



Recyclers News Press

Iowa Auto Recyclers

November / December 2014

Inside this issue:

Auto Recyclers Manifesto 12
from front cover

4th Annual Hill Day 11
from front cover

Mike Swift 14
ARA Vice President

Iowa Affiliate Chapter of the Year 2014 16

In The News... 20

Jerry Brock 21
President's Award

ARA Update 22

Auto Recycling Manifesto

Setting the legislative agenda is one of the most difficult but important tasks an association Board of Directors embarks upon. The IAR Board takes their duties serious enough to have been recognized by ARA as the Affiliate Chapter of the Year in Nashville, TN in October 2014.

In the big picture the association goals are driven by idiosyncrasies of the industry and existing laws. In automotive recycling one of the driving forces in setting legislative goals is **consumer safety**. Other concerns are market conditions for vehicles and commodities and consumer fraud protection from illegal activity in the industry. Automobile sales, or the lack there of, often have a immediate effect on pur-

chases consumers make for repairs and a lag affect on parts availability down the road. The great recession initially drove consumers to hold off on new car buying and make repairs to the used car they were driving. After the parts boom the metal markets spiked making those who had the habit of hoarding crusher cars very happy. Unfortunately, the same economic advantages also brought many unlicensed, unregulated and unwanted entities into the market. That upswing of "pirates," as my friend Mike Swift calls the illegal businesses in the industry, brings us back to the legislative priority setting.



Continued on page 12...

Iowa Auto Recyclers Annual Hill Day

Save the dates of February 25-26, 2015 for the 4th annual Iowa Automotive Recyclers HILL DAY event. It will be an exciting event this year with the recent election outcome bringing in new legislators to the dome. The event will kick

off on Wednesday, February 25th with the IAR Board and Member Meeting to discuss the 2015 legislative goals and industry information to be shared with the Senators, Representative and their staff.



Visit our website

www.IowaAutoRecyclers.com

Get it all at **Car-Part.com!**



*Car-Part Industry
Conference
August 7-9, 2014
Open to all auto
recyclers*

Car-Part.com



For more info, call **859-344-1925** or visit <http://products.Car-Part.com>



Recyclers News Press

The RECYCLERS NEWS PRESS is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, its officers, director, staff members or advertisers. Statements of fact and opinion are the responsibility of the author.

IAR Members are encouraged to submit material for publication in the Recyclers News Press. Content may be edited for length with the author's permission.

Deadline for submission is the 20th of the month prior to publication. Send content to Sue Schauls at Schauls3@mchsi.com with a full color graphic when possible.

Executive Director

Sue Schauls
2214 Regal Avenue
Waterloo, Iowa 50702

Phone/Fax: 319-233-7970
Schauls3@mchsi.com
www.Sueschauls.com

Lobbyist

Jim Piazza Jr.
2600 Grand Avenue Suite 230
Des Moines, Iowa 50312

Phone: 515-243-2080
Fax: 515-288-9477
JamesPiazzaJr@hotmail.com

IAR's 2014-2016 Board of Directors

Andy Wilken, President

Wilken Auto Salvage
Phone: 641-435-4077
wilkenauto@yahoo.com

Brad Osborn, Vice President

Waterloo Auto Parts
Phone: 319-234-5207
brad@waterloooparts.com

Joel McCaw, Treasurer

Ace Auto Recyclers
Phone: 319-338-7828
parts@aceautorecyclers.com

Jeff Smid, Secretary

Jeff Smid Auto, Inc.
Phone: 563-386-8290
jeffsmid@yahoo.com

Tracy Hurst Immediate Past President

Hurst Salvage
Phone: 712-262-3011
cyh116@hotmail.com

Jodi Kunde Special Funds Manager

North End Auto Wrecking
Phone: 563-556-0044
NorthEndWrecking@aol.com

Jordan Barkow (2016 1st Term)

Sun Line, Inc.
Phone: 319-364-4000
JRBarkow@gmail.com

Pat Roof (2015 1st Term)

Pat's Auto Salvage
Phone: 319-232-0704
patsmail@patsautosalvage.com

Eric Piper (2015 1st Term)

Piper's Auto Salvage
Phone: 800-247-9135
eric@piperautoparts.com

Tom Quandt (2014 – 2nd Term)

Quandt Auto Salvage, Inc
Phone: 712-792-9204
quandtauto@gmail.com

Eric Piper (2015 – 3rd Term)

Spilman Auto Parts, Inc
Phone: 641-664-2463
eric@spilmanauto.com

Mike Davidson (2015 – 3rd Term)

Don's Auto & Truck Salvage
Phone: 515-262-8283
mike@donsautoandtrucksalvage.com

Past President Participants

Brent Nugent

Nugent Auto Sales & Salvage
Phone: 563-652-2231
Brent@NugentAutos.com

Mike Waterbury,

Sandhill Auto Salvage
Phone: 641-484-2057
Tama, IA 52339-9419
parts@sandhillautosalvage.com

Mike Swift

Trail's End Auto & Truck Salvage
Phone: 515-265-5696
Mike@TrailsEndAuto.com

David Hesmer

Action Auto Parts
Phone: 641-752-3395
david@action-auto-parts.com

Tom Snyder

Snyder's Auto Body
Phone: 712-542-5316
snyder@iowatelecom.net

Clyde Lems

Lems Auto Recyclers, Inc.
Phone: 712-726-320216
clydeplems@yahoo.com

From the Desk of the Executive Director

Sue Speaking

What an honor and surprise it was to experience Iowa Automotive Recyclers being named 2014 Affiliate Chapter of the Year at the recent awards banquet of the ARA annual convention in Nashville, TN this past October. Adding to the honor were the kind words offered on our behalf from my friend, the immediate Past President, Ed MacDonald.

Shortly after returning from the Nashville conference Andy Wilken and I were interviewed by *Autobody News* with some questions regarding how we felt and why we were selected for the award.

Being honored for doing our best for our association in Iowa adds to the satisfaction that not only are our members being served but our peers see that too.

Iowa Auto Recyclers tries to set a good example as well as sharing any information we have with other

state chapters and members at large. We often provide articles for trade publications about our Iowa Certified Auto Recyclers Environmental (I-CARE) program standards such as environmental waste handling or safety practices. We have a nice newsletter with current information published six times per year and we make those articles available for republishing by any other chapter or trade news. We also host a trade show & conference called the Summer Outing that attracts about 250 people each year which is pretty big for a state show especially in a low population states such as ours!

I think this mindset of cooperation and sharing makes us very likeable by our peers! As the Executive Director, I also participate in many ARA committees to give and receive information, work on cutting edge technology projects and define consensus across states for enforcement actions and sustainable practices. That's why it is important to be affiliated with ARA.

ARA advocates at the national level just like IAR does at the states level. I often chuckle when Recyclers call to ask "What does the association do for me?" When that question arises it means the associations are doing our job, otherwise the phone would be ringing off the wall asking "How did you let that unfair law get passed?!"

ENGINE CARTS



Adjustable with Heavy Duty, New 3" Neoprene Swivel Casters
The Casters Make the Difference

\$39.50 Each
\$34.50 100 or More

FOB Spencer, Iowa



Since 1939

Vander Haag's, Inc.

3809 4th Ave W.
Spencer, Iowa 51301-2082

800-831-5164

Write or Call For Our Free Flier
or www.vanderhaags.com



1-800-257-9634

Email: search@lemsauto.com

Website: www.lemsauto.com

Doon, Iowa 51235

Phone: (712) 726-3202

Fax No: (712) 726-3506

From the Desk of the Executive Director

Sue Speaking

Most importantly, being affiliated with ARA gives us the national perspective, a chance to compare notes with other members and other state chapters and to support the work they do at the federal level.

We also get a chance to see what is going on in Canada, England and the world through ARA which is something we would not have access to otherwise.

The resources ARA offers their membership are just fabulous, not just vendors discount programs either, the education through ARA University, Scholarship program, a huge conference each year, publications and of course the government affairs staff keeping an

eye on Washington! That is a good subject for an entire newsletter! There is that much going on at ARA.

The global economy is very instrumental in the used auto parts industry so having ARA there to bring it all together is an insurance program for us.

Another subject worthy of publication is our own proud roots. Founded in 1957 by John Vander Haag, IAR has established itself as "a non-profit organization of persons, firms and corporations involved in the recovery and sale of used parts of motor vehicles, or those who support or are engaged in the selling of parts, equipment, supplies or services to the dismantling industry."

Since IAR's inception, the association has maintained a stable membership, currently boasting 61 members throughout their state. An important function of IAR is to provide an opportunity for members to fellowship and network with their industry peers because they recognize that there is strength in numbers, and collectively, they can do more than any individual can do on their own.

IAR works doggedly to improve both the current state of the automotive recycling industry and the image the industry presents to the public consumers.

I look forward to another great year of IAR accomplishments and a little bit of tooting our own horn too! So watch for announcements about this year's Summer Outing in Des Moines and if you have some time to dig up a few pictures (that will do us proud in the public eye) I would be ever so grateful if you sent them my way. Tom Snyder sparked an idea to capture our history and honor those who have served us so faithfully in these many years of our success.

Thanks for listening,
Sue Schauls

Sue Schauls, Executive Director

LSB FINANCIAL

Save Money, Better Coverage!

Insuring Auto Recyclers for over 6 years.



Kevin Boyle
VP/Commercial Insurance
508 Main Street
Reinbeck, IA 50669
Phone: (319) 788-6471
Toll Free: (800) 552-4572
Fax: (319) 788-6460
Email: KevinB@MyLSB.com

Amee Freidhof
Account Manager
CIC, CISR
219 Main Street
Cedar Falls, IA 50613
Phone: (319)268-4242
Email: Ameef@MyLSB.com



www.MyLSB.com

Iowa Automotive Recyclers Board of Directors Meeting

October 14, 2014 5:15 pm
Teleconference

Members present: Andy Wilken, Sue Schauls, Tracy Hurst, Mike Swift, Brad Osborn, Eric L. Piper, Mike Davidson, Tom Snyder, Eric C. Piper, Brent Nugent, Jordan Barkow, Pat Roof, Joel McCaw, Jodi Kunde, David Hesmer and Jeff Smid.

President Andy Wilken called the meeting to order at 5:22 p.m.

New Business:

Legislative Priorities and Rebuilder Tax Basis – Sue gave an update on the issue of the rebuilder tax basis and said Bill Brauch, Chief to Consumer Protection Division at the Attorney General's office, is a good resource for the problem with the Rebuilder Form and the "fair market value" issue. After a lot of discussion it was decided the sub-committee members (Sue, Mike S. and Clyde) would set up a meeting with Bill for further discussion. He may be the one to take it to the DOT on our behalf. At this point, we haven't made any headway with the DOT on the rebuilder form. Mike S. would contact Bill to see about a meeting on the morning of November 13th.

Howard Nussbaum Report – Sue will have copies of this report for the board members at the face-to-face meeting in November. Before that time, though, she asked the board members to look through the report she has emailed to everyone and come up with our individual Top Three items and be ready to discuss those at the November meeting. We will need to have Jim Piazza take our priority list to the bill-writers for further legislative action.

Member Survey – Sue said she has been asked to consider doing a member-wide survey on the business climate of the auto recycling industry. After some discussion on the best way to conduct this survey, Sue will check first on the cost of using Survey Monkey for a totally anonymous survey and will get back to the board. Another idea was an email in which members could respond directly to Sue.

Promotional Campaign on Green Recycled Parts – Sue asked about putting some funds toward promoting recycled parts by commercials, billboards and internet advertising for using used parts, buying locally and raising our profile. This would be a long-term project.



**Waterloo
Auto Parts**



USED, NEW, REBUILT...WE'LL TRACK IT DOWN

**319-234-5207
800-728-5207**
1501 Grandview Ave
Waterloo, IA 50703

Waterloo Auto Parts has been providing quality used, new and rebuilt parts for our customers since 1980. Our company motto "We'll Track It Down" holds strong in everything we do. We make every effort to find your part, no matter how small. We are able to locate used and new auto and truck parts at a reasonable price. We pride ourselves on quality, on-time delivery and customer service for every customer every time.

WATERLOOautoparts.com



SIoux CITY COMPRESSED STEEL CO
2600 Boulevard of Champions
Sioux City, IA 51111

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

Rolloff and Lugger Service

**712-277-4100
712-277-1210 (fax)
800-889-8848**



ISRI

Iowa Automotive Recyclers Board of Directors Meeting

October 14, 2014 5:15 pm
Teleconference

Gun Raffle – Mike S. asked about the possibility of having a gun raffle fundraiser for next year’s Summer Outing. The board is definitely interested in this. It was suggested we check into the Iowa raffle laws.

Newsletter Theme – Sue asked board members for suggestions for the upcoming newsletter, “Mining More Parts.” Let Sue know if you have any ideas.

Shredder Residue – Sue mentioned having a conference call with a shredder to see what they need from us to reduce hazardous materials in this process.

Storm Water Permits – Sue would like to meet with Joe Griffith, Iowa DNR, about what storm water permits will look like beginning in 2017.

Meeting Schedule

November 13, 2014 – Technology Roundtable – Noon (tentative) 1:30 pm – Des Moines – Face-to-face meeting

December 9, 2014 – 5:15 pm – Conference call

January 13, 2015 – 5:15 pm – Conference call

February 25-26, 2015 – Board Meeting and Hill Day

Jeff made a motion to adjourn with a 2nd from Jodi. The meeting was adjourned at 6:30 p.m.

Respectfully submitted
Jeff Smid
Jeff Smid, Secretary



Iowa Automotive Recyclers
www.IowaAutoRecyclers.com

SAVE the DATE

Summer Outing 2015
Prairie Meadows
Conference & Trade Show 

Des Moines, Iowa
May 29-30, 2015



Auto Wrecking, Inc.
Dubuque, IA • Since 1938

800-545-8885

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



**“All cars
run on used parts!”**

www.northendwrecking.com




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



DAVID HESMER

ACTION AUTO PARTS

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

LET US \$AVE YOU MONEY

100 S. 18th Ave., P.O. Box 264
Marshalltown, Iowa 50158
www.action-auto-parts.com

641-752-3395
1-800-373-3995
david@action-auto-parts.com

Advertise in the Iowa Automotive Recyclers NEWS PRESS Advertising Rates 2015

The Iowa Auto Recyclers NEWSPRESS is sent to 700+ Auto Recyclers in the Midwest & beyond and related businesses throughout the US. All pages of the newsletter are in full color at no additional charge for advertisers. We decreased the "pen to print" turnaround time and enabled the newsletter to provide more timely information, updates and changes with each addition at no charge! Additionally, the association will be rewarded through your advertising fee.

Advertise in the NEWSPRESS now and reach your target audience! See our online edition at <http://www.iowaautorecyclers.com/newsletters.html>

Contact Sue Schauls at Schauls3@mchsi.com or 319-290-7843 for more information on premium advertisement placement opportunities for 2015!

Base ad Rates - **All advertisement can be in full color!**

Ad Size	Dimensions	1x Rate	6x Rate
Business Card	2" x 3.5"	\$75	\$65/issue
¼ Page Ad	3.5" x 4.75"	\$115	\$95/issue
½ Page Ad	7.25" x 4.75"	\$250	\$1500 /year
Full Page Ad	7.25" x 10"	\$300	\$1800/year
Inside Cover	7.25" x 10"	\$425	\$2550/year
Back Cover	7.25" x 7.25"	\$425	\$2550/ year

Associate members are encouraged to submit a profile article once per year to be featured in the newsletter at no cost! Call Sue to plan your feature article. We want to tell auto recyclers all about you!

You pull your own parts and save money!



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

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

**Call us at
515.265-7509**

WWW.WRENCH-N-GO.COM

2233 Maury Street Des Moines, Iowa 50317

Iowa Automotive Recyclers Board of Directors Meeting November 13, 2014 1:00 pm Cindy's Corner Café—Urbandale

The IAR Board of Directors met at Cindy's Corner Café in Urbandale, Iowa on November 13, 2014 at noon for lunch and to view a demonstration by Back Lot Auctions presented by Scott Wolfe.

Attendees: Andy, Brad, Jordan, Pat, Mike D, EricLP, Tom Q, Jodi, Clyde, Mike S, Dave, Brent, Sue.

Meeting was opened with Anti-Trust reminder and call to order at 1:04 pm and roll call by Andy Wilken, President

Recap of the morning meeting at the AG Office:
Clyde, MikeS and Sue had met with Bill Brauch, Director of the Consumer Protection Division of the Attorney General's Office, earlier that day to discuss the Rebuilders Form. The form is requiring a third-party "Fair Market Value" evaluation when non-licensed rebuilders attempt to re-title the vehicle from an Iowa salvage title to a prior salvage title after repairs. The form indicates that the NDA book value should be used as a better tax-basis value than the receipt of purchase. Iowa Auto Recyclers representatives had previously met with the IA DOT and Department of Revenue staff to express our concern that NADA does not have a prior salvage table to reference and that full book value overvalues the vehicle which was unfair to the consumer. Having failed to make a case to rescind the form or at least re-word the form to accept the sales receipt, the delegates sought justice through the Consumer Protection Division on behalf of our customers rebuilding salvage vehicles as a hobby therefore subject to road use tax upon registration unlike a dealer.

Following a discussion on the meeting, the Board agreed that we will wait for some feedback from Bill Brauch's staff member that deals with DOT and Dept of Revenue issues. Hopefully, the matter will be resolved through this common sense approach and will not require clarification through the legislative approach such as running bill.

Legislative Priority Setting:

The recently published BMP Guide for auto salvage legislation at the state level (see page 12) was re-

viewed. The Board worked through the 20 recommendation from a detailed summary of the "Comprehensive Vehicle Branding and total Loss Best Practice Guide" published by the NSVRP on August 24, 2014. The purpose of the exercise was to evaluate the recommendation in light of the existing Iowa code and decide the 2015 legislative priority. Upon review many of the Iowa state laws have accomplished the GUIDE recommendations. Those items are noted in green on pages 12-13 and will be correlated with code citations to Iowa Administrative Code (IAC) at a later date. The detailed information from the GUIDE will also be compared to the existing Iowa code to see if opportunities to enhance the language pop up.

Continued on page 10

DOING BUSINESS WITH INSURANCE ADJUSTERS?

Since 1979 the **Casualty Adjuster's Guide of Iowa/Nebraska** has been and continues to be distributed, FREE of charge, to all identified claims managers, company adjusters and claims handlers in Iowa and Nebraska.

For targeted **ADVERTISING** that works all year

One Ad = PRINT + WEB + SMARTPHONE



Scan for current edition or go to www.tinyurl.com/msbuhze

Contact

**Steven Carpentier
Publisher**

Phone 507.332.7497
stevec@cagworld.com
www.cagworld.com



**CASUALTY
ADJUSTER'S GUIDE®**

Claims • Disaster • Recovery

Iowa Automotive Recyclers Board of Directors Meeting

November 13, 2014 1:00 pm

Cindy's Corner Café—Urbandale

The top three Iowa Auto Recyclers legislative goals were identified as also being documented in the GUIDE being reviewed. The #1 goal is to make National Motor Vehicle Titling Information System (NMVTIS) violation also a violation of state law. Previous discussion with IA DOT have made IAR aware that DOT is also interested in an Iowa NMVTIS reporting system but express the need to develop and test a software program to reach the goal. Previous draft bill language has been prepared by Auto Data Direct (ADD) at the request of IAR so that information will be reviewed. Similar systems are already in place through ADD in other states. The understanding is that a streamlined process at the state level would make reporting easier for Iowans as well as expand enforcement possibilities for the DOT. The electronic lien release system that is prerequisite to IA NMVTIS is already through the testing phase and should become available soon according to Andy Lewis at IA DOT.

The #2 goal is to work with the Iowa Department of Revenue to close the gap on sales tax avoidance by requiring salvage vehicle sales to be resumed as sales at retail, or in Iowa sale of a tangible good, unless the buyer is a sales tax permit holder. Collecting sales tax on these tangible goods would be a substantial revenue source for Iowa as well as aid in fraud protection and enforcement actions.

The #3 goal is to require a physical branding mechanism such as a door jam warning sticker on vehicles at the time of salvage designation. The sticker would not be able to be removed by law. This would serve as a buyer beware warning system.

The review was concluded and the ARA Affiliate Chapter of the Year award was discussed. It was agreed by all that the culture of working together is the strength of the Iowa Automotive Recyclers association.



eLink™

Linking you to more customers

ebay™ MOTORS

Hollander
a Solera company

Contact Hollander Sales: 800-825-0644

Iowa Automotive Recyclers Board of Directors Meeting

November 13, 2014 1:00 pm
Cindy's Corner Café—Urbandale

Hill Day dates and venues have been secured for February 25-26, 2015 for the 4th Annual Hill Day event. New congressional committee assignments and new elected officials will be reviewed. IAR member will be called upon to make personal contact with existing and newly elected officials to make them aware of our upcoming event. An invitation to breakfast should be extended. The Board meeting will be held on February 25, 2015 from 3-5 pm. A discounted room rate of \$164 at the Embassy Suites on Locust Street in Des Moines is available. We will take a break from 5-7 pm to enjoy the hotel's managers reception and then reconvene from 7-11 pm for a PAC reception fundraiser. Sponsorships are available for

the fundraiser. All members are encourage to come out for the reception even not attending the Hill Day event at the capitol.

Meeting Schedule

December 9, 2014 – 5:15 pm – Conference call
January 13, 2015 – 5:15 pm – Conference call
February 25-26, 2015 – Board Meeting and Hill Day
Pat made a motion to adjourn with a 2nd from Dave.
The meeting was adjourned at 3:00 p.m.

Respectfully submitted

Jeff Smid

Jeff Smid, Secretary

Iowa Automotive Recyclers

Hill Day February 26, 2015

The Iowa Automotive Recyclers will host the 4th Annual Hill Day on February 26, 2015 in Des Moines . Breakfast will be held from 7:00 am to 9:00 am in the Legislative Dining Room of the Iowa Capitol Building. Shuttle from the host hotel, the Embassy Suites, or park on the capital campus. A PAC fund-raiser will be held the evening before the event.

Please RSVP to Sue at
Phone: 319.290-7843
E-mail: Schauls3@mchsi.com

February 25, 2015

4:00 - 6:00 pm Annual Strategic
Planning meeting
6:30-11:30 pm PAC Reception

February 26, 2015

7:00-9:00 am Breakfast Legislative
Dining Room at Capitol
8:45 am Guest Speaker
9:00 – 2:00 pm
Members meet Legislators



Auto Recycling Manifesto

Comprehensive Vehicle Branding and Total Loss Best Practices Guide

Consumer safety is most compromised when laws fail to track, limit and control salvage vehicles re-entering the roadways and titles from being closed. This shortfall for consumer safety, state revenue, environmental protection and a level playing field in business is addressed in detail in the newly released COMPREHENSIVE VEHICLE BRANDING AND TOTAL LOSS BEST PRACTICES GUIDE prepared by the National Salvage Vehicle Reporting Program and authored by Howard Nusbaum, an industry expert. The GUIDE was released on August 24, 2014; copies may be obtained by contacting the NSVRP at Administrator@NSVRP.org.

Recently the Iowa Auto Recyclers Board of Directors reviewed and prioritized the recommendations or Best Management Practices (BMPs) in the GUIDE. The GUIDE is a thorough study of the industry regulations pertaining to automotive salvage. It is the "NSVRP standard for states to consider to improve the integrity and standardization of the title branding and to better protect the public, with special emphasis on lessons learned from the Hurricane Sandy, Colorado flooding and other investigations of title fraud, inaccurate title branding and other abuses." ^{GUIDE}

"The following is a summary of NSVRP-recommended best practices guidelines, which are in our opinion fully consistent with the American Association of Motor Vehicle Administrators (AAMVA) best practice standards on salvage, rebuilt and reconstructed vehicles, to help ensure that damaged and total-loss vehicles are properly branded and to help close loopholes that are often used to bypass the initial branding of damaged vehicles and to reduce title washing of vehicles with branded titles." ^{GUIDE}

- 1) All states should recognize at a minimum two classes of salvage titles: one that allows for repair/rebuilding and a second that is non-repairable (also known as junk/parts only/certificate of destruction). A) The triggers for each classification should be reasonable and well-defined, based upon either a cost of repair as percentage of ACV, or a specific level of damage. **Iowa has both a Salvage Title and a Junking Certificate designation.**
- 2) There should be very few (if any) exceptions to when a total-loss vehicle is required to have a salvage brand. Depending upon the level of severity that brand may be either a repairable or non-repairable brand. A total-loss payout occurs because the insurer has determined that it is not economical to repair the car and should be deemed as proof that there was enough damage that a brand is appropriate to alert a future buyer to prior damage. **Iowa restricts Salvage Title Transfers to DOT Licensed Auto Recyclers.**
- 3) States should not have exemptions to branding and unintended loopholes should be tightly policed and eliminated. Common exemptions and loopholes include: A) Cutoff years beyond which vehicles get exemptions from branding; B) Value under which vehicles get exemptions from branding; C) High fixed dollar amount of damage under which vehicles get exemptions from branding; D) Exemption from included classes of parts (such as airbags) or classes of repair work (such as painting) in calculating the costs of repairs; E) Linking the calculation of non-repairable salvage to the economic return from the sale of the salvage vehicle.
- 4) States should ensure that insurers and other owners are not given the latitude to declare unwarranted self-exemptions when making branding determinations. Subjective branding definitions, lack of thresholds, including branding determination language such as, "as determined by the person who owns the vehicle at the time of occurrence or by the insurer or other person acting on behalf of the owner," or allowing damaged vehicles with missing or incomplete estimates to be classified as anything but non-repairable salvage all serve to leave branding determination in the hands of insurers and other owners, who have an economic incentive not to brand, or to under brand, damaged vehicles.
- 5) States should include a flood title brand designation and total-loss flood vehicles should be considered as strong candidates for non-repairable vehicle branding. **Iowa has a flood designation on titles.**
- 6) Bio/chemical-hazard vehicles should be considered non-repairable unless specifically addressed under the state's inspection and re-registration process.

Auto Recycling Manifesto

Comprehensive Vehicle Branding and Total Loss Best Practices Guide

- 7) States should designate clear titling administrative and oversight authority to cover all regulated entities and ensure the relevant agency has the authority to make and implement recommended best practices. [Iowa DOT fills this role.](#)
- 8) To avoid title washing, states should include a brand carry-forward provision in their rules.
- 9) States should require in-state title paperwork before allowing the sale of vehicles by salvage auctions. The resale of clean title cars from other states at salvage auctions has been banned by some states because it enables parties to circumvent mandatory branding under rules in the title states and allows vehicles to be resold under previous clean titles without regulation.
- 10) NMVTIS reporting violations should also be a violation of state law and states should require reporting on an accelerated timeframe. These states should define penalties for violation of non-registration and reporting under state law. A) States should also consider requiring salvage auctions to ensure that all buyers/brokers are registered with NMVTIS before being allowed to purchase at their auctions; B) Towing companies obtaining Certificates of Destruction or junking certificates should be mandated by enforcement authorities to show proof that all such vehicles have been reported into NMVTIS. **#1 Priority for IAR**
- 11) States must clearly define when title transfer occurs and title branding is therefore required. A) Violations of the federal Odometer Act should also be considered violations of state law; B) States should consider requiring that odometer declarations be provided for vehicles older than 10 model years old given that the average age of vehicles on the roads today is over 11 years. [Done in Iowa.](#)
- 12) Multiple title transfers on a single document should be prohibited. The transfer under a clean title of a damaged vehicle is a significant source of title branding avoidance and a great risk to subsequent buyers. A) Any title transfer of a damaged/total-loss vehicle under a clean title should be prohibited in any case where the vehicle would be subject to a change in title branding status if the transfer were being reported. The owner must be required to get the title branded before being allowed to resell or transfer the vehicle either directly or through an agent. [Private sales need this provision in IA.](#)
- 13) States should prohibit the sale of vehicles on bills of sale and require all sales of vehicles to be accompanied by a state-issued document such as a certificate of title, a salvage certificate of title or a certificate of destruction. When sales are conducted in the absence of state-issued documents, unscrupulous buyers can use bills of sale to obtain a duplicate title, which will likely be a clean title from the previous owner because transfer and branding information has not been reported to the state. [Iowa Abandoned Vehicle Inspection](#)
- 14) Salvage title vehicles should require full theft and safety inspections before being eligible for receiving a rebuilt/rebuilt salvage title. [Theft Exam in IA.](#)
- 15) There should be clear definitions of the terms agent/broker/dealer, and should be required to be included in any title chain of history.
- 16) States should close the gap on sales tax avoidance by requiring salvage vehicle sales to be presumed as sales at retail (and not for resale) unless the buyer presents a resale certificate as a licensed automobile dealer, dismantler, automotive repairer or scrap metal processor. **#2 Priority**
- 17) States should require a warning sticker on any vehicle offered for sale that has been reported as a total loss by an insurance company or has been reported as acquired by a NMVTIS junk/salvage/insurance (J/S/I) reporting entity, or if the certificate of title contains a brand. **#3 Priority for IAR**
- 18) States should not allow salvage auctions to sell directly to consumers. A) If a state is contemplating allowing auctions or wholesalers to sell directly to consumers they must institute important consumer protections. **#4 Priority (but complex issue)**
- 19) E-titling will be an effective tool in reducing many types of vehicle fraud commonly committed upon the public, but states must ensure that state laws do not conflict with the reporting requirements of the federal Odometer Act. [Electronic lien release will roll out before e-titling in Iowa.](#)
- 20) States must pair all title reporting with reporting the current title brand when recording that information into NMVTIS.

Mike Swift ARA Vice President Iowan Honored to Step Up

MANASSAS, VA – Professional Automotive Recycler Mike Swift, Swift's Trails End Auto Recycling, Des Moines, Iowa, became the First Vice President of the Automotive Recyclers Association (ARA) at the 71st Annual ARA Convention & Exposition in Nashville, Tennessee, October 22-25, 2014. His tenure on the Executive Committee of the Association continues to help shape and guide the Association's initiatives and directives as determined by the Board of Directors and membership of the ARA. Swift's commitment to the ARA will ultimately lead to his service as President of the Association in 2015-16.

Swift feels that it is important for professional automotive recyclers to get involved in doing their part to help change the tide of issues the industry faces. "The ARA is the voice of our industry," says Mike Swift. "It is important to get involved either by volunteering your time on a committee or financially contributing to support one of ARA's important initiatives, such as to the ARA Political Action Committee which ensures we have a place at the table when important legislative discussions are taking place that effect our industry. Our Association needs the support of all professional auto recyclers to secure our future as the environmental stewards of end-of-life vehicles."

Swift is a Past President of the Iowa Auto Recyclers and has served as a Regional Director for ARA as well as Past Chair of the ARA Regional Directors Committee.

Mike Swift, a third generation professional automotive recycler, inherited a passion for the industry from his grandfather, O.F. Orrie Swift, and his Dad, Dale Swift. His grandfather started Swift Auto in the 1940's, evolving the business from scrap and older cars into an auto salvage business. Swift's father, Dale, took over the business from his Dad in 1975. At the time, it was located on one acre, surrounded by woods and alongside one dirt road. Today, it is in the same location, but has expanded to three acres

and is located two miles from downtown Des Moines at the corner of a very busy Industrial Park. Swift spent 20 years as the Manager of Swift's Auto before he and his brother, Steve, purchased Trails End Auto and Truck Parts, www.trailsendauto.com, in 1999, building the business into a vibrant state of the art professional automotive recycling facility. In 2014 the two businesses were consolidated into one location under the name Swift's Trails End Auto Recycling with a new logo to match the company's new beginning.

The Trails End team takes great pride in the quality parts and service they provide to their customers. Their focus is always on customer satisfaction, safety, and the quality of parts delivered. To learn more about the Association, visit ARA's Home Page at www.a-r-a.org or call (571) 208-0428.



"Fast & Courteous Service"

toll free: **800-627-8788**
800-717-6505

☎ 515-265-5696
☎ 515-262-8860

www.trailsendauto.com
www.swiftautosalvage.com



1600 NE 44th Avenue
Des Moines, IA 50313



SHINE

BROS. CORP.

*Small enough to know you,
Large enough to serve you.*

**Call us for top
scrap prices on:**

- Car Bodies**
- Alum. Auto Wheels**
- Radiators**
- Alternators**
- Starters**
- Harness Wire**
- & all other scrap metal**

800-262-5579

712-262-5579

Mike Mowery Ext. 123

Chris Hart Ext. 158

225 10th Avenue SE

Spencer, IA 51301

www.shinebros.com



Iowa Automotive Recyclers Win ARA Award

Affiliate Chapter of the Year 2014

MANASSAS, VA – Iowa Automotive Recyclers (IAR), headquartered in Waterloo, Iowa, was awarded the prestigious “2014 Affiliate Chapter of the Year” award from the Automotive Recyclers Association (ARA) at the 71st Annual ARA Convention & Exposition in Nashville, Tennessee.

The award honors an affiliated chapter of ARA that has shown exemplary dedication to the professional automotive recycling industry through their service and work on behalf of their members and the Association.

Ed MacDonald, immediate Past President of ARA, said in his remarks, “Led by their President, Andy Wilken of Wilken Auto Salvage and Executive Director Sue Schauls, the Iowa Auto Recyclers are at the forefront of the industry. With their I-CARE Certification Program, the Iowa Auto Recyclers truly set a standard of excellence for automotive recyclers in Iowa and throughout the auto recycling community.”



**Iowa Auto Recyclers Vice President BRAD OSBORN,
Waterloo Auto Parts in Waterloo, Iowa**

“The achievements of IAR have served as a model to others in the automotive recycling community and IAR leaders have been a valuable resource to ARA and other state affiliate chapters as they have been more than

willing to share their experience and help others fighting to promote and protect the professional automotive recycling industry,” MacDonald said.

The Iowa Automotive Recyclers Association was established in 1957 and is known throughout Iowa for its strong representation before government agencies, consumers, and the larger automotive industry on behalf of its membership. IAR values fellowship within the industry, the exchange of ideas and promoting common action.

To learn more about the Iowa Automotive Recyclers Association, please visit: <http://www.iowaautorecyclers.com>.

Think of us for your nationwide marketing and printing needs!

Proud to be a member of IAR!

The Recyclers **POWER SOURCE**

The **HEARTBEAT** of the Auto Recycling Industry ...
Often Imitated, but **NEVER Duplicated!**



D.J. Proudly Supports IAR and the Recyclers **POWER SOURCE!**



Join Us Today!

800-336-5614



julie@rpowersource.com • www.rpowersource.com

Drivetrain EXPERTS!

Serving the auto recycling industry for over 40 years!

New & Remanufactured:

- **Rear Axle Shafts:** Over 200 part numbers — over 14,000 sold in 2014
- **Front and Rear Differential/Axle Assemblies:** Chevy, GMC, Hummer, Dodge, Ford, Jeep
- **Manual Transmissions and Transfer Cases:** Most light and medium duty trucks, clutch and flywheel kits, too!
- **Steering Gears**
- **Front Driveshafts**



Make More Money!

We have all the components available if you want to rebuild your own cores.



KABELE
TRUCK & AUTO PARTS

1-800-225-6908

NATION WIDE 1-507-856-1672 Local
1-507-856-3721 Fax



parts@kabele.com • www.kabele.com

Associate Members Listing 2014

Member	Website	Phone
Al-Jon Manufacturing	www.aljon.com	641-682-4506
Alter Metal Recycling	www.altertrading.com	515-262-0764
Auto Data Direct, Inc.	www.add123.com	850-877-8804
Behr Iron & Metal	www.BehrIM.com	641-424-9521
Car-Part.com	www.car-part.com	859-344-1925
DeVries Equipment		515-964-2299
EZ Crusher	www.EZCrusher.com	320-274-3594
Full-Line		812-447-0746
Gerdau Ameristeel	www.GerdauAmeristeel.com	563-732-4618
Global Parts Solution & Transport, LLC	www.globalpartssolutions.com	414-861-8442
Holiday Wrecker Service, Inc.	www.holidaywreckerandcrane.com	319-351-9091
Hollander	www.HollanderParts.com	763-553-0644
IIADA	www.iowaiada.com	641-755-4177
Integrated Recycling Technologies	www.IRTMN.com	763-295-6992
JP Salvage & Core LLC		515-865-0010
LAMB Fuels	www.LambFuels.com	219-688-3330
Legend Smelting & Recycling	www.LegendSmelting.com	815-744-1850
LKQ Corporation	www.LKQCorp.com	954-492-9092
LSB Financial	www.mylsb.com	319-268-4242
Metro Salvage Pool	www.metro salvagepool.com	515-266-5196
Nordstrom's Automotive, Inc.	www.nordstromsauto.com	605-594-3910
Olston's Auto Recycling	www.Olstons.com	402-467-4541
OverBuilt, Inc.	www.Overbuilt.com	605-352-6469
Pal Fleet Truck Equipment Company	www.PalFleet.com	712-323-7116
PAM's Auto	www.pamsauto.com	320-363-0000
Precision Metal Works (PMW)	www.pmwequipment.com	800-272-5438
QRP Salvage Solutions	www.qrp1source.com	888-241-0294
Quad City Salvage Auction QCSA	www.qcsadirect.com	855-595-5364
Rebuilder Automotive Supply	www.CoreSupply.com	877-829-1553
Recyclers Power Source	www.recyclerspowersource.com	712-336-5614
S & L Auto Parts, Inc.		641-521-0156
Shine Bros. Corp.	www.shinebros.com	712-262-5579
Sioux City Compressed Steel	www.CompressedSteel.com	712-277-4100
Speedometer Repair Guy, LLC		507-429-4489
T&T Iron and Metal	www.tandtironandmetals.com	815-747-2334
The Locator Magazine	www.PartsLocator.com	712-458-2213
United Milwaukee Scrap LLC	www.umswi.com	952-882-0880
Ward Enterprises		641-477-8334
Washer Systems of Iowa		515-289-1844
Wheeler's Auto Body Supply	www.WheelersAutoBody.com	319-234-3414

Support our supporters!

IRT

INTEGRATED
RECYCLING TECHNOLOGIES INC.

Your Reliable Consumer of
Catalytic Converters and High Grade Electronic Scrap

Call Today for Competitive Non-Ferrous Pricing.

877-892-9194

763-295-6992

9696 Fallon Ave. // Monticello, MN

Fax 763-295-6982 // www.irtmn.com



Specializing in Non-OEM Body Parts for all makes and models of Cars & Trucks



EXPRESS PARTS

5 LOCATIONS TO SERVE YOU!

Ottumwa, IA • Lansing, IA
Waterloo, IA • Rochester, MN
Inver Grove Heights, MN

800-258-8885

We Pledge to:

- ◆ Provide the Training and Support you want to keep your staff the best informed.
- ◆ Provide a Quality Delivery System for Used and OE Parts, at competitive prices.
- ◆ Provide a Quality Care and Attention that only a FAMILY OWNED company can give to all our valued customers.

Check out our website at
www.wheelersautobody.com

We deliver to most of Iowa, Minnesota and Western Wisconsin

**Full Line
PBE Supplier**

**Complete Inventory of Automotive Paints & Products
DuPont • Sherwin Williams • Akze Nobel • PPG**

In the News...

Industry News

EPA FINES SHINE BROS \$120,000 FOR STORMWATER VIOLATIONS

(Lenexa, Kan.)—Shine Bros. Corp., a commercial recycling facility in Spencer, will pay \$120,000 in fines as part of administrative settlement with the EPA to resolve industrial stormwater violations under the Clean Water Act. The settlement was announced today by the EPA Region 7 Office in Lenexa, Ks.

Investigations by EPA and the Iowa Department of Natural Resources found that Shine Bros. Corp.'s stormwater structural controls and management practices were ineffective in controlling pollutants. Investigators found that stormwater carried pollutants off the facility's property into Pete's Pond – an adjacent city park – and through the city's storm sewer system to the Little Sioux River. Investigation also found the company failed to properly conduct periodic stormwater inspections or to provide appropriate employee training.

In addition to the fine, Shine Bros. also agreed to update its pollution control plans and remove pollutants from the city park and around the banks of Pete's Pond that were contaminated by the stormwater runoff. In the spring, the company will revisit the park to perform any additional needed cleanup and establish an appropriate groundcover. The settlement agreement is subject to a 40-day public comment period before it becomes final. See more at: [http://kilrradio.com/pages/shine-bros-in-spencer-fined-\\$120-000-by-epa#sthash.q42kOrbb.dpuf](http://kilrradio.com/pages/shine-bros-in-spencer-fined-$120-000-by-epa#sthash.q42kOrbb.dpuf)



CHASE AUTO

Bob Schoof, General Manager

1041 Sheffield Avenue
Waterloo, IA 50702
319-234-2445 • 800-728-2568
Fax: 319-234-1977
Email: chase@qwestoffice.net

2014 Used Car Dealer Classes

Tuesday, December 9, 2014 - SCOTT COMMUNITY COLLEGE – URBAN CENTER, DAVENPORT

Compliance Requirements, Policies and Procedures for Buy Here Pay Here Dealerships
Safety and Environmental Education for Auto Dealers
Dealer 101 – “I’m Glad you Told Me That”

Friday, December 12, 2014 - DES MOINES AREA COMMUNITY COLLEGE – SOUTHRIDGE CENTER, DES MOINES, IOWA

Dealer 101 – “I’m Glad you Told Me That”
Safety and Environmental Education for Auto Dealers
Dealer Guidance for Consumer Financing Compliance



ADD is your source for salvage vehicle reporting and more.

Free and Full Service NMVTIS reporting
Vehicle History Reports with Lien & Theft data
Owner/Lienholder search in 28 states

Enter Promo code **JSI2013**
to receive \$50 off account activation.

For additional information, visit ADD123.com
or contact us at salvage@add123.com



AutoDataDirect, Inc.

ARA Honors Jerry Brock of Brock Supply

2014 President's Award

MANASSAS, VA – Professional Wholesale Automotive Executive and Business Owner Jerry Brock of Brock Supply Co. was awarded the prestigious “2014 President's Award” from the Automotive Recyclers Association (ARA) at the 71st Annual ARA Convention & Exposition in Nashville, Tennessee, October 22-25. The ARA President's Award is an honor bestowed by the Association's President to an individual who has shown exemplary dedication to the industry through their service and work on behalf of the Association.

Brock, who started in the 1950's as an automotive recycler and continued on to become an auto parts and supplies wholesaler, is known throughout the professional automotive recycling industry for his commitment and enthusiasm on behalf of automotive recyclers and ARA.

Ed MacDonald, now the Immediate Past-President of ARA, said in his remarks about his choice for the 2014 President's Award, “Jerry Brock and Brock Supply have exhibited at every ARA Convention since 1967. His history of support to ARA, the culture of giving back that is instilled within his company, and service within his home state of Arizona speak volumes about the kind of man Jerry is. His enthusiasm and passion for the industry is contagious. Jerry is a true asset to the automotive recycling industry and we are lucky to have him.”

“I am very grateful and humbled to receive this

award,” said Jerry Brock. “The association has benefited me as an automotive recycler and an associate member. The support of ARA as well as the many friendships we have made have been priceless. I dedicate this honor to past and present members of the ARA.”

Brock Supply Co. is a leading national auto parts and supplies wholesaler based in Tempe, AZ. Founded in 1960, Brock Supply serves the automotive recycling, repair, service and body shop industries with new aftermarket auto parts and supplies. Brock Supply has a catalog of over 12,000 products

and delivers from three national distribution centers located in Arizona, Texas, and Virginia. More information can be found at www.BrockSupply.com.

Since 1943, the Automotive Recyclers Association (ARA) represents an industry dedicated to the efficient removal and re-use of “green” automotive parts, and the proper recycling of inoperable motor vehicles. ARA represents the interests of over 4,500 auto recycling facilities in the United States and 14 other countries around the world.

With programs such as the Certified Automotive Recycler Program (CAR), Green Recycled Parts, and other partnerships, ARA members continue to provide consumers with quality, low-cost alternatives for vehicle replacement parts, while preserving our environment for a “greener” tomorrow.

Congratulations Jerry!



ARA Updates

Industry news from the national association

New Numbers Released on Automotive Shredder Industry in North America

Recycling Today recently released its biennial report on the number of automotive shredders in North America and found that while roughly 14 percent of shredders in operation in 2012 have since closed, competition within the industry for materials remains fierce and some analysts say the industry is still at overcapacity.



Since 2012, Recycling Today reports that more than 40 auto shredders have shut down and are no longer in operation. Within the United States, 297 automotive shredder operations remain, with

three of those businesses currently idle. According to some within the industry, shredders are being idled as a result of this competitive environment. When combined with shredders located in Canada and Mexico, the shredder count in North America jumps to 325.

The state of Texas has the most shredders, with 26. Ohio and Florida both have 16 shredders, and Pennsylvania has 15. New York had the most automotive shredders no longer in operation and overall, the Northeast saw the most closures with 13 shredders. One factor contributing to the large number of shuttered businesses could be the number new shredders installed in recent years, adding to overcapacity in the industry and making it more difficult for smaller and mid-size shredders to survive.

Consolidation within the industry as more steel operations purchase existing shredding operations, and intense competition for raw materials are also listed in Recycling Today's report as contributing to the state of today's auto shredder industry. To read more about the report, please [click here](#).

Make Sure OSHA Inspects Correct Facilities - Know That Automotive Recycler Facilities are Described By 5015 SIC and 423140 NAICS Codes

If OSHA inspectors come knocking on your door, make sure the inspector understands that your business falls under the

[5015 SIC](#) and [423140 NAICS](#)

code and NOT the 5093 SIC code that describes scrap metal facilities. Knowing your business industry classification codes is critical because many inspections are based on specific SIC

What To Do When OSHA Calls

codes and inspectors often confuse the automotive recycler's code with the code describing scrap metal facilities, an industry which experiences a much higher incidence of OSHA violations than ARA 5015 facilities.

This information was provided through the ARA Safety Supervisor Newsletter. ARA Member make sure your Safety Supervi-

sor is receiving the information. Questions/Comments? Send email to betsy@a-r-a.org.



AUTOMOTIVE RECYCLER TV
Celebrating Its 3rd Year of Being the ARA's Video News Source

Advertising Opportunities Available for New Episodes of Automotive Recycler TV

Contact ARA Staff Member **Jessica Andrews** for more information and rates.
Jessica@a-r-a.org 571-208-0428

LEGEND SMELTING & RECYCLING

World Leader in Recycling!

**Buyers and Processors of
Catalytic Converters
and Dealers/Brokers of Non-ferrous Metals**

- Specializing in Catalytic Converters
- In Business Over 30 Years
- Offices From Coast to Coast
- COD Payments
- Container & Pickup Services Available
- LTL & Intermodal

San Diego Area
2520 Sweetwater Springs Blvd.
Spring Valley, CA

Ohio
923 Buckeye Ave.
Newark, OH

Los Angeles Area
10035 Greenleaf Ave.
Santa Fe Springs, CA

Indiana
1171 S Walnut Street
Edinburgh, IN

Georgia/Alabama
Columbus
GA

California
Lodi
CA

Illinois - IBC
3404 Mound Road
Joliet IL

Contact: Dan Miller - 815-641-7661 or Mark Sasko - 619-247-0326



www.LegendSmeltingRecycling.com

Sue Schauls
Iowa Auto Recyclers
2214 Regal Avenue
Waterloo, Iowa 50702

NOW LIVE



BACKLOT *auctions.com*

THE NEW ERA OF DEALER AUCTIONS

EASY
ECONOMICAL
EFFECTIVE

SIGN UP TODAY

WWW.BACKLOTAUCTIONS.COM

