



Recyclers News Press

Iowa Auto Recyclers

January / February 2016

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Buying a Scrap Vehicle without a Title in Iowa

Advocacy is the means by which a group of like-minded folks go to their legislative body to promote an idea that should better their state pertaining to the subject that unified the folks in the first place. Such is the case when the Iowa Auto Recycler responded to an opportunity to develop a process by which the legal owner of a vehicle could get rid of the car from the "back forty" without a title or the need to embark on a lengthy process with the local police department.

The new law has yet to be written into rule but still became effective on January 1, 2016.

In response, IAR developed a sample form to help recyclers capture the required and recommended data to make the acquisition with maximum protection to the buyer. The form can be downloaded from the Iowa Automotive Recyclers website at

af-fi-da-vit [*afə'dāvit*] *noun*
1. a written statement confirmed by oath or affirmation, for use as evidence in court.

www.iowaautomotiverecyclers.com/Legislative/Affidavit_Form_IOWA_v4.pdf

The Iowa Affidavit Rule is a tool to protect consumers from fraud when dealing with black market scrapper. The new tool is **an affidavit sale of a vehicle in Iowa to a licensed automotive recycler** by the rightful owner of the car or truck without a title. The Iowa Automotive Recyclers worked with Auto Data Direct, an industry expert, the scrap metal recyclers and the Iowa Department of Transportation to craft a bill that the Governor signed in April 2015.

The idea was to create a legal avenue for these vehicle as a means to protect consumers from fraud by the black market operators who may never retire the VIN from the system as is required by the rule. Recyclers that buy a vehicle on an affidavit of ownership must report the vehicle to the National Motor Vehicle Titling Information System or NMVTIS as **CRUSHED** within two business days. The vehicle can never again be rebuilt or sold as road worthy.

Continued on page 16...

Iowa Automotive Recyclers
HILL DAYs March 23-24, 2016
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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.

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clydeplems@yahoo.com

Iowa Automotive Recyclers Board of Directors Meeting

December 9, 2015

Via teleconference

Ace Auto Recyclers
Iowa City, IA
www.AceAutoRecyclers.com

Action Auto Parts
Marshalltown, IA
www.action-auto-parts.com

Aikey Auto Salvage
Cedar Falls, IA
www.AikeyAutoSalvage.com

Airline Auto Parts
Waterloo, IA
www.airlineautopartsinc.com

AWE Auto Service
Traer, IA
www.awesalvage.com

B & B Salvage
Sioux Center, IA
www.BandBSalvage.net

Burlington Recycling & Auto Parts
Burlington, IA
burlingtonrecyclingandautoparts.com

Charlie Brown Auto, Ltd.
Creston, IA
www.CBAutoLtd.com

Chase Auto Parts Company, Inc
Waterloo, IA
www.sunline-chase.com

Don's Auto & Truck Salvage
Des Moines, IA
www.DonsAutoTruck.com

Dumont Auto Parts
Dumont, IA

Members present: Andy Wilken, Sue Schauls, Mike Swift, Brad Osborn, Tom Quandt, David Hesmer, Pat Roof, Eric L. Piper, Eric C. Piper, Mike Garvin, Mike Davidson, Mike Waterbury, Tom Snyder and Jim Piazza, Jr.

President Andy Wilken called the meeting to order at 9:05 a.m.

NMVTIS/Affidavit Rule Writing – Sue said we have not received the rule draft yet. Sue does not think the written rules will be available until after the law goes into effect on January 1, 2016, Jim P., IAR Lobbyist, agreed. Sue/Jim said we can take cars without title per the new law even without the rules being written. Jim said that any necessary rule changes will probably have to be done by lobbying the House and Senate. One such change would be making lien check mandatory and requiring the affidavit of ownership in writing. Once the written rule is filed then the public will have 20 days +/- to comment. We may be able to view the draft prior to publication but the time is getting very short so that seem unlikely now. Jim suggested making a subcommittee of the legislative committee to work on our response with a quick turnaround.

Sue has been working on an affidavit form in anticipation of the DOT not developing one. Sue went through information to be included on the form and Jim added his suggestions. It was decided that the form will be refined then Jim will do a final review. That final standardized form will be offered to the IAR members and scrap metal facilities and also to the DOT to adopt.

OEM Data Bill/Amendment - Mike Swift (ARA President) recapped the news about the amendment on the transportation bill that just passed which was put forth by the ARA. The bill will compel automakers to provide VIN data on parts, specifically recalled parts, in batch form that will be able to be integrated into inventory management systems so that recalled parts will be flagged at point-of-sale. This amendment will also provide more detailed info on all parts, not just recalled ones. The access to this data will make parts matching to customer's needs much better and safer.

DAVID HESMER



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Iowa Automotive Recyclers Board of Directors Meeting

December 9, 2015
Via teleconference

Mike S. also gave an update on the airbag litigation/TAKATA. Mike's point is that our inventories have all been compromised and the cost to fix this is too high. There has also been some tire legislation by rubber manufacturers according to Mike but this has been opposed by tire dealers.

2016 Events to Note

Hill Day – March 23-24, 2016 – Stoney Creek Inn & Capitol – Des Moines,

Summer Outing – June 3-4, 2016 – Mason City/Kensett, IA

David made a motion to adjourn with a 2nd from Brad. The meeting was adjourned at 9:51 a.m.

Respectfully submitted

Jeff Smid

Jeff Smid,
Secretary

Grab & Go Auto Salvage, LLC
Spencer, IA
www.grabandgosalvage.com

Hawkeye Auto Salvage, Inc.
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Jeff Smid Auto, Inc.
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Iowa Automotive Recyclers Day on the Hill Events

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Midwest Auto Parts, Inc.
Waterloo, IA
www.mw-autoparts.com

Monson Salvage, Inc.
Lone Rock, IA

North End Auto Wrecking
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www.NorthendWrecking.com

Nugent Auto Sales & Salvage, Inc.
Maquoketa, IA
www.NugentAutos.com

Osage Auto Salvage
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<http://osageautosalvage.com>

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Pat's Auto Salvage, LLC
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Piper's Auto Salvage
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www.PiperAutoParts.com

Poell's Enterprises, Inc.
DeWitt, IA
www.PoellsEnt.com

Hill Days Events

The annual Hill Day will be held on Thursday, March 24, 2016.

Starting at 7 am in the Legislative Dining room of the State Capitol.

Following our traditional format, Iowa Auto Recyclers will host a breakfast from 7 to 9 am. During that time Legislators will be welcomed to come and discuss our issues and answer questions. Following the breakfast we will head upstairs to meet personally with your local Representative and Senator. *You can let your legislator know that you will be in town on March 24th, ask for an appointment to visit your local legislator at the Capitol.*

New this year will be a FUNdraiser event **INDOOR KART RACING and dinner** at MB2 RACEWAY for the GRAND PRIX CHALLENGE including practice lap, qualifier heat races and championship feature race.

Winner will take home the trophy with medals awarded for 2nd and 3rd place. All racers will be champions of auto recycling at this pre-Hill Day event! Dinner will be served. *Please register to attend the events at www.iowaautomotiverecyclers.com. If you have any questions regarding this event, contact us at Sue.Schauls@gmail.com or 319-290-7843.*

Iowa Automotive Recyclers Hill Day Agenda - March 23-24, 2016

March 23, 2016

2:00 - 4:30 pm

Board of Directors & Member Strategic Planning Meeting
STONEY CREEK INN (5291 Stoney Creek Court) **JOHNSTON, IOWA**

5:00-9:00 pm

MB2 RACEWAY Des Moines Location
1350 SE Gateway Dr. Suite 108 - **GRIMES, IOWA** (near hotel)

March 24, 2016

7:00-9:00 am

Legislative Breakfast
Legislative Dining Room at Capitol

9:00 – 1:00 pm

Members meet with Legislators from their
home districts & Jim Piazza, Jr.

Be a Champion For Change

Iowa Automotive Recyclers Day on the Hill Events

Hill Days Events

The Iowa Automotive Recyclers will host the 5th Annual Hill Day on March 24, 2016 in Des Moines. Like in previous years, the Legislative Breakfast will be held from 7:00 am to 9:00 am in the Legislative Dining Room of the Iowa Capitol Building. At the event IAR Members will meet and greet Legislators with coffee, donuts and breakfast sandwiches to share information about our industry's positive impact on the economy, local jobs and the environment and discuss leveling the playing field for parties active in the business of recycling automobiles in Iowa. No one will champion our needs but us. Come be a champion. Join us in Des Moines.

Members should invite their elected representatives to attend the 7-9 am breakfast in the Legislative Dining Room.

The event will be held in conjunction with a Board of Directors & Membership Meeting on March 23, 2015 at 2 pm at the **Stoney Creek Inn in Johnston, Iowa** followed by a dinner and fun-filled night of indoor kart racing at MB2 Raceway in Grimes, Iowa 5-9 pm. Sponsorships are available for the racing and breakfast events. *If you have any questions regarding this event, please contact me at 319-290-7843 or Sue.Schauls@gmail.com.*

Thanks,
Andy Wilken
Andy Wilken, President

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Lockridge, IA
www.preferredautosales.net

Quandt Auto Salvage, Inc
Carroll, IA
www.QuandtAutoSalvage.com

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www.SamsRiverSide.com

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Sandhill Auto Salvage
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www.sandhillautosalvage.com

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Fairfield, IA
www.SmithAutoParts.com

Snyder's Auto Body
Clarinda, IA
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Spilman Auto Parts, Inc
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Sun Line Inc.
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www.sunline-chase.com

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SUE SPEAKING

From desk of the Executive Director

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www.VanGorplA.com

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Vander Haag's, Inc.
Winamac, In
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Walker Auto Salvage
Waverly, IA
www.WalkersAuto.com

Waterloo Auto Parts
Waterloo, IA
www.WaterlooAutoParts.com

I LOVE the new website! www.IowaAutomotiveRecyclers.com

You may recall Secretary, Jeff Smid announcing at the last Summer Outing event that a new website was in the works. Well it is up and running just fine. The exciting part of self-managing the website is that I can so easily add information for IAR Members to access.

Such is the case with the new Affidavit and Iowa NMVTIS Law that is the cover story in this edition. Unfortunately, the Iowa DOT has yet to write rules for the law signed in April 2015 and effective January 1, 2016. So in reaction to the need for an affidavit form, Iowa Automotive Recyclers' website was immediately updated and the form was posted at http://www.iowaautomotiverecyclers.com/Legislative/Affidavit_Form_IOWA_v4.pdf. This fillable pdf can be shared with non-members, county clerks and metal recyclers, just remind the user that one must be a LICENSED auto recycling in Iowa to buy a vehicle using an affidavit and without title.

The other aspects of the website is an ongoing benefit for members, both associate and direct, listing. The new website can be updated easily with changes as well as the added space for more personal and promotional information. I've already started to add any media coverage in the trade publications that feature our members. **Be sure to keep me posted if you get any local press!** I can add links to newspaper articles or news videos. These "story-selling" bits of information are becoming very important in the social media world. Potential customers are looking at company websites, Facebook pages and trade associations to make a judgement call on the integrity of the business. So promoting your work with the local fire departments, police force and charities like the prom car rebuilder that Sandhill Auto Salvage sponsor each year could be the competitive edge your company gets! There is also room for fun stuff, like the Youtube video link to Toby Shine's (Shine Bros. and Grab and Go) "man cave". Nothing capture our hearts more than a man and his cars! Especially if a lot of those cars are muscles cars.

Check out the ember page at <http://www.iowaautomotiverecyclers.com/Members.html> on either the Associate or Direct Members pages. I hope we will be able to take a peek at the facility in the future like when we return to the Okoboji area for the Iowa Auto Recyclers 60th Anniversary in 2018!

Speaking of charities, I am so happy to announce that our favorite rebuilder program, Charitable Chariots, is back in action out of Northwest Community College. So watch for parts lists and fun events to raise money for the program in the near future. Maybe we can work something in to the indoor GO KART RACING event coming up in March in conjunction with our 5th Annual Hill Days.

SUE SPEAKING

From desk of the Executive Director

The details for HILL DAYs are available on page 6-7 of this newsletter as well as on the IAR website at <http://www.iowaautomotiverecyclers.com/Events.html>. Another benefit of the new website!

Be a champion of change and join us in Des Moines, March 23-24, 2016. we've reserved a block of room at Stoney Creek Inn for \$94 that is conveniently located near MB2 RACEWAY and a short drive to the capitol.

Coming up after that of course, is our SUMMER OUTING 2016! It will be a great event this year. We will return to the evening yard tour, BBQ, Auction and dance format but punch up the training agenda with a laser focus on MAKING MORE MONEY in this historical difficult time for auto recyclers by bringing in some world class speakers on maximizing the tools of the trade to sell more parts, sell parts in different ways and to make more money doing it! Hope to see a record turnout. I don't think you can afford to miss the events in Mason City and Kensett, Iowa this year, June 3-4, 2016.

West Edge Auto Salvage
Independence, IA
www.westedgeautosalvage.com

Wilken Auto Salvage Britt
Britt, IA
www.wilkenandsons.com

Wilken Auto Salvage Iowa Falls
Iowa Falls, IA
www.wilkenandsons.com

Wilken Auto Salvage Kensett
Kensett, IA
www.wilkenandsons.com

Wilken Auto Salvage Nashua
Nashua, IA
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Wilken Auto Salvage Waukon
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Iowa Auto Recyclers

**2016
Summer Outing**

June 3-4, 2016
Mason City - Kensett

OSHA's Reporting and Recordkeeping Rule Posting Reminder

The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) updated the recordkeeping rules for injury and illness data recorded by employers effective January 2015. **Information previously recorded and kept on-site in case of inspection now must be reported to OSHA directly or via your state agency.**

Since that update the agency has now made the online form available.

The final rule will allow OSHA to focus its efforts more effectively to prevent fatalities and serious work-related injuries and illnesses. The final rule will also improve access by employers, employees, researchers and the public to information about workplace safety and health and increase their ability to identify and abate serious hazards.

As of January 1, 2015, all employers must report the following events to OSHA:

All work-related fatalities within 8 hours.

All work-related inpatient hospitalizations, all amputations and all losses of an eye within 24 hours.

Employers must report work-related fatalities within **8 hours of finding out about it**. Only fatalities occurring within 30 days of the work-related incident must be reported to OSHA. For any in-patient hospitalization, amputation, or eye loss **employers must report the incident within 24 hours of learning about it.**

Recording requirements:

The new rule retains the **exemption for any employer with ten or fewer employees from the requirement to routinely keep records**. Employers with ten or more employees had generally been using the OSHA Form 300 to record individual injuries or illnesses occurring in the workplace. These incidents were then summarized on the annual OSHA 300A Log for posting in an employee accessible area.

Reminder:

Post the OSHA 300 A Log (summary) February 1 until April 30th each year.

Those processes will remain the same with the addition of reporting an individual incident to OSHA directly or through the state agency such as IOSH in Iowa.

In **IOWA** employers may make reports required by using at least one of the following methods:

Completing the incident report form available at <http://www.iowaosha.gov/iowa-osha-enforcement> and fax-

ing the completed form to (515) 242-5076 or sending the completed form to osha@iwd.iowa.gov;

Calling (877)242-6742; or

Visiting 1000 E. Grand Avenue, Des Moines, Iowa.

The Iowa compliance date for reporting under the new rule was January 14, 2015.

*** The FORM IS NEW ***

In **TEXAS** and other states without state programs, employers reporting directly to OSHA can use the new online reporting feature:

Serious Event Reporting Online Form

<https://www.osha.gov/pls/ser/serform.html>

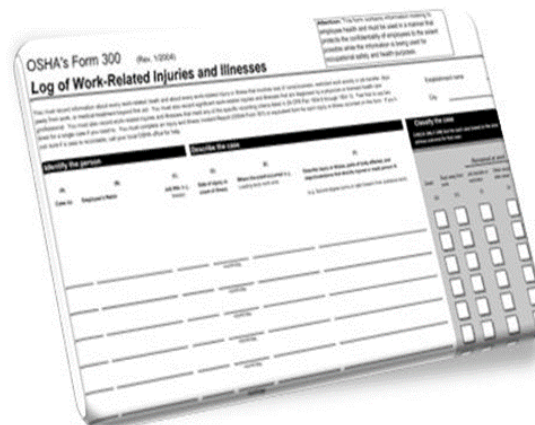
Or any of the previously acceptable options:

By telephone to the nearest OSHA Area Office during normal business hours.

By telephone to the 24-hour OSHA hotline (1-800-321-OSHA or 1-800-321-6742).

The Federal compliance date for reporting is January 1, 2015.

Contact information for state agencies can be found at: <https://www.osha.gov/dcsp/osp/>



OSHA's Reporting and Recordkeeping Rule Posting Reminder

OSHA 300 Form

OSHA Form 300 is used to log work-related injuries and illnesses and to note the extent and severity of each case. When an incident occurs, use the OSHA 300 Form or Log of Work-Related Injuries and Illnesses to record specific details about what happened and how it happened. By using the OSHA produced Excel format the incidents reported on the Form 300 will automatically be tallied in the Form 300A for the annual summary.

OSHA 301 Form

OSHA Form 301 is also used to record work-related injuries and illnesses but is an incident specific form. A new Form 301 would be completed for each injury or illness incident. The information on Form 301 is what is required to be reported to OSHA or the state program under the updated regulation effective January 2015.

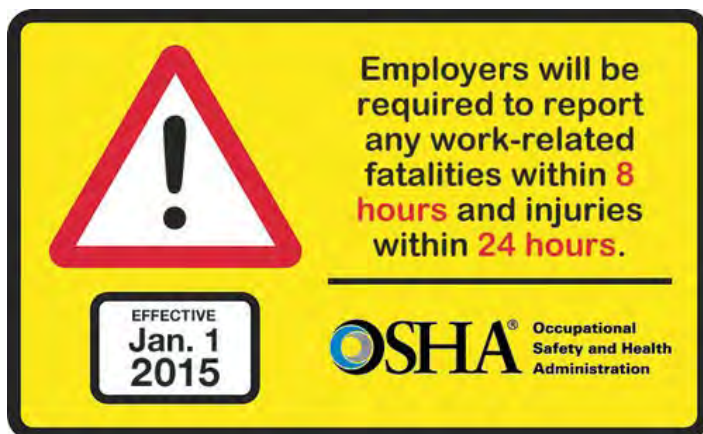
Post OSHA 300A Log

The Summary Form 300A shows the totals of recorded events for the year in each category. At year-end, post the 300A Log in a visible location so that employees are aware of the injuries and illnesses occurring in their workplace. Post the OSHA 300A log in an employee accessible area such as near the Department of Labor required postings.

Keep a separate log and summary for each physical location that is expected to be in operation for one year or longer.

Listing a case on the log does not mean that the employer or worker was at fault or that an OSHA standard was violated.

Work-related injuries or illnesses occur in the workplace due to an event or exposure in the work environment. Record injuries or illnesses that result in death, loss of consciousness, days away from work, restricted work activity or medical treatment beyond first aid as well as those that meet the additional criteria (as detailed in OSHA guidance documents) such as needle stick injuries, TB infection, medically removed employees or criteria hearing losses.



Employers will be required to report any work-related fatalities within 8 hours and injuries within 24 hours.

EFFECTIVE
**Jan. 1
2015**

OSHA Occupational Safety and Health Administration

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A Hazardous Material (HazMat) means a material, determined by the Department of Transportation, capable of posing a risk to health, safety and property when transported. HazMat includes hazardous substances, dangerous goods, hazardous waste, and elevated temperature materials.

Of all the shippers' responsibilities, the requirement to properly classify a hazardous material is very important. It is from the proper identification of the hazardous materials that the other requirements are based. For automotive recyclers training and certification, the hazardous materials are:

Airbag Inflators: Consisting of a casting containing an igniter, a booster material and a gas generate. **Airbag Module:**

Consisting of the airbag inflator plus airbag assembly. **Seat belt pre-tensioner:** Contains similar hazardous materials and is used in the operation of a seat belt restraining system in a motor vehicle.

Lithium-ion Batteries: All types of lithium batteries were recently designated as “Dangerous Goods” with shipping restrictions. Automotive large format batteries for electric and hybrid vehicles will be either Nickel Metal Hydride or Lithium-ion batteries.

Lithium-ion batteries have higher energy densities than lead-acid batteries or nickel-metal hydride batteries. Having a high energy density means that the battery can store more electricity in the same size cell. It follows, then, that with the same amount of electricity it is possible to make the battery smaller. This is why the lithium-ion battery is ideal for being a

battery on an electric vehicle, since it is compact and lightweight. A battery with high capacity is indispensable for improving acceleration and fuel efficiency for hybrid vehicles.

The hybrid Li-ion battery delivers twice the power compared to similarly sized conventional cells. As the output of the battery increases, so too does the acceleration. It also more efficiently stores energy during deceleration, further improving fuel efficiency.

Most Lithium batteries are considered hazardous materials (also called dangerous goods,) and are subject to regulations issued by the DOT and International Civil Aviation Organization (ICAO). The DOT’s Pipeline and Hazardous Materials Safety Administration (PHMSA) works to ensure the safe transportation of hazardous materials – including batteries – shipped by highway, rail, water, or air.



The regulations pertaining to the transportation of lithium batteries have changed recently. The new regulations also apply to cells and batteries that are packed with or contained in equipment.

Shippers of larger cells and batteries must comply with specific labeling, marking, packaging, shipping paper, and employee training requirements as is the case in HazMat shipping of airbag for recyclers.

The DOT HazMat regulations prohibit the transport of lithium metal batteries on passenger-carrying aircraft and requires specific markings on packaging that contain small, consumer-type lithium metal batteries thus the reason why you cannot put lithium batteries in checked luggage. A “cargo aircraft only” label must be placed on packaging containing larger cells and batteries that are shipped as hazardous materials. For more information visit the web site at <http://hazmat.dot.gov>.

HazMat must be prepared for shipment in a very specific manner. HazMat shipping papers provide information on shipper/receiver name and address, HazMat description, DOT proper shipping name, quantity, emergency response information and certification and signature. If you ship or deliver HazMat in your own vehicle, such your own pick-up truck or delivery van, then you must comply 100% with these regulations. Under this scenario no placards are required on the vehicle. *Continued on page 15...*



IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP

APPLICANT CRITERIA:

- Be a graduating high school senior or equivalent, or a college student who has been accepted to an accredited university, state college, community college, business or liberal arts school
- A minimum 3.0 GPA during high school or first year college.
- Applicants (or their eligible dependent/relative) must be affiliated with the Iowa Auto Recyclers Association to participate. EITHER:
 - Be a recycling yard owner or relative of the recycling yard owner who is a direct member of the Iowa Auto Recyclers. The owner of the recycling yard must be employed at the recycling yard, and not at other enterprises owned by the recycling yard.
 - "Relatives" may include a son, daughter, grandchild, son-in-law, daughter-in-law, or spouse of the owner.
 - Brothers, sisters, uncles, aunts, nieces, or nephews of the owner will not be eligible to participate unless employed in the business.

OR

- Be an employee or dependent of an employee of the member yard who has been employed for one year or more.
- Applicant must remain a degree-seeking student, enrolled at least full-time (a minimum of 12 credit hours per term).

APPLICANT GUIDELINES:

- Complete attached application, download at www.IowaAutoRecyclers.com under SCHOLARSHIP
- Enclose an official copy of the applicants' high school transcripts (in separate sealed envelope) with application.
- Include a one to two page essay on one of the following topic:

Do you think the future technology of vehicle to vehicle communications (V2V) will affect today and future drivers for the better or worse?

- Two recommendation forms filled out from a school counselor, school official, employer or high school teacher who is familiar with the applicant.
- Applicants must remain enrolled in the same accredited four-year college, accredited university, state college, community college or business or liberal arts school for at least one year after accepting scholarship funds to be eligible for the full award.
- Obtain a letter from your parents' employer confirming date of hire with the firm. Your parent must have been or will be employed with a full member of the Iowa Automotive Recyclers for at least one year prior to application.

IOWA AUTO RECYCLERS SCHOLARSHIP APPLICATION

NAME:

(First)

(Middle)

(Last)

MAILING ADDRESS: _____

HOME PHONE: _____ E-MAIL ADDRESS: _____

DATE OF BIRTH: _____ GENDER: MALE / FEMALE

CURRENTLY ATTENDING: _____

(INDICATE HIGH SCHOOL OR OTHER SCHOOL)

HIGH SCHOOL HONORS, AWARDS, AND ACTIVITIES: _____

COMMUNITY SERVICE AWARDS AND ACTIVITIES: _____

STATE YOUR FINANCIAL NEED, WHAT PORTION OF EDUCATION FUNDED BY YOURSELF:

SCHOLASTIC INFORMATION:

ACT TEST SCORE _____ SAT TEST SCORE _____

RANK IN CLASS _____ OF _____ CURRENT GPA: _____

HONORS AND AWARDS (STATE NATURE AND YEAR OF AWARD OR HONOR): _____

OFFICES AND POSITIONS OF LEADERSHIP (STATE NAME OF ORGANIZATION AND YEAR, EX:
BAND 9, 10) _____

IOWA AUTO RECYCLERS SCHOLARSHIP APPLICATION

WHAT DO YOU SEE YOURSELF DOING FIVE YEARS FROM NOW? _____

ANY ADDITIONAL INFORMATION WHICH MAY BE USEFUL TO SCHOLARSHIP COMMITTEE:

SCHOOL YOU WILL BE ATTENDING: _____

ANTICIPATED MAJOR: _____ EXPECTED GRADUATION DATE: _____

WHICH DIRECT MEMBER/YARD ARE YOU AFFILIATED? _____

NAME OF PARENT WHO HAS BEEN EMPLOYED BY A DIRECT MEMBER OF IAR FOR AT LEAST ONE
YEAR? _____ START DATE? _____

NOTE: transcripts, essay, and recommendation forms should accompany scholarship application.

APPLICANT SIGNATURE: _____ DATE: _____

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RECOMMENDATION FORM

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Name of Applicant: _____

School: _____

How long and in what capacity have you known applicant: _____

Please state why you feel this applicant would be a good choice as a recipient of this scholarship?

How firm is the applicant's commitment to his or her career? _____

Signed: _____ Date: _____

Title or Position: _____

#####

SCHOOL VERIFICATION

As of _____ the student listed above had a grade point average of _____

ACT Test Score: _____ ACT Test Score: _____ Rank in Class: _____

OF STUDENTS IN APPLICANTS CLASS: _____

Signed: _____ Position: _____

Battery "Dangerous Goods" Regulation

Update HazMat Training to Ship Li Ion Hybrid Batteries

HAZMAT DESCRIPTION

Hazardous Class or Division: Refers to the category of hazard assigned to a hazardous material. Air bag modules, air bag inflators and seatbelt pre-tensioners can be classified as Class 9 or 2.2 Hazardous Materials depending on the ignitor material.

Lithium-ion batteries can be classified as Class 9.

UN Number: UN stands for United Nations. The UN number contains 4 digits and refers to packaging conforming to UN standards. For Class 9 airbag modules and seat-belt pre-tensioners the UN Number is UN3268. For 2.2 Hazardous materials the UN Number is UN3353.

Li Battery the UN NUMBER is UN3090 or UN3091 if packed with or contained in equipment.

Packaging Groups: A grouping according to the degree of danger presented by hazardous materials. Packaging Group I indicates great danger, while Packaging Group II indicates medium danger. Packaging Group III indicates minor danger. For air bag modules and seat-belt pre-tensioners are PACKAGING GROUP III.

Lithium batteries are PACKING GROUP II.

EX Number or Product Code: The word "Recycled" must be entered on the shipping paper.

Li-ion Battery, 9, UN3090, II, Recycled, ? lbs

24-Hour Response Telephone Number: HazMat shipper must provide a 24-hour emergency response telephone number such as INFOTRAC I -800-535-5053.

Retention of Shipping Papers: Shippers and carriers are required to retain shipping papers or electronic images thereof for a period of one (1) year to be accessible through their respective principal places of business.

Safe Packaging Practices for Lithium Batteries:

The lithium battery or cell must be packed in "inner packaging" in a manner to prevent short circuits, including movement which could lead to short circuits. The inner packaging must be packed within outer packaging AND be equipped with an effective means of preventing external short circuits.



A lithium battery for transportation by motor vehicle to a permitted storage facility, disposal site or for purposes of recycling is an exception from the specification packaging requirements when protected against short circuits and packed in outer packaging conforming to general standards

Batteries employing a strong, impact-resistant outer casing and exceeding a gross weight of 12 kg (26.5 lbs.), and assemblies of such batteries, may be packed in strong outer packaging, in protective enclosures (for example, in fully enclosed wooden slatted crates) or on pallets. Batteries must be secured to prevent inadvertent movement, and the terminals may not support the weight of other superimposed elements. Batteries packaged in this manner are not permitted for transportation by passenger aircraft, and may be transported by cargo aircraft only if approved by the Associate Administrator prior to transportation.

Contact the hazardous materials or dangerous goods office of the carrier you plan to use, such as UPS, FedEx, or DHL. Certain carriers will require you to certify that you have complied with the U.S. or international hazardous materials regulations.

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Buying a Scrap Vehicle without a Title in Iowa Iowa NMVTIS Law

Consumers and community cleanup projects should benefit from the tool through legal and final means of retiring nuisance and abandoned vehicles without fear of identity or title fraud from legal loose ends.

The new rule also included codifying NMVTIS into Iowa law to make it an Iowa violation for entities that are not reporting salvage vehicles once they have reached the five vehicle threshold for reporting requirements.

Although under-utilized, the National Motor Vehicle Titling Information System or NMVTIS has the ability to hinder title cloning and auto theft by making data from recyclers available to law enforcement officers. Unlicensed buyers of vehicles may be selling titles or Vehicle Identification Numbers from the salvage they acquire while leaving titles open by not reporting to NMVTIS nor the state DOT that the vehicle has reached the end-of-life status.

af-fi-da-vit [afə'dāvit] *noun*
1. a written statement confirmed by oath or affirmation, for use as evidence in court.

Iowa Automotive Recyclers along with Automotive Recyclers Association (ARA) advocates for the responsible and accountable disposition of all total loss vehicles for either repair or end of life processing.

Further, ARA recommends that all efforts be taken to support the reporting of total loss vehicles to NMVTIS and the full compliance with NMVTIS requirements by all participants engaged in the sale and processing of salvage vehicles.

ARA believes that all entities involved in the automobile dismantling supply chain should be required to report to NMVTIS, including: state motor vehicle titling agencies, tow operators, towing companies, auto recyclers, salvage yards, insurance carriers, scrap vehicle shredders and scrap metal processors, "pull- or pick-apart yards," salvage pools, salvage auctions and other types of auctions, and businesses and individuals that handle salvage vehicles, including vehicles declared a "total loss".

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Buying a Scrap Vehicle without a Title in Iowa Iowa NMVTIS Law

ARA supports state enforceability of NMVTIS and efforts to amend state laws that make participation in NMVTIS and an NMVTIS number conditions of licensure for all businesses *and individuals* who handle and process salvage and end of life vehicles.

NMVTIS and now the state of Iowa rule that requires entities to report to NMVTIS the status of salvage vehicles is one small but useful piece of information that law enforcement can easily compile to begin tracking sales to unlicensed salvage buyers. **These buyers are subject to the provision of reporting to NMVTIS once they surpass the five vehicle threshold.**

Total loss vehicles are assigned salvage titles once determined to be end-of-life per state definitions. These vehicles enter the NMVTIS system and the buyer is identified in the system when the sale takes place. Rebuilder vehicles are handled the same as in the past using the salvage theft inspection process to clear the hurdles to become roadworthy once again.

The vehicles destined to become parts cars and ultimately crushed for scrap metal can and should be designated at the time of acquisition as CRUSHED in the NMVTIS system. That eliminates having to report a vehicle as a PARTS car and then later as CRUSHED. It also kills the VIN in the system and thus stops the potential for illegal activity using the VIN of a salvage vehicle processed by a compliant business. Vehicles in the NMVTIS system that are left open ended can be scrutinized by enforcement to determine if they have been purchased by buyers that have exceeded the hobbyist threshold or become involved in other illegal activity. **For these reasons, it is important for licensed automotive recyclers to stay current on the NMVTIS reporting time frame.**

The best way to report is to use a batch upload process through a service provider using the salvage yard's inventory management system. For example, Auto Data Direct or ADD's NMVTIS upload tools are designed to help users fulfill the reporting requirement quickly and easily.

Two account types are available to suit any size business or upload volume.

Full Service accounts include individual vehicle entry, batch vehicle entry using a spreadsheet and business-to-business processing which can be arranged with the customer's IT staff, all for a low per-report fee. Basic Service accounts include no-cost individual entry and emailed confirmation receipts. www.add123.com/jsi/salvage

The two components of the new Iowa law should work together to provide a legal means for individuals to sell their salvage vehicle without title to a licensed Iowa automotive recycler using an affidavit AND provide data to enforcement officers on those unlicensed scrappers that make up the black market businesses that operate without permits, licenses, and overhead costs of running a compliant business.



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Guest column by Associate Member of **Professional Solutions**, **Mark DuBay**, Senior Sales Executive.

Who doesn't want to save money? With prices for scrap metal plummeting, times are tough for everyone in the industry.

Managing your workers' compensation losses is often the most important way to manage your premium as well as impact your company's bottom line. Here are three ideas to help you do just that.

1. Accurate Classification

Are your employees properly classified for the job they're doing? Or do you have them in a classification that's not only inaccurate but more costly?

This happens frequently at businesses in all industries. As your business grows or

changes, it's essential to keep your employee classifications up-to-date. An inaccurate classification cost one business an additional \$10,000 in workers' comp insurance premiums. That's a costly mistake.

2. Safety Inspections

A third-party walk through at your business can reveal hazards you may not have considered. Hazards, unfortunately, can lead to accidents which result in a workers' comp claim. Claim frequency and severity can result in increased premiums for your workers' comp policy.

Taking the time to review situations that could create potential losses makes sense when you're trying to manage expenses. For example, when draining car fluids, what safety measures are in place for employees? And are those procedures followed?

At Professional Solutions Insurance Services, our loss control specialist will conduct a safety walk-through at no charge for our clients.


3. Safety Programs

Accidents happen; there's no doubt about that. But developing and implementing a safety program can help reduce the likelihood of accidents and provide a process



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on how to handle an accident including, the employee's return to work.

An effective safety program can help reduce both the frequency and severity of losses. For example, is there a safety manual that address topics like handling hazardous materials, reporting accidents as well as the use of tools and equipment?

At Professional Solutions Insurance Services, our team can assist you in developing and implementing a safety program.

We'll cover more about these topics in upcoming newsletter articles. In the meantime, feel free to contact me for a no-obligation insurance review.



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Automotive Parts Procurement Growing in the Digital Arena

Technological advancements in the automotive industry are expected to greatly impact the aftermarket parts purchasing process.

According to a recently released report by Frost & Sullivan, a consulting firm which provides market research, analysis and growth strategy consulting, connected cars and the growth of urban and tech-savvy demographics will change the face of the automotive aftermarket model. E-retailing in the connected car world will become common place.



While the report states that it doesn't "... think the traditional distributor will ever go away" it added that "With so many new vehicles being sold in areas that lack distribution, the automotive industry is becoming the test case for how retailers meet the needs of a changing customer base. More and more of them live in regions that lack close proximity to an auto parts store." It is predicted that car apps will tell customers not only what is wrong with their cars but also direct them to service and parts providers.

The report also predicts that brick and mortar stores will contain much more technology to service the customer. Stores are expected to have self-serve kiosks, vending machines and virtual sales staff.

ARA Updates

ARA Secures Critical OE Part Number Data for Automotive Recycling Industry

On December 4, 2015, President Obama signed into law the Fixing America's Surface Transportation (FAST) Act legislation including the provision that **requires automotive manufacturers to provide original equipment (OE) parts data for recalled components**. ARA worked around the clock for months to secure this critical language in the bill.

When enacted, this new law will require automakers to make publicly available the OE part names, part descriptions and part numbers of a vehicle's defective components that are subject to a recall. **This is a significant step forward in ARA's quest for motor vehicle parts data**. At last, there will be federal statutory language mandating manufacturers to make OE part numbers available to the public. This language is a critical step as it provides a basis for ARA action in the coming months to work with regulators to secure electronic access to part numbers of re-

called components tied to Vehicle Identification Numbers (VINs). ARA will continue to educate policymakers that it is only with electronic access to part numbers associated with specific VINs that professional automotive recyclers can comply with the TREAD Act of 15 years ago in which Congress prohibited the sale of non-remedied recalled automotive parts.

ARA thanks supporters in Congress - most notably Congressman Adam Kinzinger of Illinois and Senator John Thune of South Dakota who champion the quest for this critical OE parts language. The bill includes other recall-related provisions that: calls for a pilot grant program for States to notify consumers of vehicle recalls, establishes incentives for dealers to check for open recalls at the time of service for all patrons and requires rental car companies to ground vehicles that are subject to an open safety recall until they are fixed.



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Steel Price Depression Has Huge Impact on Businesses

Historically low steel prices are the result of many factors and are having a significant impact on recyclers and many other businesses. Scrap steel prices are approximately \$50 per ton, down more than 70 percent from one year ago.

Reporting reasons for this decline include a downturn in the Chinese economy, a strong dollar which decreases exports, falling oil prices that depress the need for steel pipes by energy companies, record levels of cheap imports, a drop in the industrial and agriculture machinery market and excess supplies of metal commodities like iron ore. All of these factors have a ricochet effect on the auto salvage industry and beyond. Customers are getting less money when selling their cars to salvage yards and salvage yards are getting less money when they sell their scrap. Metal collection facilities, particularly in the automotive scrap business, are laying off employees and shuttering facilities. Some in the industry have noted that the price of scrap is so low that it doesn't pay for the fuel cost to haul auto bodies to scrap yards. Adding to economic woes created by low steel prices are the problems of industry consolidations and overseas competition in online automobile auctions.

Also, the increasing technical complexities of new vehicles are making home repairs increasingly harder to do. But some experts are cautiously hopeful that scrap prices will begin edging slowly back this year as national and global economies improve. They note the prices have reached as low as they are going to go simply because steel can't be manufactured any cheaper than it is right now.

In the interim, according to some scrap companies, **there are some things that auto recyclers can do to help counteract these low prices.** For example, whole cars can be sold versus hulls so auto recyclers can save time pulling motors, transmissions, wire harnesses, etc. A whole car contains 64% ferrous steel and 6 % nonferrous compared to 53 % ferrous and 2 % nonferrous for a hull. Auto recyclers can also look at scrapping cast iron, like in brake rotors and drums, transfer cases and clean motor blocks. Scrap companies noted that if cast iron is segregated, it can bring \$30 to \$40 more a ton over shredder feedstock. In addition, removing plastic bumpers, fenders and glass will also increase value as consistency of supply quality is critical.

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