



The Iowa Automotive Recyclers NEWS

AUGUST/SEPTEMBER 2011

What is the Benefit of Attending an Industry Conference?

Much discussion is focused on the legitimacy of attending conference and trade show programs. The reality is that conferences are among the most cost effective methods of obtaining education and information, and in establishing a network.

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**THE
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RECYCLER
NEWS**

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

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

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

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Iowa Automotive Recyclers

**Teleconference IAR Board Meeting
Wednesday, June 14, 2011 6:00 P.M.**

President Brent Nugent called the meeting to order at 6:06 p.m. Members present were: Brent Nugent, Sue Schauls, Mike Waterbury, Tracy Hurst, David Hesmer, Mike Swift, Scott Frank, Brad Osborn, Jodi Kunde, Tom Snyder, Joel McCaw, and Jeff Smid.

BOARD MEMBERS: Mike S. made a motion to appoint Tom Quandt and Theresa Hegdahl as new directors on the IAR board with a second from Joel. After some discussion which clarified the number of directors on the board, it was decided only one director is needed at this time. Mike S. rescinded his first motion and made another motion to appoint Tom Quandt as the new director on the IAR board for a 3-year term. There was a 2nd by Mike W.; motion carried. Brent will inform Tom of his new position.

Sue said she would be updating/revising the list of board members on the website soon.

MINUTES: Jodi made a motion to accept the minutes from the May 25th meeting as written with a 2nd from Mike S.; motion carried.

TREASURER'S REPORT: Joel went through the financial report with the board members. Mike S. made a motion to accept the financial report. Brad

seconded the motion; motion carried.

SCHOLARSHIP REPORT: Jodi said the scholarship checks would be sent in about two months for those awarded.

PAC FUND: Jodi reported on the auction proceeds from the Summer Outing that will be going into the PAC fund.

SUMMER OUTING 2011: Sue reported on approximate numbers at the Summer Outing for Friday night, Saturday morning training, noon luncheon and the Saturday evening BBQ. She was very happy with the attendance and said the next newsletter will focus on a recap of the outing held last weekend. There were thanks to all those involved for a successful event. Sue said the net income from the outing would pay for the CMARC seed money.

VENDOR CONFERENCE CALL: Sue suggested a vendor call this month to get feedback from the vendors at the Summer Outing. It was decided to have that call on Monday, June 20th.

WHO'S WHO: Sue is collecting advertising money and is planning to sell more ads.

CMARC: This is scheduled for September 23-24 in Springfield, IL. The seed money of \$3,000 has been sent. Sue said there will be more conference calls for the planning of CMARC from now on and that the vendors need to be locked in soon. She also stated the importance of a good Iowa showing.

NEWSLETTER: There has been a lot of interest in having classified ads in the newsletter.

OTHER BUSINESS: Brad said he would be willing to host the 2012 Summer Outing. The next board meeting will be a teleconference call on Tuesday, July 19th at 5:30 p.m.



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There was a motion by David to adjourn with a second from Tom. The meeting was adjourned at 7:09 p.m.

Respectfully submitted,
Jeff Smid, Secretary

Iowa Automotive Recyclers

Teleconference IAR Board Meeting Wednesday, May 25, 2011 5:30 P.M.

President Mike Waterbury called the meeting to order at 5:35 p.m. Members present were: Mike Waterbury, Sue Schauls, Mike Swift, Brent Nugent, Scott Frank, Brad Osborn, Mike Davidson, Jodi Kunde, Tom Snyder, Eric Piper, Joel McCaw, Andy Wilken and Jeff Smid.

D.O.T. MEETING: Sue, Mike S. and Scott gave a recap of the D.O.T. meeting held earlier in the afternoon. They all agreed it went well and was very positive for the recycling industry. It showed that our group wants to be involved and will be cooperative. The D.O.T. managed the meeting and mediated the conversation. Scott will follow up with a written report.

SUMMER OUTING 2011: Mike W. said his duties for the Summer Outing are going well and things will be ready to go for the June 10-11th event. Sue also reported that everything looks to be going well. She said the 15 vendors will set up on Friday, June 10th from 2:00-6:00 p.m. She will need volunteers to help at both the vendor set-up time and at the registration table (4:00-7:00 p.m.). Sue went over the itinerary and expects at least 120 attendees at the Outing which includes the vendors. She requested that all board members remind their business contacts in the next couple of weeks to get registered if they aren't already.

OTHER BUSINESS: There was limited discussion on receiving the present year's dues, scholarships awarded and the changing of officers at the Summer Outing. The next meeting will be at the Summer Outing on Friday, June 10th at 1:00 p.m. in the hospitality suite on the 9th floor of the Meskwaki Bingo Casino

Hotel. We will meet for lunch at noon in the conference area then eat at the restaurant for those interested.

There was a motion by Brent to adjourn with a second from Scott. The meeting was adjourned at 6:25 p.m.

Respectfully submitted,
Jeff Smid, Secretary



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President's Pitch

By Brent Nugent, IAR President

Hello Fellow Recyclers!

First of all I want to thank everyone for trusting in me to put me in this position of President. I also want to thank Mike and Mitzi Waterbury for hosting the IAR Summer Outing. Mike has done a wonderful job for the association. His words of encouragement have been greatly appreciated. Also special thanks to Sue Schauls, Executive Director of IAR, for all the hard work she has put into the association so far. It really showed and it definitely paid off! Also thanks to all of the vendors and speakers for the educational programs. They were very informative and useful.

As President I hope, as a small yard myself, I can continue to get more small yards involved in the Iowa Automotive Recyclers association. It is very important that we all stay involved as many changes are coming our way. Sue &

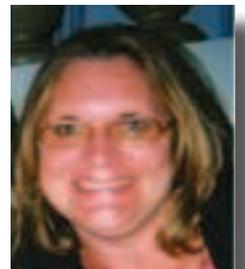
I have looked into having a discussion with my insurance agent about pooling together yards to form a group for workmen's compensation coverage. He has explained that the rates will be rising for the salvage industry and I thought it might be a good idea to sit down with him as a group and see what he has to say. He is more than willing to present at one of our meetings to answer any questions and explain the benefits of a group plan.

I would encourage all IAR members to attend the Central Midwest Auto Recyclers Convention (CMARC) in Springfield, IL on Sept. 23 and 24, 2011 to show the surrounding states we are strong in our commitment to the salvage industry in Iowa. www.CMARConvention.com.

Again thanks to all and look forward to seeing everyone at Springfield. Brent

From the Desk of the Executive Director

By Sue Schauls



What a Summer Outing we had this year! If you attended the Iowa Auto Recyclers 2011 Summer Outing you'll surely have fond memories of reconnecting with fellow recyclers and meeting some new experts in the industry. The one thing that made the outing a success was the simple fact that we did what we do best, we applied enthusiasm and hard work to pull together an event that met the needs of our members and friends. There's a lesson in there somewhere...

If you regret missing the Iowa Automotive Recyclers Summer Outing this past June, don't worry, we have another event just around the corner in September. The Central Midwest Auto Recyclers Convention or CMARC is being held in Springfield, IL this year on September 23-14, 2011. The registration form is in the newsletter. We'll have an opportunity to bring in national vendors and share experiences with our trading partners from Illinois & Indiana and other guests from surrounding states. Hope you can make it.



Regional Director's Report

Mike Swift is the ARA Regional Director for Region 7 which is made of Iowa, Nebraska, Missouri, North & South Dakota and Kansas

Every month I have a conference call with the other Regional Directors to report what is going on the States that they represent. In the last few calls the number one item is the unregulated buyers in the salvage pools, of course. States are trying to get the message out, not only to ARA members but also to the members in their respective states. The other big issue that has come up is about credit card theft and what we can do best protect ourselves against these credit card scammers & thieves.

On a more positive note, we also discuss the ARA's new program, **Green Recycled Parts**. With your ARA membership you will have the right to use this logo on any and all products that you sell. You can promote it on your website or any other literature that you send out in an e-mail or regular mail with the Green Recycled Parts logo. ARA has also provided media materials such as commercials that you can run on your website, or add to an existing TV or Radio advertisement. This is just

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one of the many benefits that are provided with your ARA membership. ARA has come up with some great benefits that add more value to being a member.

The ARA is also working very hard in Washington DC with Unregulated Buyers in the Pools, Right to Repair legislation, NMVTIS, Credit Card Theft, Storm Water and Environmental Issues. These are just a few of the things going on in our Industry. The ARA wants and needs any information, comments, etc that you can give them on auto salvage issues. Contact me or anyone at

the ARA main office in DC. The ARA is our voice in Washington. It is the Voice of our Industry. Today is the Day to become a member of the ARA.

We should be very proud of our region this year too! We have signed up 18 new ARA members. We are leading the way to keeping existing membership and adding to the membership.

I hear lots and lots of information coming around the corner in our industry and especially environmental issues. If you haven't been cleaning up your act, start TODAY. If you need help with any issue, good or bad with your business, please contact me or call the ARA main Office at 1-888-385-1005.

ARA is involved every day in Washington DC. We all need your help on this FIGHT. Politics is money and our industry fights some pretty powerful money machines, so consider contributing to the ARA Political Action Committee (PAC) fund. ARA needs your help to fight our battles. There are several ways to donate to the ARA PAC fund. Like the Iowa PAC Fund contribution, you can contribute through PayPal. Donate \$5, \$10, \$20, \$50, or \$100 per month but please make some kind of Donation Today!

I try to keep the members updated almost every day in an e-mail. If you want to be added to my list send me an e-mail at mike@trailsend-auto.com or give me a call 515-208-8805. My door is always open.

ARA IS YOUR VOICE IN AUTO RECYCLING! GET INVOLVED TODAY! DON'T PUT IT OFF! JOIN, DONATE & TAKE THE TIME, ITS EASY. JUST DO IT!!!!!!!

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Iowa Automotive Recyclers Application for Membership

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Contact Person & Title *(Name in directory)*: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

E-mail: _____ Web Site: _____

Recyclers License # *(If applicable)*: _____

Dealers License # *(If applicable)*: _____

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- \$250.00 Regular Membership**
(businesses which dismantle and sell used parts)
- \$150.00 Associate Membership**
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Signature: _____

**Please return this form with your membership check to:
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Iowa Automotive Recyclers Code of Ethics

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

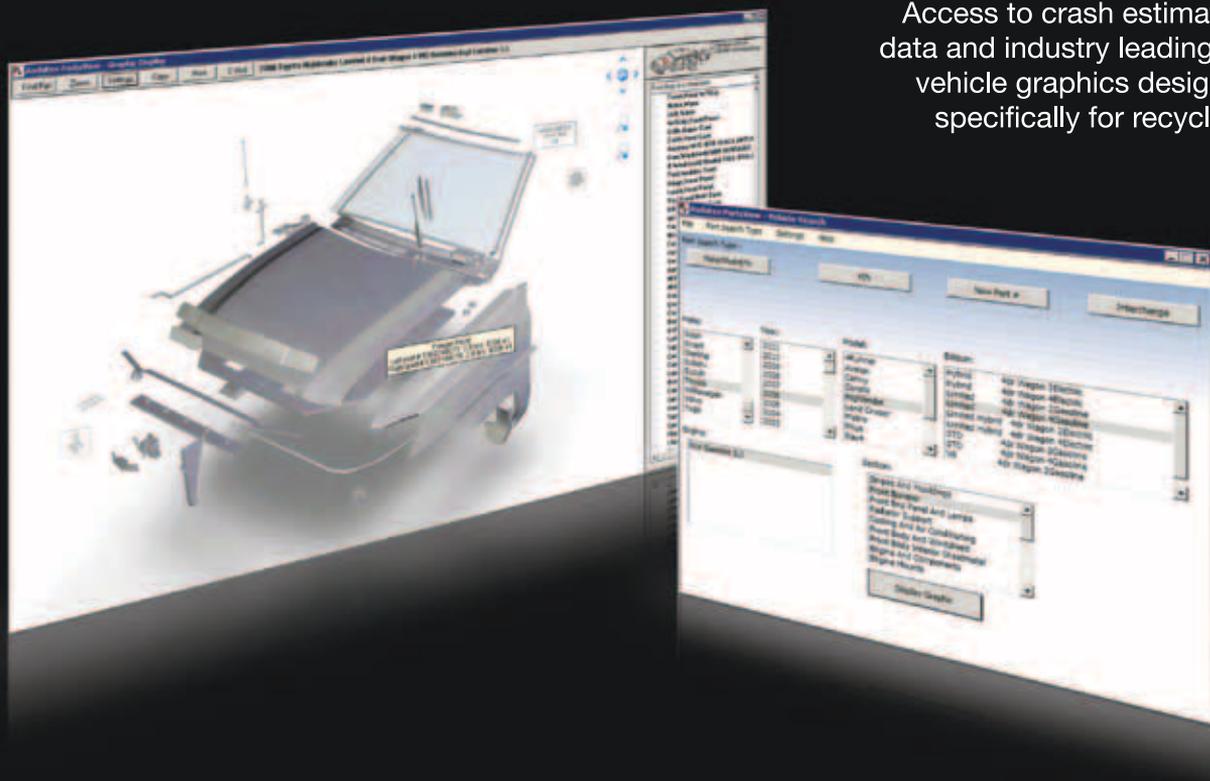


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Training Recap

The goal of the Parts Grading Workshop was to help auto recyclers to “speak the language” of our customers; the Collision Repair Experts. Collision expert Mel Hunke, PRP Midwest, came through with more insider information that we expected and shared insight to what makes an “A” grade part in the eye of a body shop customer. We learned a lot, implemented tools such as the ARA Parts Grading System and we were left with a mandate to improve communications with the customer.

Drew Van Devender never disappoints the yard owner



trying to learn more ways to maximize sales. Drew gave insight to “Selling to the Professional Repairer” with style we can always count on from our friends at Car-Parts.com! Don’t miss Drew and the rest of the Car-Part crew at the upcoming CMAR Convention in Springfield, IL – September 23-24, 2011.

John Ward from Ward Enterprises, our associate member from St. Anthony, Iowa, shared his expertise in parts racking. John’s experience and flexibility in product use was apparent throughout his presentation. He left us with the challenge of using

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the height space in the shop instead of “wasting’ precious floor space on storage.

“Loss Mitigation for Auto Salvage Insurance” was the topic the Bob Curry from Allied Insurance entertained the group with on Saturday. Entertained us with insurance?!? Yes, Bob was

informative and entertaining and we all might just do some loss mitigation next time we have an on-the-job injury with which to contend.



Employment Applicant Screening Tools

Iowa public services include easy access to some public record information, including Iowa Courts Online and the Iowa Sex Offenders Registry. These tools can be useful in screening new employee applicants.

Iowa Courts Online is a searchable database of Iowa court cases including criminal and civil. It can be useful to review an applicant’s criminal record, pattern of behavior and verify child support garnishments among other insights including traffic violation or evictions.

www.iowacourts.state.ia.us

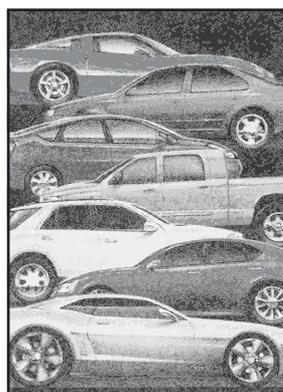
Using the TRIAL COURT *Case Search* function enter the applicant’s name. Searches can also be limited to CRIMINAL under “Case Type.” Look at the records that match the corresponding name and birth date of the applicant. Case numbers beginning in “FE” are felony charges.

The **Iowa Sex Offender Registry** became law on July 1, 1995 and is found in Chapter 692A Code of Iowa. On or after July 1, 1995, an individual who was convicted of a criminal offense against a minor, sexual exploitation, or a sexually violent crime or who was on probation, parole, or work release status, or who was incarcerated on or after July 1, 1995 is required to reg-

ister. Registration does include individuals that have received a deferred sentence or deferred judgments and can include convictions from other jurisdictions such as other states and/or federal convictions.

The information on the website is provided from the Iowa Sex Offender Registry to the public pursuant to Iowa Code chapter 692A. The purpose of this information is to allow members of the public a means to protect themselves from individuals who have committed an offense that requires registration on the Sex Offender Registry.

<http://www.iowasexoffender.com>



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Iowa Automotive Recyclers

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66 Direct Member

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Birdnow Auto Salvage, Inc.	Fayette	Quandt Auto Salvage, Inc	Carroll
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High Country Auto	Cherokee	Sunset Beach Auto Salvage	Des Moines
Hogeland Auto Plaza & Salvage	Marshalltown	Swift Auto Parts	Des Moines
Hulett & Son Auto Salvage	Creston	Trail's End Auto & Truck Salvage	Des Moines
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Lems Auto Recyclers, Inc.	Doon	West Edge Auto Salvage	Independence
Leon Recycling & auto Parts, LLC	Leon	Wilken & Sons Inc.	Kensett
Lyle's Auto Salvage	Oto	Wilken & Sons Inc.	Nashua
Midwest Auto Parts, Inc.	Waterloo	Wilken & Sons Inc.	Waukon
Monson Salvage, Inc.	Lone Rock	Wrench 'N Go	Des Moines
North End Auto Wrecking	Dubuque	Yaw Auto Salvage	Des Moines

National Motor Vehicle Title Information System Provides Crucial Support in Combating Vehicle-Related Crime

Scope of the Problem

Automobile fraud and theft negatively impact public safety and often result in tremendous financial loss to the public. Fraud involving vehicles is a profitable business for criminals and heavily burdens consumers. In 2009, nearly one million vehicles were stolen nationwide at an estimated value of \$5.2 billion, according to the Uniform Crime Report, while consumers and insurance companies lost nearly \$8 billion per year from auto theft, as reported by the National Insurance Crime Bureau.

The Role of NMVTIS

The Anti-Car Theft Act of 1992 established NMVTIS as a national information system enabling states and others to access automobile titling information. The U.S. Department of Justice (DOJ) has had responsibility for the oversight and operation of NMVTIS since 1996. As part of that role, DOJ's Bureau of Justice Assistance (BJA) is responsible for enforcing civil fines on junk and salvage yards, towing operators, insurance carriers, and others who fail to report on a monthly basis, as required. Failure to report to NMVTIS is punishable by a civil penalty of \$1,000 per violation; therefore, a failure to report 100 junk or salvage automobiles could result in a civil fine of up to \$100,000. All fines collected under NMVTIS are turned over to the U.S. Treasury.

Criminal investigations have shown that those involved in domestic auto theft enterprises often perpetrate violent crimes, such as homicide, drug trafficking, human trafficking, and terrorism. To help combat vehicle-related crime, the National Motor Vehicle Title Information System (NMVTIS) was created to promote information sharing among state Division of Motor Vehicles (DMVs) as well as federal, tribal, state and local law enforcement personnel.

Operational since 2009, NMVTIS is the only national information system that requires junk and salvage industry reporting. The system is designed to protect consumers from fraud and unsafe vehicles and to prevent stolen vehicles from being resold. NMVTIS also assists law enforcement in deterring and preventing title fraud, Vehicle Identification Number (VIN) cloning, and other crimes.

To date, BJA has over 100 active nonreporting referrals in 23 states. Current enforcement efforts have added over 100,000 previously unreported vehicles to NMVTIS.

NMVTIS Enforcement Activities

BJA provides the field with information on NMVTIS reporting requirements, the methods for reporting, and the penalties for non-reporting. BJA is coordinating its efforts with the National Highway Traffic Safety Administration

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(NHTSA), the Federal Bureau of Investigation (FBI), and state and local law enforcement to identify and investigate NMVTIS reporting violations.

Enforcement efforts include:

- **Outreach** – BJA undertook a major NMVTIS education campaign with mass mailings for the junk/salvage/recycler and insurance industries. In 2010, over 20,000 letters were sent to NMVTIS reporting entities. This was followed by a targeted mailing to auto insurance underwriters across the country. BJA will continue these efforts, including targeted outreach to the towing and used automobile industries, and other sectors that process junk and salvage vehicles.

Regardless of which industry a company may operate, if that company is in the business of owning or acquiring five or more junk or salvage vehicles per year for resale (in their entirety or for spare parts), rebuilding, restoration, or crushing, it is required to report to NMVTIS.

- **Site Visits** – On-site inspections of junk/salvage/recycler facilities have occurred in Delaware, Maryland, New Jersey, New York, Pennsylvania, and Virginia. In addition, BJA continues to coordinate with NHTSA inspectors from across the country to facilitate enforcement of NMVTIS reporting in all 50 states.
- **Office-based Monitoring** – NMVTIS records are regularly monitored to identify nonreporting entities. This includes reviewing auction and insurance industry submissions to determine which businesses have not submitted timely reports. Once identified, nonreporting businesses are contacted by phone and a 30-day nonreporting notice is mailed. If the required NMVTIS entries are not made in a timely manner, civil penalties are pursued. To date, nonreporting notices have been sent to businesses in 30 states and these efforts resulted in approximately 100,000 additional vehicles being reported to NMVTIS.
- **Nonreporting Referrals** – A nonreporting referral process has been developed to enable the general public to use the NMVTIS web site to send confidential e-mails concerning nonreporting companies. Referrals are reviewed and, if necessary, appropriate follow up enforcement actions taken. **To date, BJA has over 100 active referrals in 23 states.**

Any member of the public, who wishes to notify DOJ of an entity that is not currently reporting, can e-mail nmvtis@usdoj.gov and include "Non-reporting Referral" in the subject line of the message. For answers to general NMVTIS questions, please visit the NMVTIS web site and refer to the Frequently Asked Questions section at www.nmvtis.gov/nmvtis_faq.html.

The Department of Justice respectfully requests that if any individual or organization disseminates this article to members and interested parties, then the entire article should be provided.

FOR MORE INFORMATION, CONTACT:

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PETERSEN-HILL INSURANCE



Pete Hill

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



Adam Brickley

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

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**Trainings:
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afternoon both days.
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owners, sales people
and staff.**

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CMARConvention

Come to the Best in the Central Midwest!

Convention Events

Golf Outing

10AM, Thursday, September 22, 2011

Golf Springfield's Finest & Friendliest, the Rail Golf Course, Home of the State Farm Rail Classic from 1976 until 2006. Designed by architectural genius Robert Trent Jones, Sr., the Rail is a beautifully manicured, sprawling 240 acre, championship golf course with 82 sand bunkers and 5 lakes.

Cost is \$36.00 per person and includes a cart. Shotgun start. Sign-up information will be available on the convention website at www.cmarconvention.com.

Foursomes are being assembled now, Please contact Michelle Lechner at 877-880-2874 or illautorecyclers@aol.com with questions.

Trade Show

11:00AM - 2:00PM, September 23 & 24, 2011

Exhibitors will be on hand both Friday and Saturday to share with you the latest products for your business. Lunch will be served at the trade show so enjoy the food and visit with the vendors. We are sure you will find something new.

Cocktail Reception/Auction

6:30PM, Friday, September 23, 2011

Join us Friday night our auction/cocktail reception held at the Abraham Lincoln Presidential Library and Museum, open exclusively for us. You will be able to explore the museum along, with a theater show "Ghost of the Library." This event alone is worth the trip. Children are welcome too! Seeing this Museum is an experience you won't forget!

A Live Auction will take place at the reception. Bidding starts promptly at 7:00 PM. Join us for what has always been a fun evening for all. Auction items will be on display at the trade show. If you have items you wish to donate or need more information on the auction contact Jodi Kunde at northendwrecking@aol.com.

We are pleased to announce that this spectacular event, will be sponsored by: Car-Part.com, Hollander, A Solera Company, and URG/Pinnacle Professional.



Route 66 Mother Road Show

Saturday, September 24, 2011

Join us Saturday Night for the Route 66 Mother Road Show that takes place in downtown Springfield. Join in the entertainment, food vendors and the many cars that will be there for show.

For more details and up to the minute convention information:

Visit www.cmarconvention.com

CONTACT INFORMATION:

Michelle Lechner
Phone: 877-880-2874
Fax: 217-793-2277
Email: illautorecyclers@aol.com

MAILING ADDRESS:

CMARConvention
c/o The Auto & Truck Recycler of Illinois
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Springfield, IL 62704

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Friday S

7:00am to 5:00pm

Trainings S

8:20am - 9:00am

9:10am - 10:00am

10:10am - 11:00am

11:am - 2:00pm

2:00pm - 3:00pm

2:50pm - 3:00pm

3:00pm - 4:00pm

3:50pm - 4:00pm

Hotel Information

Cut off date for special room rate is September 1, 2011

Host Hotel for the CMAR Convention

The President Abraham Lincoln Hotel & Conference Center

701 E. Adams, Springfield, IL 62701

Hotel Reservations please call 866/788-1860 room rate \$98.99

Book your room now for a special discounted rate of \$98.99 per room.

Please hurry though, the rate is limited and available on a first come, first serve basis. Hotel is located right downtown Springfield, IL

The special rate does expire September 1, 2011.

The special rate does expire September 1, 2011.

Book your room now for a special discounted rate of \$98.99 per room.

Please hurry though, the special rate is limited and available on a first come, first serve basis.

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invited are the recyclers of
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weekend of training/education,
fun, and excitement.

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September 23

12:00pm Registration

1:00am Key Note Speaker, ARA President Doug Reinhardt

Sessions/ 50 minutes each

12:10am RM A Panel Discussion: Insurance Do's & Don'ts

RM B Crush for Self Service

RM C Maximizing Your Core Values

RM D Panel Discussion: Rid Unregulated Buyers

1:00am **User Group Meetings, RM A, B, & C**

RM A Selling to the Professional Repairer, Car-Part.com

RM B What's New with URG/Pinnacle Professional?

RM C Hollander, A Solera Co.

Learn how to use the features in our latest release to make the most impact on your business

RM D Safety for Certification: **Safety Made Easy**

1:00am **Break**

2:00am RM A Fork Lift Training

RM B Leveraging Your Buying

RM C Driving Traffic to the Sites

RM D Panel Discussion: Family in the Business

3:00pm **Trade Show and Lunch**

4:50pm RM A Airbag Certification

RM B Creating and Sticking to a Budget

RM C Panel Discussion: NMVTIS: Yes, There is More to Know

RM D Friends in the Collision Industry

5:40pm RM A Storm Water Permits: What You Need to Know

RM B Fraud Prevention

RM C Dealing with Difficult People

RM D U-Pull-It, a Growing Trend

6:40pm **Break**

7:50pm RM A Panel Discussion: Go Green, Everybody's Doing it
Don't loose your business to enviromental issues

RM B Panel Discussion: Where Has all the Salvage Gone

RM C Vulnerable Computer Network

RM D Inventory Overload

Saturday September 24

8:00am to noon Registration

Trainings Sessions/ 50 minutes each

8:30am - 9:20am RM A How to Build Profitability thru Accountability

RM B Selling on eBay, Hollander, A Solera Co.

RM C Bid Buddy, What's New?

RM D Panel Discussion: Rid Unregulated Buyers

9:20am - 10:10am **User Group Meetings, RM A, B, & C**

RM A Hollander, A Solera Co.

Learn how to use the features in our latest release to make the most impact on your business

RM B What's New with URG/Pinnacle Professional?

RM C Checkmate Enhancements, Car-Part.com/Checkmate

RM D Panel Discussion: Family in the Business

10:10am **Break**

10:20am - 11:10am RM A Phone Etiquette

RM B Management

RM C Using Technology to Enhance Sales

RM D Panel Discussion: ARA Unniversity / Waubonsee College

11:am - 2:00pm **Trade Show and Lunch**

2:00pm - 2:50pm RM A Counter Sales

RM B Quality Control

RM C CrashLink - Car-Part.com

RM D Filling Your Inventory Gaps

2:50pm - 3:40pm RM A Airbag Certification

RM B Dealing with Difficult People

RM C Customer Follow Up

RM D GPS, Getting Parts Sold - Connect More Sales

3:40pm **Break**

3:50pm - 4:50 RM A Forklift Training

RM B Putting Out Fires / Quality Control

RM C Parts Grading

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Attendee Registration

Registration fee is \$99 per person or \$79 per person if three or more and \$69 per person if five or more register from the same facility.
Fee includes all meals, seminars, and entertainment for the entire weekend.

Firm Name _____

Contact Name _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail address _____

Please indicate if person listed below will be attending Airbag or Forklift Training so certificates can be prepared.

Name _____	AB <input type="checkbox"/>	FL <input type="checkbox"/>	Name _____	AB <input type="checkbox"/>	FL <input type="checkbox"/>
Name _____	<input type="checkbox"/>	<input type="checkbox"/>	Name _____	<input type="checkbox"/>	<input type="checkbox"/>
Name _____	<input type="checkbox"/>	<input type="checkbox"/>	Name _____	<input type="checkbox"/>	<input type="checkbox"/>

No. of attendees: _____ @ (1 or 2) \$99/person = \$ _____

_____ @ (3 or 4) \$79/person = \$ _____

_____ @ (5 plus) \$69/person = \$ _____

Golfing Bring your own foursome or we can assign you one.

No. of golfers: _____ @ \$36/person = \$ _____

Assign me to a group _____

My Foursome: _____

TOTAL \$ _____

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2817 White Plains Court
Springfield, IL 62704

Enclosed Check payable to Auto & Truck Recyclers of IL

Credit Card Payment (MasterCard/Visa Only)

Name on Card _____

Credit Card # _____ 3 Digit Security Code _____

Signature _____ Exp Date _____/_____/_____

So we can better plan our meal requirements please indicate which meals and how many will be attending the meals. Thank you!

Meals Friday: Breakfast # _____ Lunch # _____

Cocktail/Auction Reception # _____

Saturday: Breakfast # _____ Lunch # _____

For more information: Visit our website at www.cmarconvention.com.
or contact Michelle Lechner at 877-880-2874
or illautorecyclers@aol.com with questions.
Fax to 217-793-2277

Credit Card Fraud

Credit card fraud is not just an urban legend. Scammers often ask for high dollar engines or transmissions and they might want all you have of the same Hollander number. One Iowa yard recently had a chargeback for a credit card transaction from an individual from New York.

The yard is now using virtual terminals which requires them to put in name and addresses. The card came up indicating it was a CVS match. "We sent a copy of the invoice along with the credit card receipt indicating it was a match and a copy of where it was signed for by the individual. We have now received the money back from the credit card company" the yard indicated. To date, it has not been charged back again. When the credit card company was contacted regarding these transactions, they indicated that you should always ship the parts to the address on the card so that they cannot say that they did not order or did not get it.

Approximately two weeks after this initial scam transaction, the Iowa yard received a request for two engines. It seemed suspicious that the buyer did not ask any questions about the engines. They were also from New York. Eric requested that they send a cashier's check or wire the money and they ended the conversation immediately.

If you are not sure if it is a legitimate card, you can call your merchant credit card company. They can give you the name of the bank of the cardholder. They can verify the name and address of the cardholder. They can also contact the cardholder to make sure they have authorized the transaction.

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ARA Green Recycled Parts™ News

ARA recycler members that signed up for the Green Recycled Parts™ Marketing Program received an announcement in time for Earth Day (April 22nd) to use to promote the program. Members announced that their facility participates in the Association's Green Recycled Parts™ marketing program. As part of this initiative, ARA has launched the Green Recycled Parts™ website at www.greenrecycledparts.com to promote the positive economic and environmental impact of recycled automotive parts.

Recycling automobiles annually saves an estimated 85 million barrels of oil and reduces greenhouse gases associated with the manufacturing of new or replacement automobile parts.

The environmental benefits of automotive recycling are notable any day but most especially on Earth Day. "On an annual basis, recycling automobiles in the U.S. provides enough steel to produce almost 13 million new vehicles, saves an estimated 85 million barrels of oil and reduces greenhouse gases associated with the manufacturing of new

or replacement automobile parts," says Michael E. Wilson CEO of the ARA.

Recycling automobiles in the U.S. provides enough steel to produce almost 13 million new vehicles, annually.

Recycled automotive parts are also 20 to 80 percent less expensive than comparable new parts. "However, far too often, consumers are not aware of the options available to them when it comes to vehicle repair, most notably the economic and environmental benefits of recycled automotive parts", said Wilson.

"The new Green Recycled Parts™ website educates consumers about the benefits of recycled parts and links consumers, repair facilities and insurance companies with a network of automobile recyclers across the country." For the first time, this website also provides consumers with a specific place to go to learn about cost effective, environmentally friendly part options before they decide on a repair", said Wilson. If you've put off signing up for this great program, it's not too late. If you are an ARA recycler member, this program has been developed with YOU in mind. Go to www.greenrecycledparts.com, click on "Member Site", then "Become A Member" - complete the sign-up form, mark your consent to the Code of Ethics and Licensing Agreement questions and submit. You will receive your log-in and passwords following membership verification. It's that EASY ... and the benefits can be HUGE!

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ARA to Meet with EPA on Use of Aftermarket Catalytic Converters

EPA has recently indicated its intent to revisit its standing 1986 policy on the sale of used original equipment (OE) catalytic converters. 25 years ago, EPA published a proposed enforcement policy (interim guidelines) on the sale and use of aftermarket catalytic converters, including used OE converters. This proposed policy, which remains in effect today, provides for the following:

New or used aftermarket catalytic converters (AAMC) can be installed only if the converters have been tested according to EPA procedures and have met EPA performance criteria;

- EPA considers it a violation of the policy to install a used converter from a salvage yard or sell it for reuse unless it has been properly tested and labeled.
- Salvage yards also would be considered liable for causing tampering if they sell converters for reuse that have not been tested or do not meet EPA requirements.

Currently, automotive recyclers sell the catalytic converters for their cores, but several of you have stated that you would like to be able to sell the entire converter to a customer for reuse to help keep cars on the road, which would be better for both the environment and the economy.

Many recyclers believe that the advent of on-board diagnostic systems (OBDS) in cars manufactured since 1986 change the regulatory landscape and make the need for specific EPA performance testing criteria redundant. California disagrees however and has gone beyond EPA's requirements and totally banned the sale or installation of used converters since July of 2008. ARA members and staff are gathering data, expertise and specific examples about how OBDS test catalytic converters in preparation for an upcoming meeting with EPA staff. If you have experience or specific knowledge about the OBD/catalytic converter testing issue, please contact Betsy Beckwith at betsy@ara.org.

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Springfield, IL Birthplace of Route 66

Recognized by convention as the birthplace of U.S. Route 66, it was in Springfield on April 30, 1926 that officials first proposed the name of the new Chicago-to-Los Angeles highway.

In 1938, Route 66 became the first completely paved transcontinental highway in America – the “Mother Road” – stretching from the Great Lakes to the Pacific Coast.

A placard in Park Central Square was dedicated to the city by the Route 66 Association, and traces of the Mother Road are still visible in downtown Springfield along Kearney Street, Glenstone Avenue, College and St. Louis streets.

The red booths and gleaming chrome in mom-and-pop diners, the stone cottages of tourist courts and the many service stations along this route saw America fall in love with the automobile. Red’s Giant Hamburg, said to be the birthplace of the drive-up order window, was located on the route.

The famous highway originally ran from Chicago through Missouri, Kansas, Oklahoma, Texas, New Mexico, Arizona, and California, before ending at Los Angeles, covering a total of 2,448 miles (3,940 km). It was recognized in popular

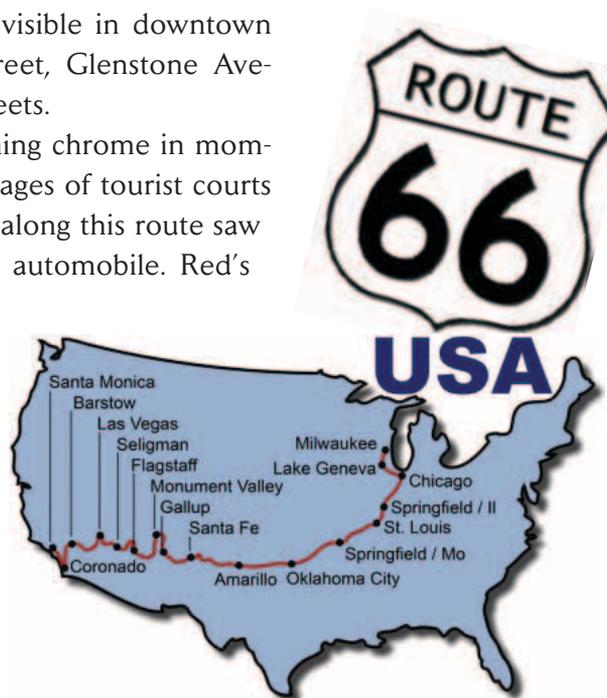


culture by both a hit song and the Route 66 television show in the 1960s.

Route 66 underwent many improvements and realignments over its lifetime, changing its path and overall length. Many of the realignments gave travelers faster or safer routes, or detoured around city congestion.

Route 66 was a major path of the migrants who went west, especially during the Dust Bowl of the 1930s, and supported the economies of the communities through which the road

passed. People doing business along the route became prosperous due to the growing popularity of the highway, and those same people later fought to keep the highway alive but eventually gave way to Interstate Highway System. US 66 was officially designated a National Scenic Byway of the name “Historic Route 66”. It has begun to return to maps in this form.



Trade Show Recap

Legend Smelting and Recycling: A Company Above the Rest

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



In an effort to provide even more value to its customers, Legend Smelting and Recycling has recently implemented an industry unique grading system for its purchases of catalytic converters. This new grading system is based on laboratory breakdowns of the precise contents of each converter. Those results form the basis for the approximately sixty categories that Legend Smelting and Recycling uses to purchase catalytic converters. By creating these additional categories, customers can be assured that they are receiving top dollar for each and every converter. It is their innovation, along with their ever increasing customer satisfaction, that makes Legend Smelting and Recycling a company above the rest. www.legendsmeltingrecycling.com

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Visit LOGAN OIL at CMARC!

Washer Systems of Iowa

Washer Systems of Iowa, Inc., attended the June I.A.R. show in Tama, displaying several pieces of equipment. Washer Systems of Iowa has been in the industrial cleaning equipment and 'used oil' heater sales and service for 22 years. Their booth featured an EnergyLogic 'waste oil' heater. "Recently rulings by the EPA has increased interest in our waste oil heaters" added owner Jeff Egli. "The EPA ruling has supported waste oil generators and end-users, to burn used oil on site". "Burning used oil is not only a huge savings on heating cost for a business, but it also eliminates the risks involved in transporting waste oil down the highway" Waste oil has a 'cradle to grave' liability. "Many used oil generators do not know that they would be responsible for cleanup if a used- oil jobber was in an accident or improperly disposed of 'their' oil" added Egli.

Another area of Washer Systems business is industrial cleaning equipment and water recycling equipment. They feature Mi-T-M Corporation products, built in Peosta, Iowa. "We have always been committed to quality equipment



"Green Is Good"™

The Iowa Automotive Recyclers News

and service" owner Jeff Egli commented. "I hired a service tech before we sold our first power washer back in 1990. Now we have four technicians and travel the entire state with fully equipped cube vans. We actually work on more 'other brands' of equipment that we do our own, but this often leads to a new sale down the road" stated owner Jeff Egli. You can get more information on Washer Systems of Iowa, Inc. at 800-433-8441 or www.washersystems.com.

Devries Equipment

The real value of an overhead hoist inspection is increased safety, reduced liability exposure and an awareness of maintenance issues that could contribute to unnecessary shutdowns and expense. Rod Devries was on-hand at the trade show to help inform and train hoist operators on the safe operation of your hoist. OSHA 29 CFR 1926.550 – (a)(6) requires that "a thorough, annual inspection of the hoisting machinery shall be made by a competent person recognized by the US Dept of Labor. The employer shall maintain a record of the dates and results of inspections for each hoisting machine and piece of equipment."

Al-jon Manufacturing

Scrap metal recycling and land-fill compaction equipment trusted by industry veterans. The best scrap processing and solid waste equipment comes to you factory direct from Al-jon. Al-jon scrap and solid waste equipment stays on the job longer, exceeding 99% up-time and costs less to maintain. Innovation is the key in your business and Al-jon wants to be part of it. Let us know what your equipment necessities are and Al-jon will find the solution. We believe in staying in touch with the needs of your business as well as the scrap processing and solid waste industries. Get to know more about Al-jon and Al-jon's American made products on our website or speak to Tom Jansen! www.aljon.com

Visit Al-jon at CMARC!

Auto Data Direct

Effective March 30, 2009, federal rules require insurance carriers, the salvage industry, towing companies and other businesses who handle total loss, junk and salvage vehicles to report to the National

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The Iowa Automotive Recyclers News

Motor Vehicle Title Information System (NMVTIS) database. Auto Data Direct, Inc. (ADD) contracts with the American Association of Motor Vehicle Administrators (AAMVA) to provide insurance carriers, auto recyclers, salvage yards, junk yards, tow companies and salvage pools with the ability to upload vehicle information to NMVTIS. Jay Svendsen's expertise is always appreciated and relied on for NMVTIS compliance. www.add123.com

Behr Mason City LLC

Kevin Wherry and Jerry Lensing of Behr Mason City are obsessive about finding ways to maximize the value of your scrap. The Behr state-of-the-art facility and commitment to environmental and safety requirements making processing scrap in a compliant manner a breeze. www.jbehr.com

Car-Part.com

Car-Part.com is the fastest way to search thousands of auto recyclers' inventories to find exactly the part you need. There are over 120 million inventoried parts in the Car-Part.com database, and the search is quick and simple. Roger Schroder, Drew Van Devender and the Car-Part crew were all available to answer questions on your Inventory Management System. www.car-part.com

Visit Car-Part.com at CMARC!



H&H Auto Salvage

H&H Auto Parts has been in the automobile parts recycling business since 1974. Over the course of 35 years, H&H has grown to become a premier auto parts recycler, and is a leader in the industry in implementation of technology to make the parts location and delivery process as efficient as possible for both in person and online custom-



ers. www.handhautoparts.com

Hollander, a Solera Company

Hollander solutions for auto recyclers were presented at the trade show booth. For over 70 years recyclers have depended on Hollander to manage their business more efficiently, maximize inventory revenues and expand their salvage networks. www.hollandersystems.com

Visit Hollander at CMARC!

Pal Fleet

PalFleet Truck Equipment Company is a network of full-line truck body and equipment distributors located in major markets throughout North America. Kai Kinning from the Council Bluffs Pal Fleet outlet provides small town service backed by big city selection. Whether you are an individual

truck owner or a mega fleet operator, you can be assured that PalFleet will meet your unique individual needs. www.palfleet.com

Ward Enterprises

John Ward from Ward Enterprises, associate member from St. Anthony, Iowa, showed parts racking options at the trade show. He demonstrated many ways to stop wasting floor space on storage. More racking was available to view at Sandhill Auto Salvage.

Wheeler's Auto Body Supply

Wheeler's motivation is to share in the success of our customers. We will provide the highest quality Service and Materials by utilizing the best people in our industry to ensure our Customers Expectations are Exceeded. We specialize in non-OEM body parts for all makes and models of cars and trucks; we have a complete inventory of automotive paints and products, and run a delivery system covering a major portion of the Midwest. www.wheelers-autobody.com

THANK YOU for Making the TRADE SHOW a Success!

Iowa Auto Recyclers Summer Outing 2011

The Iowa Automotive Recyclers held the annual Summer Outing in Tama, Iowa June 10-11, 2011. The event was a huge success. Sandhill Auto Salvage hosted the BBQ Hoedown dinner and PAC auction at their salvage yard. Mike & Mitzi Water-



bury provided hayrack ride tours of the yard, a garden tour and dinner with all the fixins including steaks grilled by the Cattleman's Association and the local ambulance crew bartended for tips to raise funds for a new lift. About 225 people attended the evening

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and danced the night away.

Saturday began with 100 Recyclers attending a Parts Grading Workshop taught by PRP Midwest General Manager Mel Hunke and other speakers throughout the day. The trade show on Friday night and the Saturday luncheon were well-attended and the Decorate-A-Table-for-Bryce and Auction fundraiser brought in \$3,000 for the cancer fund. The winner was none other than our own Tom Jansen of Al-Jon Manufacturing, associate member from Ottumwa, Iowa. We may have added new meaning to the I-CARE program.



Our new officers were installed as we said good-bye to Mike Waterbury who became our Immediate-Past President by turning over the reins to Brent Nugent of Nugent Auto Sales & Salvage from Maquoketa, Iowa. Tracy Hurst stepped up as Vice President (Hurst Auto Salvage, Spencer, Iowa). We could NOT have asked for better weather or better company and we look forward to next year's Outing hosted by Waterloo Auto Parts in Waterloo, Iowa.



More from Iowa Auto Recyclers Summer Outing



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Sandhill Auto Salvage

**&
Mike & Mitzi Waterbury**

Drive Now TXT LTR

July 1, 2010, marked a significant change to driving laws in Iowa. House File 2456, ***Use of Electronic Communication Devices While Driving***, was signed into law by then Governor Chet Culver. Effective July 1, 2010, Iowa law prohibits all motor vehicle drivers from text-messaging while driving and also prohibits novice drivers holding a restricted driver license from using an electronic communication device or electronic entertainment device while driving.

On July 1st, law enforcement will begin officially issuing citations for violations and not just giving warnings.

Any driver convicted of a violation of the "No Texting While Driving" law is guilty of a simple misdemeanor punishable by a fine of \$30, plus a \$10.50 criminal surcharge and \$60 in court costs, or a total cost of at least \$100.50. A conviction for a violation of the "No Texting While Driving" law is not considered a moving traffic violation and generally will not result in a suspension of a person's driver license. There are however, stipulations to the law when serious injury or death of a person is a result of violating this law.



Your Association Needs Your Help!

2010 session is in full swing;
Legislators have lots of green issues on the table to consider.
IAR needs to have our voices heard regarding our issue -
Unregulated Buyers in the salvage pools

Your Help is Needed!!

The association is 66 members
strong & we need to fight together
on this issue...

Commit today to supporting
the IAR PAC fund. This can
be done via a one time
donation or you can be
billed via e-mail invoice or
pay pal invoice.

Our goal for 2011 is \$20,000.00.
Please commit your donation today!!

I want to support the Iowa Automotive Recyclers Association Pac Fund and the vital issues of the
Iowa Automotive Recyclers. I am committing to a one year support of:

\$200 \$400 \$600 \$800 \$1000 \$1200.00 other \$ _____

Please bill me via e-mail and I will make full payment via mail by check

Please bill me via e-mail and I will make full payment via PayPal

I want to make payments for my donation (please specify amount and when)

Amount: _____ When: _____

Please fill out for your donation to the Iowa Automotive Recyclers PAC fund.

Name: _____

Address: _____

E-Mail: _____ Phone # _____

Please Fax completed commitment form to 563-556-5097.

Donations need to be made via cash, personal check, money order or non-corporate check. If paying via
Paypal the donations will need to be made from a personal or non-corporate business account. Donations
need to be made out to IAR PAC and mailed to 55 West 32nd St • Dubuque, Ia, 52001.
Any questions please call Jodi at 563-556-0044 or e-mail iarpacfund@gmail.com.



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