



# Recyclers News Press

Iowa Auto Recyclers

March / April 2016

## Inside this issue:

Every Day is Earth Day from front cover	15
Fuel Storage	10
Shop Rags	11
Summer Outing Registration	12
Recovery of New Refrigerant R1234yf	16
ARA Update	20

## EVERY DAY IS EARTH DAY FOR AUTO RECYCLERS



What is an annual event for many consumers is a way of life for the “Original Recycler” the automotive recyclers. Everyday really is Earth Day in this industry.

The wave of consumer awareness and preferential buying of goods made with recycled material is reported to be at an all time high. The public has a growing interest in “zero waste” initiatives where lifestyles and buying choices focus on consuming

goods that have no waste to throw out or can be repurposed for other uses. Zero waste goes beyond recycling empty bottles into flower pots and park benches. It focusses on the pollution prevention hierarchy: to first reduce and reuse then recycler.

The big question is ***what can automotive recyclers do to remind people that used auto parts are green?***

*Continued on page 15...*



[www.IowaAutomotiveRecyclers.com](http://www.IowaAutomotiveRecyclers.com)

Introducing



# MyPartsApp

Mobile App for Recyclers

by  
**Car-Part.com**



Be the first to ask your buyers:  
**Have you seen MyPartsApp?**

***Now you can have your own App!***

- Your business
- Your parts
- Easy multipart lookup
-  • Simply snap a pic of the VIN and get accurate part results with SmartVin
-  • GPS button gives buyers their distance to you
- Part results in about 2 seconds
- Smart Phone users spend about 90% of their time on Apps. Get your icon on their Home screen.
- Part images available on select IMSs
- Available for Apple and Android devices

**Bonus:** If your website search is hosted by Car-Part.com, we'll also give you a mobile optimized search page at no additional cost!

For more info, please call your friendly Car-Part salesperson at **859-344-1925**

Another  
innovative product by  
**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](mailto: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](mailto:Schauls3@mchsi.com)  
[www.Sueschauls.com](http://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](mailto:JamesPiazzaJr@hotmail.com)

## IAR's 2014-2016 Board of Directors

**Andy Wilken, President**  
Wilken Auto Salvage  
Phone: 641-435-4077  
[wilkenauto@yahoo.com](mailto:wilkenauto@yahoo.com)

**Brad Osborn,  
Vice President**  
Waterloo Auto Parts  
Phone: 319-234-5207  
[brad@waterlooautoparts.com](mailto:brad@waterlooautoparts.com)

**Joel McCaw, Treasurer**  
Ace Auto Recyclers  
Phone: 319-338-7828  
[parts@aceautorecyclers.com](mailto:parts@aceautorecyclers.com)

**Jeff Smid, Secretary**  
Jeff Smid Auto, Inc.  
Phone: 563-386-8290  
[jeffsmid@yahoo.com](mailto:jeffsmid@yahoo.com)

**Brent Nugent  
Immediate Past President**  
Nugent Auto Sales & Salvage  
Phone: 563-652-2231  
[Brent@NugentAutos.com](mailto:Brent@NugentAutos.com)

**Jodi Kunde  
Special Funds Manager**  
North End Auto Wrecking  
Phone: 563-556-0044  
[NorthEndWrecking@aol.com](mailto:NorthEndWrecking@aol.com)

**Jordan Barkow (2016 1<sup>st</sup>  
Term)**  
Sun Line, Inc.  
Phone: 319-364-4000  
[JRBarkow@gmail.com](mailto:JRBarkow@gmail.com)

**Pat Roof (2015 1<sup>st</sup> Term)**  
Pat's Auto Salvage  
Phone: 319-232-0704  
[pats-mail@patsautosalvage.com](mailto:pats-mail@patsautosalvage.com)

**Eric Piper (2015 1<sup>st</sup> Term)**  
Piper's Auto Salvage  
Phone: 800-247-9135  
[eric@piperautoparts.com](mailto:eric@piperautoparts.com)

**Tom Quandt (2014 – 2<sup>nd</sup> Term)**  
Quandt Auto Salvage, Inc.  
Phone: 712-792-9204  
[quandtauto@gmail.com](mailto:quandtauto@gmail.com)

**Eric Piper (2015 – 3<sup>rd</sup> Term)**  
Spilman Auto Parts, Inc  
Phone: 641-664-2463  
[eric@spilmanauto.com](mailto:eric@spilmanauto.com)

**Mike Davidson (2015 – 3<sup>rd</sup> Term)**  
Don's Auto & Truck Salvage  
Phone: 515-262-8283  
[mike@donsautoandtrucksalvage.com](mailto:mike@donsautoandtrucksalvage.com)

**Mike Garvin (2015 – 1<sup>st</sup> Term)**  
Vander Haag's, Inc Des Moines  
Phone: 515-265-1451  
[MikeG@VanderHaags.com](mailto:MikeG@VanderHaags.com)

### Past President Participants

**Mike Waterbury,**  
Sandhill Auto Salvage  
Phone: 641-484-2057  
Tama, IA 52339-9419  
[parts@sandhillautosalvage.com](mailto:parts@sandhillautosalvage.com)

**Mike Swift**  
Swift's Trail End Auto Salvage  
Phone: 515-265-5696  
[Mike@TrailsEndAuto.com](mailto:Mike@TrailsEndAuto.com)

**David Hesmer**  
Action Auto Parts  
Phone: 641-752-3395  
[david@action-auto-parts.com](mailto:david@action-auto-parts.com)

**Tom Snyder**  
Snyder's Auto Body  
Phone: 712-542-5316  
[snyder@lowatelecom.net](mailto:snyder@lowatelecom.net)

**Clyde Lems**  
Lems Auto Recyclers, Inc.  
Phone: 712-726-320216  
[clydeplems@yahoo.com](mailto:clydeplems@yahoo.com)

# Iowa Automotive Recyclers Board of Directors Meeting

## February 2, 2016 Via teleconference

Ace Auto Recyclers  
Iowa City, IA  
[www.AceAutoRecyclers.com](http://www.AceAutoRecyclers.com)

Action Auto Parts  
Marshalltown, IA  
[www.action-auto-parts.com](http://www.action-auto-parts.com)

Aikey Auto Salvage  
Cedar Falls, IA  
[www.AikeyAutoSalvage.com](http://www.AikeyAutoSalvage.com)

Airline Auto Parts  
Waterloo, IA  
[www.airlineautopartsinc.com](http://www.airlineautopartsinc.com)

AWE Auto Service  
Traer, IA  
[www.awesalvage.com](http://www.awesalvage.com)

B & B Salvage  
Sioux Center, IA  
[www.BandBSalvage.net](http://www.BandBSalvage.net)

Burlington Recycling & Auto Parts  
Burlington, IA  
[burlingtonrecyclingandautoparts.com](http://burlingtonrecyclingandautoparts.com)

Charlie Brown Auto, Ltd.  
Creston, IA  
[www.CBAutoLtd.com](http://www.CBAutoLtd.com)

Chase Auto Parts Company, Inc  
Waterloo, IA  
[www.sunline-chase.com](http://www.sunline-chase.com)

Don's Auto & Truck Salvage  
Des Moines, IA  
[www.DonsAutoTruck.com](http://www.DonsAutoTruck.com)

Dumont Auto Parts  
Dumont, IA

Members present: Sue Schauls, Brad Osborn, Tom Snyder, David Hesmer, Pat Roof, Eric L. Piper, Brent Nugent, Jordan Barkow, Eric C. Piper, Mike Garvin, Mike Davidson, Mike Waterbury and Jeff Smid.

Sue Schauls called the meeting to order at 9:15 a.m.

**NMVTIS/Affidavit Rule Writing** – Sue reported there is still no written rules draft available at this time although the law went into effect on January 1, 2016. Jim Piazza, IAR Lobbyist, has asked the board to put together a list of points we would want added to the law once there is an opportunity and that the window to do this would close rapidly at this point. Although Sue felt there is no point in amending a law that has no written rules yet. She said the one item to add may be the lien check which we are doing voluntarily already. The main purpose of updating the rule would be to put the NMVTIS reporting back to 30 days for non-affidavit cars or repeal the law until the intent can be better expressed such as an Iowa NMVTIS system for reporting. The law was not created to target enforcement on licensed auto recyclers but to give DOT tools to identify and ticket illegal operators.

Pat Roof briefed the Board on some DOT action. The DOT has been advising tow yards to get a recycler's license due to the code for Rule 321H.3 which states that a recycler's license is required if there are 6 or more vehicles subject to registration onsite. It was questioned whether or not these tow yards require recyclers licenses in lieu of enforcement action. Perhaps they do not even meet



### **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](http://ADD123.com)  
or contact us at [salvage@add123.com](mailto:salvage@add123.com)

 **AutoDataDirect, Inc.**

# Iowa Automotive Recyclers Board of Directors Meeting

February 2, 2016  
Via teleconference

the definition of a recycler. It was decided that the tow issue was not our issue except that it highlighted the need for better recycler license definition which would take legislative action in the future.

There was a lot of discussion on NMVTIS reporting and compliance. It's been brought to the attention of the board that DOT believes there are some IAR members who are not reporting as required. Sue will make a compliance assessment report and work with members who need help so we work toward 100% compliance. She said anyone can go to the following website to check their record at [www.vehiclehistory.gov](http://www.vehiclehistory.gov). Sue also feels like some training for the non-compliant members would be helpful.

The federal NMVTIS requirement is to report a vehicle within 30 days but the new Iowa law requires reporting within two (2) business days. There are still some issues with the system that need attention.

## Other Business:

Sue reminded everyone to sign up for Hill Day which will be held in Des Moines on March 23-24. After Hill Day planning is over, she will start getting info out on the Summer Outing.

## Meetings:

March 3, 2016 – Teleconference call – Time to be determined  
Hill Day – March 23-24, 2016 – Stoney Creek Inn & Capitol – Des Moines,  
Summer Outing – June 3-4, 2016 – Mason City/Kensett, IA

Jeff made a motion to adjourn with a 2<sup>nd</sup> from Tom S. The meeting was adjourned at 10:05 a.m.

Respectfully submitted

*Jeff Smid*

Grab & Go Auto Salvage, LLC  
Spencer, IA  
[www.grabandgosalvage.com](http://www.grabandgosalvage.com)

Hawkeye Auto Salvage, Inc.  
De Soto, IA

High Country Auto  
Cherokee, IA

Hogeland Auto Plaza & Salvage  
Marshalltown, IA  
[www.hogelandautoplaaza.com](http://www.hogelandautoplaaza.com)

Hulett & Son Auto Salvage  
Creston, IA

Jeff Smid Auto, Inc.  
Davenport, IA  
[www.JeffSmidAuto.com](http://www.JeffSmidAuto.com)

Jerry Carney & Sons  
Ames, IA  
[www.CarneyAutoParts.com](http://www.CarneyAutoParts.com)

John's Auto  
Aplington, IA  
[www.aplingtonautobodyshop.com](http://www.aplingtonautobodyshop.com)

Kabele Truck & Auto Parts  
Spirit Lake, IA  
[www.Kabele.com](http://www.Kabele.com)

King Automotive Salvage Center  
Cedar Falls, IA  
<http://kingsalvage.com>

Lems Auto Recyclers, Inc.  
Doon, IA  
[www.LemsAuto.com](http://www.LemsAuto.com)



DAVID HESMER

**ACTION AUTO PARTS**

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

LET US SAVE YOU MONEY

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

641-752-3395  
1-800-373-3995  
[david@action-auto-parts.com](mailto:david@action-auto-parts.com)

# SUE SPEAKING

From desk of the Executive Director

Leon Recycling & Auto Parts, LLC  
Leon, IA  
[www.LeonAutoParts.com](http://www.LeonAutoParts.com)

Lyle's Auto Salvage  
Oto, IA

Midwest Auto Parts, Inc.  
Waterloo, IA  
[www.mw-autoparts.com](http://www.mw-autoparts.com)

Monson Salvage, Inc.  
Lone Rock, IA

North End Auto Wrecking  
Dubuque, IA  
[www.NorthendWrecking.com](http://www.NorthendWrecking.com)

Nugent Auto Sales & Salvage, Inc.  
Maquoketa, IA  
[www.NugentAutos.com](http://www.NugentAutos.com)

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

P.Q. Auto Parts  
Sioux City, IA  
<http://quickpickparts.com>

Pat's Auto Salvage, LLC  
Waterloo, IA  
[www.patsautosalvage.com](http://www.patsautosalvage.com)

Piper's Auto Salvage  
Bloomfield, IA  
[www.PiperAutoParts.com](http://www.PiperAutoParts.com)

Poell's Enterprises, Inc.  
DeWitt, IA  
[www.PoellsEnt.com](http://www.PoellsEnt.com)

Spring has sprung and that puts me in SUMMER OUTING mode here at the Iowa Automotive Recyclers. This year's event is lined up to be better than ever. We will have **more training opportunities than ever before** with the Car-Part World Tour co-located at the IAR Summer Outing in Mason City. Car-Part will put on multiple sessions geared toward hands-on learning. But don't worry those on the Hollander systems will also be overwhelmed with knowledge from the Hollander team throughout the day. From 8 am to 4:30 pm two or three session tracks will be running simultaneously with experts giving their best insight to **SELLING MORE PARTS**, the theme this year.

Not only will Car-Part and Hollander have session for owners, managers, inventory specialists and sales staff but the **keynote speaker will be Chad Counts from Counts Business Consulting**. If you have not yet heard Chad speak on improving efficiency and maximizing sales through optimized salvage acquisition and inventory turnover then you will be amazed at the simple but brilliant techniques you can immediately implement to

## ENGINE CARTS



FOB Spencer, IA

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

**\$49.50 Each**  
**\$44.50 10 - 99 Qty**  
**\$39.50 100+ Qty**



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](http://www.vanderhaags.com)

# SUE SPEAKING

From desk of the Executive Director

start **SELLING MORE PARTS!** And if you have heard Chad speak or have attended one of the Counts workshops then you know that you will gain even more perspective to push your implementation of the tried and true tricks of the trade to higher and higher levels for maximization of you facility functionality, your staff performance and your business volume. **So don't miss the events in Mason City and Kensett, Iowa this year, June 3-4, 2016.**

The traditional outside BBQ, auction and dance will wow this year as the Wilken Family hosts the shin dig in style at their Kensett, Iowa facility, just 16 miles north of Mason City, after your tours at Van Horn Auto Parts and (tentatively) Behr Iron & Metal facilities. You never know what your going to find in the treasure trove at Lloyd Van Horn's place.

Thanks for listening,  
SUE SCHAULS

[www.IowaAutomotiveRecyclers.com](http://www.IowaAutomotiveRecyclers.com)

Preferred Auto Sales, Inc.  
Lockridge, IA  
[www.preferredautosales.net](http://www.preferredautosales.net)

Quandt Auto Salvage, Inc  
Carroll, IA  
[www.QuandtAutoSalvage.com](http://www.QuandtAutoSalvage.com)

Sam's Riverside  
Auto & Truck Parts  
Des Moines, IA  
[www.SamsRiverSide.com](http://www.SamsRiverSide.com)

Sanborn Auto, Inc.  
Sanborn, IA

Sandhill Auto Salvage  
Tama, IA  
[www.sandhillautosalvage.com](http://www.sandhillautosalvage.com)

Smith Auto Parts & Sales, Inc.  
Fairfield, IA  
[www.SmithAutoParts.com](http://www.SmithAutoParts.com)

Snyder's Auto Body  
Clarinda, IA  
[www.snyders-autobody.com](http://www.snyders-autobody.com)

Spilman Auto Parts, Inc  
Bloomfield, IA  
[www.SpilmanAuto.com](http://www.SpilmanAuto.com)

Sun Line Inc.  
Cedar Rapids, IA  
[www.sunline-chase.com](http://www.sunline-chase.com)

Sunset Beach Auto Salvage  
Des Moines, IA  
[www.SunsetBeachAutoParts.com](http://www.SunsetBeachAutoParts.com)

Swift's Trails End Auto Recycling  
Des Moines, IA  
[www.TrailsEndAuto.com](http://www.TrailsEndAuto.com)

Work  
**smarter**  
not harder.

**Recyclers**  
**POWER SOURCE**

Call Julie at: 800-336-5614  
[www.rpowersource.com](http://www.rpowersource.com)

**Proud to be a member of IAR!**

ADVERTISER TESTED - AUTO RECYCLER APPROVED!

Find us on Facebook!

# Hill Day Events

## Champion for Change

Tourniers Recycling Inc  
Independence, IA  
[www.tourniersrecycling.com](http://www.tourniersrecycling.com)

Van Gorp Used Cars, Inc.  
Oskaloosa, IA  
[www.VanGorpIA.com](http://www.VanGorpIA.com)

Van Horn Auto Parts, Inc.  
Mason City, IA  
[www.VanHornAutoParts.com](http://www.VanHornAutoParts.com)

Vander Haag's, Inc.  
Spencer, IA  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Council Bluffs, IA  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Des Moines, IA  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Kansas City, MO,  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Sioux Falls, SD  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Winamac, In  
[www.VanderHaags.com](http://www.VanderHaags.com)

Walker Auto Salvage  
Waverly, IA  
[www.WalkersAuto.com](http://www.WalkersAuto.com)

Waterloo Auto Parts  
Waterloo, IA  
[www.WaterlooAutoParts.com](http://www.WaterlooAutoParts.com)

After the March 23, 2016 meeting for the Board of Director's review of the Iowa DOT draft rules for the new Iowa NMVTIS and Affidavit Law was completed the board members and Hill Day attendees headed to the track for some teambuilding! It was a cold and rainy day but fortunately the activity was indoor GO KART racing at MB2 Raceway in Grimes.

The event was co-sponsored by associate members Auto data Direct and LKQ Government Affairs. A big THANK YOU to the sponsors as much fun was had by all.

We were even able to convince Senator Bowman to come out the event to receive an appreciation trophy (*designed and donated by Mike swift of Swift Trail's End Auto Salvage, Des Moines*). Senator Bowman was honored for the attention and support of legislation that will help level the playing field for auto recyclers and protect consumers from fraud. The topic of discussion originally planned for the breakfast the next day at the Capitol but unfortunately cancelled due to a scheduling conflict.



**800-545-8885**



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



*"All cars  
run on used parts!"*



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



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

# Hill Day Events

## Champion for Change



West Edge Auto Salvage  
Independence, IA  
[www.westedgeautosalvage.com](http://www.westedgeautosalvage.com)

Wilken Auto Salvage Britt  
Britt, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Iowa Falls  
Iowa Falls, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Kensett  
Kensett, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Nashua  
Nashua, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Waukon  
Waukon, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Yaw Auto Salvage  
Des Moines, IA  
[www.yawssalvage.com](http://www.yawssalvage.com)



## Small Container Fuel Storage Use a “jerry can” for fuel storage

**Does your gas can meet OSHA requirements?  
Can you legally use that red plastic \$5.00 gas can  
on your job site?** *The short answer, probably not.*

OSHA Standard 29 CFR 1926.152(a)(1) states "Only approved containers and portable tanks shall be used for storage and handling of flammable and combustible liquids. Approved safety cans or Department of Transportation (DOT) approved containers shall be used for the handling and use of flammable liquids in quantities of 5 gallons or less.

**What is an approved safety can or DOT gas can?**

A safety can is (29 CFR 1926.155(1)) an approved, closed container, of not more than 5 gallons capacity, having a flash arresting screen, spring closing lid and spout cover and so designed that it will safely relieve internal pressure when subjected to fire exposure. (Approval is given by a nationally recognized testing laboratory, for example, Underwriters Laboratory, Inc.)

Gas cans may only display DOT approval markings

when they meet stringent Department of Transportation requirements. Here is where it gets confusing, inexpensive plastic gas cans may meet EPA requirements, but they do NOT meet DOT rules, therefore there are not OSHA compliant at your salvage facility.

The metal fuel cans (gasoline, diesel and propane) are often referred to as “jerry cans” although that technically described the square cans designed for military use in Germany. “Jerry” was wartime slang for a German soldier. The term is frequently used for all metal gas cans with funnels.

**Use a “jerry can” for fuels storage!**

*Information provided by ARA Safety Committee.*

On January 31, 2014, spent shop rags and paper towels used with parts cleaning solvent are no longer subject to a hazardous waste regulation if managed appropriately (and not otherwise governed by state or local rules).

**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](http://www.irtmn.com)



## Solvent Contaminated Wipe Disposal Must label as “Excluded Solvent-Contaminated Wipes”

### The management standard streamlined the handling of spent wipes.

To implement the exemption criteria, an automotive shop using either launderable shop rags or disposable towels must assure that the spent wipes are stored in properly labeled, leak-proof containers until disposal to the laundry facility or the landfill via trash collection, respectively.

The container can be any closed container labeled “Excluded Solvent-Contaminated Wipes” and does NOT have to be sealed, only closed, during accumulation.

Upon disposal the container or bag must be sealed for transport (any free liquid solvent found in the container at time of disposal must be managed as hazardous waste).

The good news is that a garbage bag can be tied-off and considered a sealed container and placed in the regular municipal trash for collection, as long the state or local authority does not ban such waste. A label printed from a desktop printer and affixed to the container or bag will suffice.

The bad news is that the spent wipes must be segregated from other wastes until such time as sent for laundering or disposal. The frequency at which the laundry and/or trash is picked up must also be well-documented to prove that the spent wipes have been disposed

within 180 days of generation.

The updated rule and subsequent exclusion has been a long time coming with inquiry and studies dating back to 1994. The rule is based on a thorough course of investigation that found spent solvent-contaminated wipes do not pose a risk of pollution when handled in this manner. A particular solvent, trichloroethylene, not generally used in automotive work is not included in the exemption.



For more information on this rulemaking, go to:

[www.epa.gov/epawaste/hazard/wastetypes/wasteid/solvents/wipes.htm](http://www.epa.gov/epawaste/hazard/wastetypes/wasteid/solvents/wipes.htm)

*Last week's Menards advertised OSHA Gas Cans for \$29.99 for those in the Midwest who know how to Save Big Money at Menards...*





# Iowa Automotive Recyclers

Your partners in advancing the auto recycling industry Iowa!

IAR – 2214 Regal Avenue – Waterloo, Iowa 50702

Phone 319-290-7843 & Fax 319-233-7970

## SUMMER OUTING REGISTRATION FORM

Mason City, Iowa – **June 3-4, 2016** – Historic Park Inn

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

Contact Person: \_\_\_\_\_

Forklift Training  Airbag Training

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

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

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

Email: \_\_\_\_\_

**IAR Member Registration fee** ..... \$99 per yard

**Non-Member Registration fee** ..... \$99 per person

**Event Sponsorship** ..... \$500

Attendee Name: \_\_\_\_\_

Forklift Training  Airbag Training

Attendee Name: \_\_\_\_\_

Forklift Training  Airbag Training

Attendee Name: \_\_\_\_\_

Forklift Training  Airbag Training

**Total Enclosed** \$ \_\_\_\_\_

### Hotel Reservation

*Mention Iowa Auto Recyclers to get discounted rooms!*

**Country Inn & Suites – 4082 4th St SW, Mason City, IA 50401 (641) 423-1770**

\$120 (1 King) \$125 (2 Queens) per Night *Conference Rate* (with Hot breakfast & Free WiFi)

*Mason City has many other hotels available as well as the nearby resort community of Clear Lake, Iowa!*

**TRADE SHOW** Friday 6:30-9:30 pm & Saturday 11:30- 1:30 pm

*Can't make it to the Summer Outing?*

Ship your auction donation to:

**Wilken Auto Salvage**

1560 400<sup>th</sup> Street Kensett, IA 50448

Or send PAC fund or Scholarship donation to:

**IAR PAC**

55 West 32nd St Dubuque, Iowa 52001

Make registration check payable & send to:

**Iowa Automotive Recyclers**

**2214 Regal Avenue**

**Waterloo, Iowa 50702**

# SELLING MORE PARTS

## *Iowa Automotive Recyclers Summer Outing*

June 3-4, 2016

Historic Park Inn - Mason City, Iowa

Trade Show - Friday, June 3, 2016 - 6:30-9:00 pm

Speaker Agenda - SATURDAY, June 4, 2016 - Historic Park Inn

9:00 **Key Note Address** By Chad Counts of Counts Consulting.

**Chad Counts** will headline this training intensive event for Iowa Automotive Recyclers and guests. Chad will provide **two training session** to help attendees **SELL MORE PARTS!** Counts Consulting has helped auto salvage facilities across the country conduct in depth analyses of processes to help boost sales and streamline productivity. Increase sales and decrease costs, that is the name of the game.

11:00 **What Happened to the Converter Market?** By Dan Miller of Legends Smelting & Recycling **Dan Miller** will unravel the mysteries of catalytic converter buying and selling. The market has been unpredictable or has it? A favorite and always **on target with timely and insightful market information.**

The **intensive training sessions** will continue all day with **Car-Part.com, CheckMate and Hollander** on deck to provide multiple hands-on workshops, training and program demonstrations enhanced by product experts who know their software, know the market, know the parts buyer preferences and can lead the training sessions to new heights with insider techniques and tidbits for **SELLING MORE PARTS!**



**Award Luncheon & Trade Show**  
**Lloyd Van Horn - Founders Award**  
**Saturday 11:30 – 1:00 pm**



**Car-Part World Tour** is coming to Mason City in conjunction with the **Summer Outing!** Car-Part.com will conduct multiply training session at the event throughout the day in various rooms. Visit [products.car-part.com/worldtour/ia](http://products.car-part.com/worldtour/ia) to pre-register & to receive a free t-shirt!

**Hollander Training** sessions will fill the afternoon in a second training track to double the educational opportunities for owners, managers, sales staff and inventory specialist!

**2:00 - 5:00 Yard Tours at Van Horn Auto Parts & BEHR Iron & Metal**

6:00 – Dinner and yard tour at Wilken Auto Salvage – Kensett, Iowa

6:30 – Scholarship/PAC Live Auction followed by Band and Dance

**Conference Venue:** Historic Park Inn – 15 W State Street - Mason City, Iowa

Visit [www.IowaAutoRecyclers.com](http://www.IowaAutoRecyclers.com) for registration information

# SELLING MORE PARTS

## *Iowa Automotive Recyclers Summer Outing*

June 3-4, 2016 Historic Park Inn - Mason City, Iowa

### CHAD COUNTS

#### Shotgun and Rifle – A Guide to Sales Management

While a shotgun may give you a greater chance to hit A target, it may not have enough force to generate the results you want. A rifle can be much more tedious and difficult. It takes more focus on a smaller target but yields a much greater result. There are many things to focus on in Sales but focusing on many thing yields few results.

#### Surviving in Tough Times

Survivalists are consumed with preparation in the face of disaster or catastrophe. Understanding that circumstances are often out of your control, you focus intently on what is in your control to stave off disaster. We will identify the abilities and resources every business must have to stave off disaster.

### Car-Part World Tour

The Car-Part world tour is coming to Mason City in conjunction with the **Iowa Auto Recyclers Summer Outing!** Interactive training classes cover essential daily software for auto recyclers, including Bidmate, Partmate Review, Coremate, Core Pricing, Checkmate Reports, Dashboard, and Checkmate Sales Pro Boot Camp.

The Checkmate Sales Pro Boot Camp classes are an interactive experience. Bring your laptop to join in the hands-on exercises, and build the skills you'll use every day. Speakers will include

Drew Van Devender, Greg Croka, and Theresa Colbert. Classes are free with your Summer Outing registration, but space is limited! So save your spot by visiting [products.car-part.com/worldtour/ia](http://products.car-part.com/worldtour/ia) (when you register, you'll also receive a free t-shirt!).



### HOLLANDER

is coming to Mason City to provide outstanding training opportunities to the **Iowa Auto Recyclers Summer Outing!** Hollander inventory management and other great tools such as CoreConnect will be presented throughout the afternoon in multiple sessions for owners, managers, sales staff and any function that wants insight to using tools in powerful ways to sell more parts!



# EVERY DAY IS EARTH DAY FOR AUTO RECYCLERS

Continued from the front page...

Many automotive recycling facility host special events open to the public to invite folks to drop off tires, used oil or old parts as one way of getting them in the door.

Ontario Automotive Recyclers Association (OARA) and Ontario Tire Stewardship (OTS) conduct the annual OARA Tire Take Back event to raise money for The Sunshine Foundation of Canada. To date, the campaign has raised over \$940,000 for The Sunshine Foundation of Canada, helping to fulfill dreams for Sunshine Kids through the Individual Dreams and DreamLift programs. Over 60 OARA member auto recyclers have signed on to help collect tires during the 2016 event.

From May 24 to June 4, Ontario residents can drop off unlimited used tires for free at participating auto recyclers during business hours across the province. Every single tire dropped off generates a donation to The Sunshine Foundation.

Other recyclers also open their doors to household hazardous waste generators that have used oil, anti-freeze, tires and batteries to discard. The drop off events set the stage for good public relations and consumer education. Some of the facilities pledge a portion of the proceeds from the drop off of tire or batteries to local charities that further the Earth Day goals of conservation and preservations.

May other salvage facilities honor Earth Day by implementing "green" business practices. Some as simple as buying Energy Star appliances and office

equipment when replacements are necessary. Energy Star is an EPA program billed as the "simple choice for energy efficiency." For more information see [www.energystar.gov](http://www.energystar.gov).

Another EPA program called Water Sense just makes, well, sense! The program highlights way that water reduction can help protect the Earth and save money too. For more information see [www3.epa.gov/watersense](http://www3.epa.gov/watersense). This could be a good opportunity for automotive salvage facilities that has not previously been considered given the renewed interest in parts washing particularly power washing large parts. Self-contained system not only save money on soap and water but also reduce regulatory burdens and in some cases prevent illegal discharge that is a storm water violation!

Whatever path you take, THANKS for celebrating Earth Day every day auto recyclers!



**Waterloo  
Auto Parts**



SALVAGE CENTER

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

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

**W**aterloo 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**

**LEMS  
AUTO  
RECYCLERS**

THE QUALITY AUTO PARTS DEALER

1-800-257-9634  
Email: [search@lemsauto.com](mailto:search@lemsauto.com)  
Website: [www.lemsauto.com](http://www.lemsauto.com)

Doon, Iowa 51235  
Phone: (712) 726-3202  
Fax No: (712) 726-3506

# Recovery of the New Refrigerant R-1234yf

Actual Systems  
Aurora, CO  
[www.actual-america.com](http://www.actual-america.com)

Al-Jon Manufacturing  
Ottumwa, IA  
[www.aljon.com](http://www.aljon.com)

Alter Metal Recycling  
Des Moines, IA  
[www.altertrading.com](http://www.altertrading.com)

Auto Data Direct, Inc.  
Tallahassee, FL  
[www.add123.com](http://www.add123.com)

Back Lot Auctions, LLC  
Maquoketa, IA  
[www.backlotauctions.com](http://www.backlotauctions.com)

Bank Iowa Insurance LLC  
Waterloo, IA  
[www.bankiowainsurance.com](http://www.bankiowainsurance.com)

Behr Iron & Metal  
Mason City, IA  
[www.BehrIM.com](http://www.BehrIM.com)

Brad's Used Parts MegaCenter  
Viola, IL  
[www.bradsmegacenter.com](http://www.bradsmegacenter.com)

Car-Part.com  
Ft Wright, KY  
[www.car-part.com](http://www.car-part.com)

Casualty Adjuster's Guide  
of Iowa/Nebraska  
Waseca, MN  
[www.cagworld.com](http://www.cagworld.com)

CheckMate  
Ft Wright, KY  
[www.car-part.com](http://www.car-part.com)

HFO-1234yf is the first in a new class of refrigerants acquiring a global warming potential (GWP) rating 1/335th that of R-134a and an atmospheric lifetime of about 400 times shorter. It was developed to meet the European directive in 2011 requiring that all new car platforms for sale in Europe use a refrigerant in its AC system with a global warming potential (GWP) below 150.

HFO-1234yf, which has a 100-year GWP of 4, could be used as a "near drop-in replacement" for R-134a, the current product used in automobile AC systems, which has a 100-year GWP of 1430. This means that automakers would not have to make significant modifications in assembly lines or in vehicle system designs to accommodate the product. **2,3,3,3-Tetrafluoropropene, or HFO-1234yf, is a hydrofluoroolefin replacement for R-134a as a refrigerant in automobile air conditioners.** HFO-1234yf

has the lowest switching cost among the currently proposed alternatives, although the initial cost of the product is much higher than that of R-134a. Initially, the refrigerant is expected to be about ten times more expensive than R134a. **The higher retail cost of the product should be an incentive in the recovered product market for recyclers.**

The product will be handled in repair shops in much the same way as R-134a, although it would require different equipment to perform the service. One of the reasons for that is the mild flammability of HFO-1234yf. Another issue affecting the compatibility between HFO-1234yf and R-134a-based systems is the choice of lubricating oil.

The rule governing the existing products will also apply to the 1234yf refrigerant. Clean Air Act's Venting Prohibition Section 608 prohibits intentionally releasing (also called venting) ozone depleting substance (ODS) refrigerants and most alternatives including all HFCs, HFOs, and their blends, while maintaining, servicing, repairing, or disposing of MVAC equipment. CO2 refrigerants are exempt from the venting prohibition. R134a is an HFC. 1234yf is HFO.

Shortly after confirmation from automakers that R-1234yf would be adopted as a replacement of R-134a automotive air-conditioning refrigerant Honeywell and DuPont announced that they will jointly build a manufacturing facility in China to produce HFO-1234yf which is now in operation. Honeywell is also building a new plant in Geismar, Louisiana to produce the new refrigerant too. Although others claim to be able to make and sell HFO-1234yf, Honeywell and DuPont hold most or all of the patents registered.

The product is classified as slightly flammable but after several years of testing SAE proved that the product could not be ignited under conditions normally experienced by a vehicle.



## 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](mailto:chase@qwestoffice.net)

# Recovery of the New Refrigerant R-1234yf

In addition, several independent authorities evaluated the safety of the product in vehicles and some concluded it was as safe to use as R-134a used in cars today.

In December 2012, tests by Mercedes-Benz showed that the substance ignited when researchers sprayed it and A/C compressor oil onto a car's hot engine. Stefan Geyer, a senior Daimler engineer who ran the tests, stated *"We were frozen in shock, I am not going to deny it. We needed a day to comprehend what we had just seen."*

Combustion occurred in more than two thirds of simulated head-on collisions. The engineers also noticed etching on the windshield caused by the corrosive gases. BMW, and VW-Audi agreed with Mercedes and left the SAE R-1234yf CRP Team, stating that the performed tests are not sufficient to fully judge the safety of their vehicles. The German Automakers have been leaning towards carbon dioxide refrigerant that is safer for both passengers and the environment.



## 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**

Contact  
**Paul Lorang, Publisher**  
**Phone: 507-215-2687**  
 paull@cagworld.com  
 www.cagworld.com



**CASUALTY  
 ADJUSTER'S GUIDE®**

**Claims • Disaster • Recovery**

## SWIFT'S TRAILS END



*"Fast & Courteous Service"*

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

local: 515-265-5696  
 515-262-8860

[www.trailsendauto.com](http://www.trailsendauto.com)  
[www.swiftautosalvage.com](http://www.swiftautosalvage.com)



**1600 NE 44th Avenue  
 Des Moines, IA 50313**



# Recovery of the New Refrigerant R-1234yf

Crush U Pull It Software  
Salt Lake, UT  
[www.s3softwaresolutions.com](http://www.s3softwaresolutions.com)

DeVries Equipment  
Ankeny, IA

EZ Crusher  
Annandale, MN  
[www.EZCrusher.com](http://www.EZCrusher.com)

Holiday Wrecker Service, Inc.  
Tiffin, IA  
[www.holidaywreckerandcrane.com](http://www.holidaywreckerandcrane.com)

Hollander  
Plymouth, MN  
[www.HollanderParts.com](http://www.HollanderParts.com)

IIADA  
Panora, IA  
[www.iowaiada.com](http://www.iowaiada.com)

Integrated Recycling Technologies  
Monticello, MN  
[www.IRTMN.com](http://www.IRTMN.com)

Iowa Metal Recycling  
Evansdale, IA  
[www.iowametalrecycling.com](http://www.iowametalrecycling.com)

Kabele Truck & Auto Parts  
Spirit Lake, IA  
[www.Kabele.com](http://www.Kabele.com)

Legend Smelting & Recycling  
Joliet, IL  
[www.LegendSmelting.com](http://www.LegendSmelting.com)

LKQ Corporation  
Chicago, IL  
[www.LKQCorp.com](http://www.LKQCorp.com)

Following Mercedes claims that the new refrigerant was unsafe, Germany's Kraftfahrt-Bundesamt (Federal Motor Transport Authority) ran a series of tests. The Authority concluded that while the substance was potentially more hazardous than R-134a, it did not comprise a serious danger. However, the German Automakers disagree with their findings, and test procedures. Following other independent and in house testing, General Motors still plans to transition all new models to the new refrigerant by 2018. Chrysler announced that they would continue the transition to R1234yf as well. Reference: [SAE International Publishes a Final Report on R-1234yf](#) Posted on July 25, 2013 by <https://macsworldwide.wordpress.com/author/macsworldwide/>

The Cooperative Research Project (CRP1234-4) team has confirmed that R-1234yf is safe to use in automotive direct-expansion air conditioning systems. As previously reported the estimated overall risk of vehicle fire exposure attributed to use of R-1234yf is conservatively estimated at  $3 \times 10^{12}$  events per vehicle operating hour. This is nearly six orders of magnitude less than the current risk of vehicle fires due to all causes (approximately  $1 \times 10^6$  per vehicle operating hour) and also well below other risks accepted by the general public. All OEMs in the new CRP have indicated agreement with these conclusions. The members are European, North American and Asian OEMs: Chrysler/Fiat, Ford, General Motors, Honda, Hyundai, Jaguar Land Rover, Mazda, PSA, Renault and Toyota. To access the report, visit: [http://www.sae.org/standardsdev/tsb/cooperative/crp\\_1234-4\\_report.pdf](http://www.sae.org/standardsdev/tsb/cooperative/crp_1234-4_report.pdf)

## RobinAir 1234YF Recover, Recycle, Recharge Machine

The AC1234-6 is the only product available today that fully meets SAE's requirement for recovering, recycling and recharging vehicle A/C systems that use the new R-1234YF refrigerant. The AC1234-6 is a fully automatic ACS machine that comes with an integrated refrigerant identifier that samples the refrigerant in the vehicle's A/C system prior to recovery, is a highly accurate and reliable machine, and can service both standard and hybrid vehicle A/C systems. <http://www.robinair.com/products/1234yf-recover-recycle-recharge-machine>. Grainger has the new recovery pump listed for \$7427 (Item # 44ZY98) while the National Tool Warehouse has the same item for sale via Amazon at \$5920 and Century Tool & Equipment has a machine that meets the specifications by using an adapted fitting listed for \$3950. [http://www.centurytool.net/FA1234\\_CPS\\_1234YF\\_R\\_134a\\_Refrigerant\\_Recovery\\_p/cpsfa1234.htm](http://www.centurytool.net/FA1234_CPS_1234YF_R_134a_Refrigerant_Recovery_p/cpsfa1234.htm)

Although the EPA requirements DO NOT require recovery only technician to be MACS certified like technicians that recharge systems, the MACS Mobile A/C Training Class "Refrigerant Recovery and Recycling Certification (Section 609)" classes are updated to cover R-1234yf. The acquisition of the new piece of equipment will need to be reported to EPA, just as the R-1234a equipment was when it was first placed in to service at the facility. The EPA Refrigerant Recovery or Recycling Device Acquisition Form can be found at <https://www.epa.gov/sites/production/files/2016-03/documents/recoveryform.pdf>. If you are unsure or have not reported the original acquisition of refrigerant recovery equipment that same form may be used to do so.

# 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**

**Chris Tostenrud Ext. 160**

**225 10th Avenue SE**

**Spencer, IA 51301**

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



# ARA Updates

## Industry news from the national association

LSB Financial  
Waterloo, IA  
[www.mylsb.com](http://www.mylsb.com)

MCI Core  
St Louis, MO  
[www.mcicores.com](http://www.mcicores.com)

Metro Salvage Pool  
Des Moines, IA  
[www.metro salvagepool.com](http://www.metro salvagepool.com)

Nordstrom's Automotive, Inc.  
Garretson, SD  
[www.nordstromsauto.com](http://www.nordstromsauto.com)

OverBuilt, Inc.  
Huron, SD  
[www.Overbuilt.com](http://www.Overbuilt.com)

Pal Fleet Truck Equipment  
Council Bluffs, IA  
[www.PalFleet.com](http://www.PalFleet.com)

PAM's Auto  
St Cloud, MN  
[www.pamsauto.com](http://www.pamsauto.com)

Panhandle Converter  
Recycling  
Dothan, AL  
[panhandleconverters.com](http://panhandleconverters.com)

PDCM Insurance  
Waterloo, IA  
[www.pdc.com](http://www.pdc.com)



### Professional Automotive Recycling Industry Well Represented at First G7 Workshop on "Life Cycle Concepts" - Focus on the Auto Sector

ARA and other recycling industry stakeholders actively participated in the G7 Alliance on Resource Efficiency's first workshop on March 22 - 23. The 2-day event in Arlington, Virginia was entitled "U.S. Workshop on the Use of Life Cycle Concepts in Supply Chain Management to Achieve Resource Efficiency" and was focused on the auto sector.

ARA President Mike Swift was a presenter on the first panel and discussed the framework of the professional automotive recycling industry and the necessity of the OEM's partnering with recyclers in life cycle design through end-of-life strategic planning. His comments were extremely well received by other presenters and workshop participants. ARA CEO Michael Wilson, ARA Director of Policy and Political Affairs Delanne Bernier, Car-Part's Jeff Schroder, Hollander's Anders Moeller, and Eric Harris of ISRI also participated in the two-day sessions.



The workshop was orchestrated by the U.S. Environmental Protection Agency (EPA) and participants included representatives from U.S. and foreign governments, scholars from academia, automakers and other domestic and international auto industry stakeholders as well as experts in life cycle and sustainability from other manufacturing industries. The focus centered on dialogs between the public and private sectors, discussions of life cycle and supply chain analysis and end-of-life challenges. The Alliance was established "...to serve as a forum to share knowledge, create information networks across G7 countries, and encourage collaboration with large and small businesses and relevant stakeholders to advance resource efficiency, promote voluntary best practices, and foster innovation." This workshop was a direct result of the annual summit of G7 countries in Germany in June 2015. Current G7 members and participants are Germany, France, United Kingdom, Italy, Japan, Canada, United States and the European Union. ARA is proud to have been invited to be an active participant in this ground breaking event to educate domestic and international auto industry stakeholders and governmental entities on the critical importance of a robust global automotive recycling sector.

# How Trees Can Retain Stormwater Runoff

The Iowa DNR State Forest Nursery's can offer seedling packet of water-loving tree species known for their ability to slow flooding and filter contaminants from the water as well as add screening.

The tree are made available through a program specifically funded for use in erosion control and water retention.

**They have white spruce, white pine, red pine, jack pine available. Pictured below in that order.**

They can do a create-a-packet that contains 200 seedlings for \$110 plus tax, shipping, handling. You could put one kind in the packet or up to 4 kinds of 50 each. That would be the minimum order.

Contact Sue if you are interested in purchasing one packet of 200 seedlings or want to join in a group shared order so that each yard gets fewer trees than the minimum order. Sue.Schauls@gmail.com.

Other types of trees are also available!



## You want to sell more parts. It's not rocket science.

Hollander's exclusive relationship with eBay gives you access to millions of buyers. With Hollander's **eLink™** software, you can list in bulk directly from your inventory with no listing fees, saving you time and money.

When it comes to growing your business, it's clear – selling parts should be easy. And Hollander can help you do it, we've been doing so for the past 82 years.

**800-825-0644 | [www.hollandersolutions.com](http://www.hollandersolutions.com)**

Call your account manager today to find out what your inventory could be worth on eBay.



**Hollander Innovation Summit  
August 11-13, 2016  
MINNEAPOLIS, MN**



# ARA Updates

Industry news from the national association



Professional Solutions  
Clive, IA  
[www.psis-ins.com](http://www.psis-ins.com)

QRP Salvage Solutions  
Tomahawk, WI  
[www.qrp1source.com](http://www.qrp1source.com) &  
[www.QRPVMS.com](http://www.QRPVMS.com)

Recyclers Power Source  
Spirit Lake, IA  
[recyclerspowersource.com](http://recyclerspowersource.com)

S & L Auto Parts, Inc.  
Newton, IA

Shine Bros. Corp.  
Spencer, IA  
[www.shinebros.com](http://www.shinebros.com)

Sioux City Compressed Steel  
Sioux City, IA  
[www.CompressedSteel.com](http://www.CompressedSteel.com)

The Locator Magazine  
Whiting, IA  
[www.PartsLocator.com](http://www.PartsLocator.com)



## New & Improved Cost Savings Program

What if there was a way to save time and money on the products and services you use every day? Introducing [savings4members](https://ara.savings4members.com)! This new and improved cost savings program encompasses industry leading vendors and dedicated customer service all in a user-friendly website designed to deliver bottom line savings opportunities. Savings4Members replaced Biz Unite as the ARA group purchasing program. <https://ara.savings4members.com>



## ARA to Testify Before Congress to Discuss Implementation of New Requirement for Automakers to Provide Safety Recall Parts Data

Implementation is now underway of the multi-year Highway bill that was signed into law in December. **ARA was able to secure a requirement in that new law that automobile manufacturers must provide safety recall component data to the auto recycling industry.**

ARA will be testifying before Congress to discuss implementation of that specific provision. ARA received an invitation to appear before the House Energy and Commerce Subcommittee on Commerce, Manufacturing and Transportation on April 14 as part of a hearing on "Oversight of the National Highway Traffic Safety Administration (NHTSA)".

Michael Wilson, ARA CEO, will join the automakers' two associations and an advocate for highway safety as witnesses on the second panel. The first panel will be testimony by the NHTSA Administrator, Dr. Mark Rosekind.



**SIoux CITY COMPRESSED STEEL CO**

2600 Boulevard of Champions  
Sioux City, IA 51111

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

**Rolloff and Lugger Service**

**712-277-4100**

**712-277-1210 (fax)**

**800-889-8848**

Member



Institute of  
Scrap  
Recycling  
Industries

ISRI

# WE SPECIALIZE IN INSURANCE FOR SCRAP AND AUTO SALVAGE YARDS.

Our Scrap & Auto Salvage Insurance Program is designed with you in mind. We've developed this insurance program to meet your unique needs. Find out how this customized coverage can make a difference to your bottom line.

**Call us today for a no-obligation coverage review.**



**Insurance** that protects. **Service** that matters.

800-961-6007, ext. 4560  
14001 University Avenue  
Clive, Iowa 50325-8258  
[www.psis-ins.com](http://www.psis-ins.com)

Professional Solutions Insurance Services is a licensed, full-service insurance agency. Insurance coverage is underwritten through many of the industry's leading insurance carriers. Iowa license #1001003700. ©2016 PSIS NFL 2188-160101

---

**Sue Schauls**

Iowa Auto Recyclers  
2214 Regal Avenue  
Waterloo, Iowa 50702

**IAR**

IOWA  
AUTOMOTIVE  
RECYCLERS

**2016 Summer Outing & Trade Show  
for Automotive Recycling**

**June 3-4, 2016**

**Mason City & Kensett, Iowa**

**Historic Park Inn—Mason City, Iowa**

**Saturday Speaker Agenda**

**Chad Counts, CheckMate,  
Car-Part, Hollander, Legends**

**Saturday Yard Tours & BBQ**

**Trade Show**

**Friday 6:30-9pm**

**Saturday 11:30-1pm**

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

**To register Only \$99 per Member**



**ADMIT  
ONE**

**Sell More Parts!**