-2587 or visit [www.elvsolutions.org](http://www.elvsolutions.org)

### Scrap Commodities Market Report

### January 2009

### Approximate Pricing

Crushed Cars	60.00 NT
Prepared Iron	90.00 NT
Motor Blocks	80.00 NT
Aluminum Rims	0.45/LB
Aluminum Condensers	0.35/LB
Copper Radiators	0.60/LB
Aluminum Case Transmissions	0.08/LB
Dirty Aluminum	0.13/LB
Batteries	0.13/LB
Lead Wheel Weights	0.20/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.

# INDUSTRY NEWS

## URG to Partner with University of Colorado to Quantify Environmental Benefits of Automotive Recycling

**Journal of Transportation (11/29/08) P. 97**

A request for proposal (RFP) from the University of Colorado to comprehensively quantify the environmental benefits and sustainability of automotive recycling has been announced by United Recyclers Group. URG executive director Michelle Alexander says that such information will

enable URG managers to analyze the automotive recycling industry's future green potential. Consultant Al Lacy, who is leading the initiative for URG, says the project focuses on three central aspects. "First, we want to estimate the environmental benefits of automotive recycling based on

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# INDUSTRY NEWS

the present industry size and operating practices. Second, we want to estimate the additional benefits of recycling more parts from each vehicle recycled. And finally, we need to learn more about potential markets for 'carbon offsets' or 'carbon credits' that might benefit insurers or recyclers." The RFP asks for a study of the U.S. automotive recycling industry that accounts for its size and scope, the resources saved from the reuse of components and the recycling of steel and other scrap in vehicle bodies, and the environmental advantages from the appropriate disposal of auto-related fluids, air-conditioning coolant, and other materials. Financial

benefits in need of quantification include the direct savings that result for customers from using recycled rather than new parts and insurance premium savings resulting from the use of recycled parts in collision repair. URG manager Greg Wilcox says that young consumers exhibit a clear preference for all types of green parts, and in August URG spearheaded the creation of a new training tool for promoting understanding of the modern automotive recycling industry.

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## Pitman Rises to President of ARA

Fairfax, VA – Linda Pitman of Dulaney Auto and Truck Parts of Amarillo, Inc. in Amarillo, TX has become the president of the Automotive Recyclers Association (ARA). Selected to the international association's Executive Committee in 2005, Ms. Pitman assumed her new position at the association's 65th Annual Convention and Exposition held in Kansas City, Missouri on Saturday, October 25.

Linda grew up in the automotive recycling business, working as a bookkeeper in her family's company during summers in high school and college. After graduating from college, Linda joined the business full time in 1970, becoming Secretary/Treasurer in 1989 when the company became incorporated. She currently is the secretary/treasurer at Dulaney Auto and Truck Parts, while also performing some inventory management and counter sales duties.

Mrs. Pitman is a longtime member of ARA, committing numerous volunteer hours in service to the advancement of the industry. Having served as a Regional Director and a member of the Certified Automotive Recycler Committee for many years,

Linda has also acted as the Chair of the ARA Safety Committee and was the President of the ARA Scholarship Foundation from 1994-2005.

Dedicating herself not only to national issues, Mrs. Pitman also has been involved in her local community and State automotive recycling organization. Linda Pitman served as President of the Texas Automotive Recyclers Association from 2004-2006. Additionally, Mrs. Pitman has been the treasurer at her church for over 20 years and has served on the board of Ceta Canyon, a church camp and conference center.

Linda's business, Dulaney Auto and Trucks



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# INDUSTRY NEWS

Parts of Amarillo, Inc. is certified through the ARA CAR program. CAR facilities undergo review and inspection to achieve the CAR designation and are required to adhere to strict standards of general business practices, environmental care and stewardship and a code of ethics on warranties and parts quality.

Founded in 1943, the Automotive Recyclers Association represents an industry dedicated to the efficient removal and reuse of automotive parts,

and the proper disposal of inoperable motor vehicles and their hazardous fluids. With programs such as the Certified Auto Recycler program, and other partnerships with automotive manufacturers, automotive recycling will continue to provide consumers with quality, low-cost alternatives for vehicle replacement parts, while preserving natural resources and our environment for tomorrow.

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## Federal Family Medical Leave Act

After more than two years of collecting data and drafting revisions, the U.S. Department of Labor (DOL) has released the long-awaited final changes to regulations governing the Family and Medical Leave Act (FMLA). The 762 page final rule revisions, which were set to appear on the Federal Register on Nov. 17, 2008, will take effect on Jan. 16, 2009, and help clarify employer and employee responsibilities under the law.

Officials from business-related groups such as the Society for Human Resource Management (SHRM), the U.S. Chamber of Commerce and the National Association of Manufacturers stated that although the final rules don't differ much from the DOL's original proposal, the rule revisions still shed important light on how the FMLA is to be applied in the workplace.

DOL officials said that the department received more than 5,000 comments on the proposed changes during the public comment period, which ended April 11, 2008. It took the department nearly six months to go through all the public comments and draft appropriate responses. The final regulations implement the expansion of the FMLA for military families, which was passed by Congress and signed into law by President Bush in

January 2008.

Under the FMLA expansion, employers with over 50 employees in a 75 mile radius are required to offer up to 26 weeks of unpaid leave to employees who provide care to wounded U.S. military personnel. Employers must provide 12 weeks of FMLA leave to the immediate family members (spouses, children or parents) of Reservists and members of the National Guard who have "qualifying exigencies." The DOL's definition of "qualifying exigencies" is included in the final regulations and will affect any employer who employs military Reservists and members of the National Guard.

The new rule defines "qualifying exigencies" as (1) short-notice deployment, (2) military events and related activities, (3) child care and school activities, (4) financial and legal arrangements, (5) counseling, (6) rest and recuperation, (7) post-deployment activities and (8) additional activities where the employer and employee agree to the leave. The old regulations improperly deemed some employees eligible for FMLA leave when employers failed to follow the rules for designating leave as FMLA, according to the Supreme Court.

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