



# Recyclers News Press

Iowa Auto Recyclers

March/April 2013

### Highlights:

- Summer Outing Maquoketa
- Hill Day 2013 Recap
- Absorbed Glass Mat Battery Danger
- ARA Announces new salvage pool option



### Inside this issue:

Charitable Chariots	20
Hill Day	15
Why We LOVE Iowa	5
AGM Battery	22
Illegal Recycler Caught	23
Outing Information	25
Vendor Registration	26

## Charitable Chariots 2013

Students at Northwest Iowa Community College (NCC) gear up for their latest Charitable Chariot. With the help from the Iowa Auto Recyclers students in NCC's SkillsUSA chapters will inspect, repair and then donate this 1997 Chevrolet Venture van to a local needy family.

This will be the 9<sup>th</sup> vehicle that has been donated to charity from NCC. The Iowa Auto Recyclers came on board just a year ago to support this valuable training project for students.



**"Without IAR's help we would not be able to accomplish what we have."**

IAR's part in all of this has been providing parts for the repairs of these vehicles and donations to purchase maintenance supplies as well. "They [IAR] pretty much

sponsor the entire makeover of the vehicle," says Dennis Wallace, Diesel Instructor and co-founder of the project.

As automotive recyclers we love the opportunity to train future repair technicians and starting them off with recycled parts is a plus to the wonderful program!

**Steven Youngs, Collision Instructor at NCC stated,**

Continued on page 20

## HILL DAY 2013 Recyclers Take the Capitol

January 17, 2013—Des Moines, Iowa—The **Iowa Automotive Recyclers** hosted a Legislative breakfast and the second annual **HILL DAY** event at the capitol in Des Moines, Iowa. The event was well-attended and the feedback from attendees was once again very positive. Meeting Legislators and understanding the legis-

lative process have become a necessary part of doing business, especially in a highly-regulated industry like automotive salvage. Facing DOT, DNR and OSHA regulations is no simple task and staying connected at the ground-level is the best approach. Read more about Hill Day...

Continued on page 15





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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, it's officers, director, staff members or advertisers. Statements of fact and opinion are the responsibility of the author.

IAR Members are encourage 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.

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## Iowa Automotive Recyclers President's Pitch

Hello Fellow Recyclers!!!!

As I write this letter I feel the need to let you know how important I think it is for us to keep involved in our association! I know the economy wants to tell us we should cut back but how can we cut back on something we all have worked very hard to build and represent all of these years? I was proud to be part of HILL DAY again this year. I felt it was very beneficial and rewarding for me to take the time away from my yard to attend. I came away with a great satisfaction. I would like to thank Jim Piazza Jr., our Lobbyist, who set us up with the many meetings. I also want to thank Senator Todd Bowman and Representative Brian Moore. They took the time with us and answered many questions. It meant a great deal to me and my only wish is that more of you would take advantage of such a great day they offer us. Sometimes all it takes is being asked to come with.....so at this time I want to ask all of our members to next year's HILL DAY event. You won't regret it!

I feel that the older members of this organization must have felt they started this association with the hopes that anybody that had a passion for their business would join. I am sure they wanted it to grow so that one day we would be recognized as salvage yards and not junk yards. We are well on our way but have room for many many more members so please think about becoming more involved in our association.



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**SAVE the DATE**

Summer Outing 2013

**BIG Equipment Show**  
Jackson County Fairgrounds



Maquoketa, Iowa  
May 31- June 1, 2013

One way to be more involved is to plan on attending the summer outing that our yard will be hosting this year. We are a small yard so have included in the line up a big equipment show. We hope to have more vendors so you can actually visit with some of the people that make our business better and run more smoothly with all kinds of different equipment tools and ideas.

You need to make your reservation early in our small town. We have two motels and one bed and breakfast and many camping spots at the fairgrounds where our event will take place. We have some wineries, public golf course, interpretive center, Maquoketa Caves, antique shops, Rose Frantzen art gallery and the old lumber yard just to name a few things that we have to offer. We will be having the vendor show on Friday and Saturday, as usual, with a yard tour and CRUSH OFF on Saturday at Nugent auto Sales! Our neighbor, Precision Metal Works, who sells enclosed power washers for the automotive industry will be also letting us tour their plant. We look forward to seeing all of you at the outing!

*Brent Nugent,*  
President Iowa Automotive Recyclers

## From the desk of the Executive Director Sue Speaking

**WOW!** What exciting times at the Iowa automotive Recyclers association it is—

We are busy busy this time of year having just come from a hugely successful Hill Day event, see the centerfold feature article and jumping right in to the publication of the Iowa Who's Who in Salvage Directory 2013. But adding the task of publishing our own newsletter has certainly kept me hopping during our many snowy days this winter.

Please get your IAR MEMBERSHIP RENEWALS processed and sent in with your payment. The quality of the information in the Who's Who 2013 Directory depends on the completion of the member renewal process. If you have not yet sent it back to me—**Do it now!**

The new NEWSLETTER—the **Recyclers News Press** has been so much fun to design and develop for me that I was surprised by the enthusiasm of the advertisers. The new format has given us two new features FULL COLOR on every page (at no extra cost to advertisers) and a very short “pen to print” turnaround time that will allow advertisers to place time sensitive sales and information.

The Summer Outing 2013—Rock 'n Roll Maquoketa style with an oldies theme conference and trade show on May 31—June 1, 2013. Vendor & Sponsor registration has begun and attendee information will go out in the mail in a few weeks. So SAVE THE DATE and get ready to have fun, learn, network and attend the **CRUSH OFF!** Our feature event this year is to try to bring in crushing equipment for a side-by-side crushing demonstration at Nugent Auto Sales. We will also offer a full agenda, board meeting with election of Officers and the Trade Show in the same Friday night and Saturday format that has been so successful in the last two years. We are committed to keep the registration cost down for Attendees and Vendors as our way of showing appreciation for continued support.

We have lots of room for vendor s booth this year too—so please invite your new contacts to attend our show.

The Vendor registration form is on page 26 and also available online at [www.iowaAutoRecyclers.com](http://www.iowaAutoRecyclers.com) or better yet have them give me a call at 319-233-7970 for more information.

Finally, I see so many beautiful things while I am on the road traveling to visit member yards to conduct I-CARE audits that I thought I would add a new feature call “Why We LOVE Iowa!” when I had something to share. **It's going to be a good year!**

Thanks for listening,  
*Sue Schauls*

Sue Schauls, Executive Director

**Why We LOVE Iowa!** The barn in located between Mt Vernon and Cedar Rapids near the Palisades-Kepler State Park entrance. No one appeared to be

living in at the house so I was unable to talk with the owner. But an internet search told me that it was painted by [Mark Benesh](#), an artist from Mount Vernon. Following his link reveals



that he is a talented Iowan indeed.

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## Iowa Automotive Recyclers Board of Directors Meeting

November 13, 2012

Okoboji Grill – Pleasant Hill, Iowa

Attendees: **Brent, Tracy, Joel, Mike W, Mike D, Brad, Eric, Andy, Jodi, Scott, Mike S & Sue**

Call to order and roll call by President, Brent at 1:26 pm

Jim Piazza, Jr, Lobbyist, lead a discussion on solidifying IAR's legislative goals. Jim noted that no new information was available on leadership changes. [A day later Senator Jerry Behn announced he would not seek re-election as Senate Minority Leader. The Senate Republican Caucus elected Senator Bill Dix from Shell Rock to the seat.] The second Hill Day will take place on January 17, 2013 with a Board meeting and reception at the Embassy Suites Hotel in Des Moines on January 16, 2013. Jim asked for increased attendance. Last year's Hill Day was a successful event that allowed auto recyclers to meet their elected officials as well as provide information about the industry to those officials and the many Legislative Leaders we met with throughout the day. It was noted that most incumbents were retained and that we made PAC fund donations to many of the Legislators that we have had contact with and hope to continue to work with on our industry issues. In fact 38 of the 39 politicians we donated to retained their seats.

After a lengthy discussion a list was formed of potential avenues to leveling the playing field:

NMVTIS state law mirror Federal Rule so that it can be made a requirement for Recyclers License Renewal/Application.

R License continuing Education Program for renewal similar to Used Car Dealers program.

Add bonding requirement to license.

Sales tax on sale to unlicensed buyers of salvage title vehicles.

Member Fraud Reporting Form and hotline for reporting illegal activity (like ARA program). So that all information can be gathered before forwarding to the DOT to reduce partial information reporting.

Ask DOT to place article in newsletter recapping enforcement actions, etc.

Require stormwater permit number on R License renewal/application. Note: discussion included that the DNR has stated that any entity engaged in acquiring salvage vehicles requires a stormwater permit in the state of Iowa.

SUE NOTES: The main goal of looking at existing laws governing auto recycling and salvage acquisition in Iowa is to identify the process that each law governs. Further to identify if there are opportunities to improve those laws or that the rules are sound but lack enforcement. If the latter is the case, then we can work with enforcement agencies like DOT or DNR to see what tools can be created to help aid enforcement. Ideas such as voluntary compliance which is really what I-CARE is all about or reporting fraud or compiling information of public records to identify unlicensed businesses.

**HILL DAY – [Thursday, January 17, 2013 7-9 am](#)**  
– Legislative Breakfast in Legislative Dining room Iowa Capitol Building, 10am – 4pm Meetings with Leaders and meeting local Senators & Representatives. **Wednesday, January 16, 2013** Noon Lunch, 1 – 4pm Board Meeting & Legislative Briefing then 7:30-9pm PAC Reception at the **Embassy Suites** - 101 E Locust St - **Des Moines, Iowa** - \$149 Room Rate **515.244.1700** with Shuttle to Capitol at 6:15 & 6:30 am 1/17/13. Please reserve by 1/07/13.

**Finance – Joel McCaw** reported on two financial reporting periods. The two periods were ending June 2012 and the current year-to-date information. As always, the check book balanced and all the bills were paid. The annual budget was discussed. We still operate with a shortfall but the gap is narrowing through diligent effort to balance the annual budget and keep expenses on track.

Continued on next page...

## Iowa Automotive Recyclers Board of Directors Meeting

November 13, 2012

Okoboji Grill – Pleasant Hill, Iowa

**Membership – Sue** reported that renewals will be sent out via email for registration via the CVENT online system followed by paper renewal process.

**Newsletter publication** will change in 2013. The current publisher/designers are greatly appreciated but as the newsletter continues to grow and compete with electronic media the changes are needed to allow quicker print turnaround time and a more to add new subscribers to the mailing list. Additionally, Sue and IAR will begin to collect the advertising revenue in an effort to balance the budget and compensate Sue for her efforts in the publication.

**Who's Who** will be published after the beginning of the year in the same manner as last year. Advertising changes should be submitted by February 15, 2013 at the latest.

**PAC – Jodi Kunde** reported on the PAC fund distribution. No problems were reported and reported in state report as required. The next list of PAC fund distribution recommendations for review before the beginning of the legislative session in January.

**Next Conference call** – December 20, 2012 Invited guest speaker on NMVTIS.

**Board Meeting & Legislative Briefing** January 16, 2013 at Noon, Embassy Suites, Des Moines.

**Hill Day Event** – Thursday, January 17, 2013, 7-9 am State Capitol Building Legislative Dining room followed by a day of meeting Legislators at the capitol.

Respectfully submitted,

*Jeff Smid*

Jeff Smid, Secretary

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## Iowa Automotive Recyclers Board of Directors Meeting Teleconference, Wednesday, December 20, 2012

Members present: Brent Nugent, Sue Schauls, Eric Piper, Scott Franks, David Hesmer, Mike Swift, Jodi Kunde, Tracy Hurst, Mike Davidson and Jeff Smid.

Guests: Les Cravens, Judy Wilson and Jim Piazza

The purpose of this conference call was to gain some understanding of the NMVTIS enforcement legislation and decide what the Iowa Automotive Recyclers Association will do in the upcoming legislative year. Sue asked the guests to introduce themselves and to facilitate some discussion.

Guest speaker Les Cravens from Auto Data Direct was an enforcement/compliance officer in Florida before joining ADD. Les presented information on other states that have state-level NMVTIS laws. The issue at hand is whether the Iowa Auto Recyclers would benefit from having a state NMVTIS law so that it can be enforced at the state level as well as at the federal level. This would be an update to IAC Chapter 321H.

The US Department of Justice is having problems with the overall enforcement due to lack of funds and lack of staff. At this time, Georgia is the first state to write a law for enforcement of NMVTIS at the state level. Les is working with several other states to facilitate writing a rule in those states. He has drafted a bill with this enforcement language for Iowa as well; Mike will email that again to everyone to review. As Les said, though, each state will have its own issues to deal with as far as what this language should be so recommended using his draft as a starting point. Jim Piazza Jr., IAR lobbyist,

commented on Les' draft and said it was very good and should be a good place to start. The board would need to rewrite it using what the board thinks is most important at this time to push it through. Les suggested getting input on this draft from other organizations' that are battling the same problem of unlicensed buyers as the recyclers. They may be able to help push this legislation through when that time arrives.

Judy Wilson, Executive Director of the Iowa Independent Automotive Dealers Association, was also in on this discussion. She expressed her concern about the DOJ dedicating funds and staffing to the enforcement. Les said they had a plan to have some funding for this purpose but it hasn't come about at this time. Once there is some enforcement, there will be a lot more compliance across the board. A few big fines will go a long way to more compliance. The bill draft in Georgia included fine incentives so those funds would come back to the state level as one way to help pay for the enforcement costs at the state level.

After Les and Judy were off the call, Jim talked about the upcoming legislative year. The need exists for IAR to state the legislative priorities and work toward drafting language to address those stated priorities. Sue asked Jim to address the Property Tax relief idea and the continuing education for recyclers. There was some discussion on property tax reform for recyclers, tax relief for recyclers, a bonding requirement when obtaining a recycler's license and continuing education required for recyclers similar to used car dealer licensing. Jim feels that preparing a tax reform or continuing education draft time-consuming. There was some thought from the board members that there might not be enough support for the NMVTIS draft.

As Sue stated, a change in NMVTIS enforcement would require more regulation for the recyclers and most are already registering their vehicles. She thought we should do something to address the problem of the unlicensed and unregulated activity rather than more regulation for those who do report already to NMVTIS.



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## Iowa Automotive Recyclers Board of Directors Meeting Teleconference, Wednesday, December 20, 2012

There was discussion on sending a questionnaire out to all the members but it was decided that would require a lot of follow-up work by the board which then led to the suggestion that there needs to be more involvement by the board members in the legislative process. Everyone needs more education on the legislative process and the idea was put out there about sending a letter to all the IAR members about the process and ask for their feedback.

Jim asked the board to come to agreement on a legislative bill to draft then he would begin to work on that but he said it would be wise to narrow it to a couple of ideas. Hill Day is January 17, 2013. That may be the time to meet the legislators and start some dialog with

them and the other groups that are in agreement with the IAR. We have some people on our side who are in good positions in the legislature right now and working with them would be a good place to start. Sue asked if the board would want to have follow-up call before Hill Day. Due to the lack of participation at the end of this call, no decision was made as to the next meeting/call.

The call ended at 11:36 a.m.

Respectfully submitted,  
*Jeff Smid*  
Jeff Smid, Secretary

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## Iowa Automotive Recyclers Board of Directors Meeting Teleconference, January 9, 2013

Attendees: **Brent, Tracy, Joel, Tom Q,  
David, Mike S & Sue**

Call to order and roll call by President, Brent at 5pm

**An unscheduled meeting was held to address a proposal DOT submitted that would reduce titling timeframe from 30 to 15 days.**

Reviewed comments submitted via email and then discussed DOT Proposal on reducing titling timeframe from 30 to 15 days. Motion was made and carried to adopt a neutral position until more information is available.

*Note to Jim: several of the border states have a central titling process center that delay titles for extended periods.*

Jim is also looking for opportunities to fit with property tax reform issues as small businesses and/or recycling facilities.

**Come to Hill Day** – January 17, 2013 7-9 am  
(Meeting at Embassy Suites evening before for briefing and to pick up POLO SHIRTS with IAR/ICARE LOGO 7-9pm in Lounge area.)

Respectfully submitted,  
*Jeff Smid*  
Jeff Smid, Secretary

**IAR POSITION IS NEUTRAL AT THIS TIME**  
The DOT proposal to reduce titling from 30 day to 15 days of purchase has no advantage to an **IOWA AUTMOTIVE RECYCLER** but IAR would be supportive of the DOT proposal if there was sufficient justification for better law enforcement. IOWA AUTMOTIVE RECYCLER will be at a disadvantage with a reduced timeframe that may not be feasible for vehicles processed from out-of-state.

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## Iowa Automotive Recyclers Board of Directors Meeting Embassy Suites Hotel Des Moines, January 16, 2013

Attendees: Brent, Tracy, Eric, Andy, Tom Q, Scott, Mike S, Jim & Sue

Call to order and roll call by President, Brent at 1 pm

LEGISLATIVE PRIORITIES & OPPORTUNITIES were discussed with Lobbyist, Jim Piazza. The following information was shared at the briefing & PAC reception later that evening.

Hill Day – January 17, 2013 – The event is an opportunity for IAR Members to meet their District Representative and Senator, to meet key Legislators and legislative leadership. The goal was to convey infor-

mation about our industry such that Auto Salvage Facilities are made up of family-owned businesses that employ local workers, make local sales and pay property taxes and licensing fees to operate in a fully compliant manner. The fact remains that there are many unlicensed players operating in our business which is unsafe for consumers for reason of title fraud, identity theft and unsafe vehicles returning to road the road without inspection.

New Business – The Board discussed the upcoming Officer election. There will be two Board position available as some members have fulfilled their terms. Brent has been approached by Direct Members who have interest in volunteering. The discussion prompted the need for a review of the By-laws and the (re)development of an Officers Guide that many of the long-standing Board members were aware had been used in the past but most of the new people have not seen. Polo shirt were passed out to those attending Hill Day and the meeting was adjourned by 3pm.

Respectfully submitted,  
*Jeff Smid*  
Jeff Smid, Secretary

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## Iowa Automotive Recyclers Board of Directors Meeting Teleconference, February 7, 2013

Members present: Brent Nugent, Sue Schauls, David Hesmer, Mike Swift, Jodi Kunde, Tracy Hurst, Tom Quandt, Mike Waterbury, Brad Osborn, Andy Wilken and Tom Snyder.

President Brent Nugent called the meeting to order at 5:05 p.m.

**New Business:** By-Laws – Sue said the by-laws were discussed at last month's meeting and a review is needed for board membership and filling vacancies. Some clarification is needed on these by-laws as there was some discussion on number of missed meetings and the procedure to get back into good standing as a board member. It was decided Sue would get a new packet together with the by-laws and send it to all board members so we are all on the same page for procedures and policies. To help that process, David, Jodi and Tracy will send Sue what information that have so she can put this new document together.

**Member Contact** – Sue suggested the board members divide the IAR direct members so that individual contacts can be made regularly to keep them informed of legislative activity and other information. The board thought this would be a good way to keep the membership involved and updated.

**Summer Outing** – Sue reported the Nugents are busy making arrangements for the 2013 Summer Outing and are working on a theme. Sue went over the agenda which met with the board's approval. She also said she has sent the first mailer to the vendors.

**Old Business:** Newsletter/Who's Who – Sue reported that Ackley Publishing will be taking over the printing of the newsletter and their first edition will be the March-April newsletter. Ads will be submitted directly to Sue. Sue is working on the Who's Who. She plans to run memorials in both the newsletter and Who's Who for Janice Davidson and Lyle Rayevich.

**Board Members** – Brent asked about new board members and said he has 2 names of potential new members. After some discussion, it was decided that further decisions on this matter will be put on the

agenda to be made during March's meeting so that new members can then be invited to the face-to-face meeting in April.

**Upcoming Meetings:** Teleconference call on March 7, 2013 at 5 p.m. Face-to-face meeting on April 11, 2013 at 1:00 p.m. in Waterloo. Teleconference call on May 9, 2013 at 5:00 p.m. Summer Outing on May 31-June 1, 2013 in Maquoketa. Teleconference call on June 6, 2013 at 5:00 p.m.

Jodi made a motion to adjourn with a 2<sup>nd</sup> from David; meeting was adjourned at 5:48 p.m.

Respectfully submitted,  
*Jeff Smid*  
Jeff Smid, Secretary



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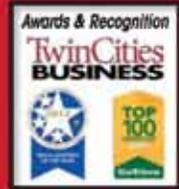


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## Iowa Automotive Recyclers HILL DAY 2013

Congratulations to the Iowa Automotive Recyclers Association for a successful second annual Capitol Hill Day! While more participation is always welcome and something we will strive for next year, our crew pulled their weight and made all the necessary rounds. Our delegation represented the association well and portrayed an image of statewide organization, competence and strength.

The 7 to 9 a.m. coffee and donut legislative breakfast had all the right politicians stop in. El Presidente Brent Nugent was there to introduce new Senate transportation committee chair Todd Bowman. Senator Bowman lives in Brent's district and we supported him during the campaign season. He is doing a fine job as head of the committee which is one of the most non-partisan on the capitol. He looks for compromise which is the only way to really move things forward and get things done. I can say we have a friend in Todd. Recently I had the chance to spend an hour of quality time (bellied up) with Todd where I was able to fill him in on some legislative history as I've been working with the transportation committee for 17 years now. Tim Kapucian, the ranking member on transportation also stopped in to the breakfast. He's a reasonable senator and well-suited for the transportation committee. Having enjoyed a few smoking breaks with Senator Kapucian I can say he's a real down to earth guy.

For the second year in a row Representative Josh Byrnes paid a visit, this time as chairman of the House transportation committee. He has become a real leader in the house having a keen understanding of our state's transportation infrastructure needs and

works well with transportation ranking member Jim Lykam who also spent the morning with us. Lykam has years of experience on the committee and works well across the political aisle. Most of the members of the transportation committees stopped in for coffee and visited with IAR board members. House Public Safety committee chair, Clel Baudler paid a visit and we thanked him for his help with our exclusion language in last year's scrap metal theft bill. There are too many legislators that visited with us to name individually and our thanks go out to all that stopped by to say hello and ask about the automotive recycling industry.



The rest of the day was interspersed with leadership meetings where our executive director Sue Schauls, board members and delegates were warmly greeted by the top dogs of our Iowa legislature. In each of the meetings we talked about our association's 50 plus years of organization, our success in political action fundraising, progress with our I-CARE program, industry regulations and enforcement issues with non-licensed "interlopers." We may have

called them worse names. Our ask this year was that our individual members benefit from any commercial property tax relief coming through the legislature.

Our first meeting was with new Senate minority leader, Bill Dix who took over the republican reigns from Jerry Behn who we met last year. Dix was gracious and listened to our piece before giving his prognosis on the unfolding legislative session. As senate minority leader his job is to try to keep the majority in check.

Continued on page 18...

# Hill Day 2013

## Iowa Auto Recyclers at the Capitol



I am so glad I attended Hill Days this year. It was a great experience and I will not miss another one. I was skeptical about going at first because I know very little about politics. It is all new to me. But I found that they are all normal people like you and me and most had a salvage yard experience themselves. They listened to what we had to say. I would encourage everyone to attend this event next year as it very important for our industry. *Eric Piper, Spilman Auto Parts*

# Hill Day 2013

## Iowa Auto Recyclers at the Capitol



## Iowa Automotive Recyclers HILL DAY 2013

Next we met with Senate Majority Leader Mike Gronstal who invited us into his office on the third floor of the Capitol behind the senate chamber. A great story teller, he told us how he pieced together a car for his daughter using recycled parts and his negotiations with insurance. He gave a pretty detailed explanation of the property tax relief proposals that would be discussed over the course of the session. Of course, he's pushing the senate democrat plan over the governor's plan and that of the house republicans. If there's going to be any commercial property tax relief it will have to be a compromise and the three plans are very different from one another. This session will end when Gronstal, the Governor and the Speaker of the House Paulsen strike compromise deals.

We met with House minority leader Kevin McCarthy who incidentally has quite a few auto recyclers in his district which is the southeast side of Des Moines. We focused a little more on enforcement issues with him as he once worked in the Attorney Generals office, Polk County Attorneys office and because his dad is the Polk County Sheriff. He understands enforcement.

Our last leadership meeting was with the Speaker of the House Kraig Paulsen. Majority Leader Linda Upmeyer couldn't attend as she was at a memorial service for a helicopter crew that tragically went down in her district. She did have her top staffer in the meeting. We talked about our overhead costs and how we are put at a competitive disadvantage where unlicensed salvage buyers are able to purchase salvage vehicles at auction without a license and our need for better enforcement of current laws on the books. Jorge Conforme from LKQ did a great job explaining some of the problems the in-

dustry has faced across the nation from people engaged in illegal transactions and the affect that has on legitimate operators doing business the right way. I made the point that our industry is highly regulated and that enforcement appears more focused on us, licensed operators, than on those unlicensed people skirting the law.

We explained to him that our membership is comprised of mostly family run businesses that employ anywhere from five to thirty-five employees, do between one to five million dollars of business a year and are generally zoned commercial industrial. We explained how the industry is technologically advanced and that our trade is national and sometimes international in scope. We asked that our industry benefit in any compromise on commercial property tax relief. Speaker Paulsen listened intently and gave his prognosis of the session and property tax relief.

What we didn't get in any of our meetings was a promise. I didn't expect any. We have a very ideologically divided legislature. While our state is one of the top four in the nation as far as our budget goes, close to one billion dollar general fund ending balance and unemployment of less than 5%, those in power have different approaches to education,

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# E

healthcare, property taxes, local governments' ability to tax, and our states' infrastructure needs. Compromise doesn't come easily and two months into the session there has been little movement. The feeling among the lobby is that this will be a long session. Much of the legislation currently moving in one chamber will die in the other. The number of bills filed is down and many are symbolic nods to constituents that will never become law.



Our association is currently working with the DOT as they propose changes to our titling laws which would require us to title vehicles within 15 days from the time of acquisition rather than the current 30 days. Our Hill Day delegation met with the DOT between leadership meetings and outlined the issues with the proposed change. We see a problem in that 15 days doesn't give us enough time to make sure liens are released and titles procured from out of state purchases. We are currently waiting for amendment language from the DOT which will determine whether we will support or oppose the proposal. Key legislators have been notified that we need to be ok with an amendment for the proposal to advance.

Our efforts during the campaign season and through our Hill Day give us the ability to speak for our industry as a strong special interest. I am confident that our opinions matter to those that represent us and we have developed good relationships with those decision makers that directly affect our businesses.

Through this session and in the interim we need to reach out to our individual legislators and form stronger relationships.

***Everyone needs to meet their legislators. Invite them over to your yards on a weekend and let them know the challenges you face.***

Attend one of their coffees or community outreach events. Stay involved with the association. Support our board and director as they are truly motivated as advocates for the automotive recycling industry. Congratulations on a successful and effective IAR Hill Day.

Respectfully,  
Jim Piazza Jr.



## 2013 Project with Northwest Community College

### Charitable Chariots

**Charitable Chariots** has been donating vehicles to charity for 4 years now and had a 1996 GEO Prism ready for donation this past December. In the works right now is the Venture van, a 1997 Plymouth Breeze, and a 1993 Ford Contour.

Vehicles for the project are given to NCC from the general public. Lyle Kuiper, A local businessman, said this about the project, "It's a wonderful way to support the community." Lyle has provided two vehicles to the project including the venture van. Donors receive a tax deduction and NCC students gain training and knowledge by repairing the vehicles. The community benefits as well when the vehicle is donated to charity.

Each vehicle is: inspected for safe return to the highway; receives a complete maintenance overhaul with fluids, filters, tune-up, battery, and other miscellaneous consumable parts; then repaired when necessary with brakes, suspension, exhaust, tires, and major worn systems. Iowa Automotive Recyclers members graciously provide parts for the repairs and donations for the maintenance overhaul.

We at NCC are very happy that our relationship with IAR will continue for another year and together we can provide a life-changing gift to the community.

The basic service package will be supported by the Decorate-a-Table-for-Education event at the IAR Summer Outing 2012 in Waterloo. Additional funds will be through the charity auction that supports the Charitable

Chariots Program, the IAR scholarship fund and the

**The vehicle is then donated to a recipient in need of transportation.**

PAC fund. Of course volunteers also send in contributions to Sue Schauls, IAR Executive Director, at 2214 Regal Avenue, Waterloo, Iowa 50702 – and also **ship**

**parts directly** to the Charitable Chariots Program at Northwest Community College after speaking directly with the program coordinator Steven Youngs at 712-324-5061 or by email [Steven Youngs](mailto:syoungs@nwicc.edu) [syoungs@nwicc.edu](mailto:syoungs@nwicc.edu).



**Please verify parts donation with Steven prior to shipping! We don't want him to have to sell extra parts!**

Contact Steven for a wish list of repair parts needed for the vehicle!

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## Coordinating Committee For Automotive Repair (CCAR<sup>®</sup>)

### AGM batteries – *NEVER USE CONVENTIONAL CHARGERS!*

*Submitted by Charlie Ayers, CEO CCAR*

In the early 80s I was hired by Gould battery to be one of their mobile technicians, where I was dispatched across the Chicagoland area with a van stocked with a carousel of lead acid batteries and some basic charging system diagnostic equipment and tools. As a result, I still have a soft spot in my heart for the battery industry and in particular for the technicians who install them.

Thankfully my employer was very safety-focused, and I was taught right from the very beginning the importance of wearing safety glasses, synthetic clothing (battery acid loves to eat cotton), as well as how to connect the equipment (and jumper cables) to lessen the likelihood of creating any sparks. During my tenure I never had a battery blow-up on me -- but I was called to the scene of more than one vehicle that had already experienced an exploded battery.

An **absorbed glass mat** battery has the electrolyte absorbed in a fiber-glass mat separator.

A **gel cell** has the electrolyte mixed with silica dust to form an immobilized gel.

While attending an AMRA/MAP technical committee meeting, I sat in on a presentation on **Absorbed Glass Mat (AGM) batteries**. What I learned is that AGM batteries are being installed by many OEMs as original equipment. While they offer many benefits (to the vehicle owner in particular) they also present some inherent dangers for technicians.

AGM batteries are sealed and are non-spillable, meaning that they can be mounted in non-traditional locations (i.e. somewhere other than under the hood) and in non-traditional angles (i.e. not always completely horizontal). They are vibration-resistant, so in addition to finding them in vehicles they are also found in some motorcycles, ATV's, and in marine applications (note; *do not* confuse AGM's with gel-

cell batteries, which are different). So if AGM's don't have the leak hazard that traditional lead-acid batteries do, what are the dangers?

Because they are sealed units, **AGM's are inherently vulnerable to being overcharged**. Conventional lead-acid battery chargers oftentimes have outputs of 16 to 18 volts – well above the 14.4 volt maximum stipulated for the AGM design. So what's the worst-case scenario here?

Using a conventional battery charger on an AGM battery could cause severe damage to the electrolytes and premature failure to the battery. **Conventional chargers also have the potential to cause an AGM battery to literally explode** – a hazard that we never want to expose to our technicians.

Traditional lead-acid batteries and these new AGM batteries are similar in their outward appearance. Before connecting a conventional charger to a battery in a vehicle (in particular if it is located away from the engine compartment) – see if it is labeled “non-spillable”. If so, only use chargers that are designed for AGM (and/or gel-cell) batteries.



More information on this topic can be found at; [http://batteryuniversity.com/learn/article/absorbent\\_glass\\_mat\\_agm](http://batteryuniversity.com/learn/article/absorbent_glass_mat_agm)

at; [http://batteryuniversity.com/learn/article/absorbent\\_glass\\_mat\\_agm](http://batteryuniversity.com/learn/article/absorbent_glass_mat_agm)

*Charles E. Ayers* is the President & Chief Executive Officer of CCAR and often blogs about new technical issues and information in the automotive industry with a particular eye toward safety and environmental aspects. [www.ccar-greenlink.org](http://www.ccar-greenlink.org)



## Good New Bad News

### Man Pleads Guilty To Violation of Recycler Law

AMES, Iowa – Nov. 29, 2012 – Roger Aaron Brandenburg, 46, of Farley, entered a plea of guilty Oct. 18, 2012, in Dubuque County court to one count of operating as a motor vehicle recycler without obtaining a license from the Iowa Department of Transportation and one count of fraudulent practice in the fifth degree for underreporting the purchase price of a motor vehicle at the time of titling. The charges were a result of an investigation conducted by the Iowa DOT's Motor Vehicle Enforcement – Investigative Unit.

This case serves as reminder to all Iowans about the importance of properly reporting the purchase price of used vehicles. Any purchase price that is considerably lower than fair market value raises a red flag in the Iowa DOT's vehicle registration and titling system, and may result in an

investigation.

Iowa takes violations of the vehicle registration laws very seriously. The "fee for registration" (formerly the use tax) collected on vehicle purchases is an important revenue source for building and maintaining Iowa's highway system; violations of the law mean all highway users are shortchanged.

Illegal recycling and salvaging is another serious concern for Iowa. Not only does it negatively affect state revenue, it adversely impacts legitimate recycling businesses and is often associated with environmental problems due to improper disposal of toxic waste.

In this particular case, investigators found that Brandenburg sold 179 motor vehicles for scrap to a recycling facility in 2011. Iowa law states that a person shall not engage in the business of dismantling, scrapping, recycling or salvaging more than six vehicles subject to registration in a 12-month period without obtaining a recycler's license. For his guilty plea, Brandenburg received two years' probation, a suspended 180-day jail sentence and fine of \$2,800 (including the surcharge and court costs).

The investigation also uncovered that Brandenburg underreported the purchase price on the application for title to a 2003 Chevy Silverado. Brandenburg stated a purchase price of \$2,000, when he actually paid \$4,800. By underreporting the purchase price, Brandenburg evaded \$140 in fees for registration. Iowa law states that a person who willfully makes a false statement in regards to a purchase price is guilty of a fraudulent practice. By entering a guilty plea to this charge, Brandenburg was ordered to pay \$140 in restitution, as well as pay an additional fine, surcharge and court costs totaling \$455.

Media contact:

Mike Athey, [515-237-3217](tel:515-237-3217) or [michael.athey@dot.iowa.gov](mailto:michael.athey@dot.iowa.gov)

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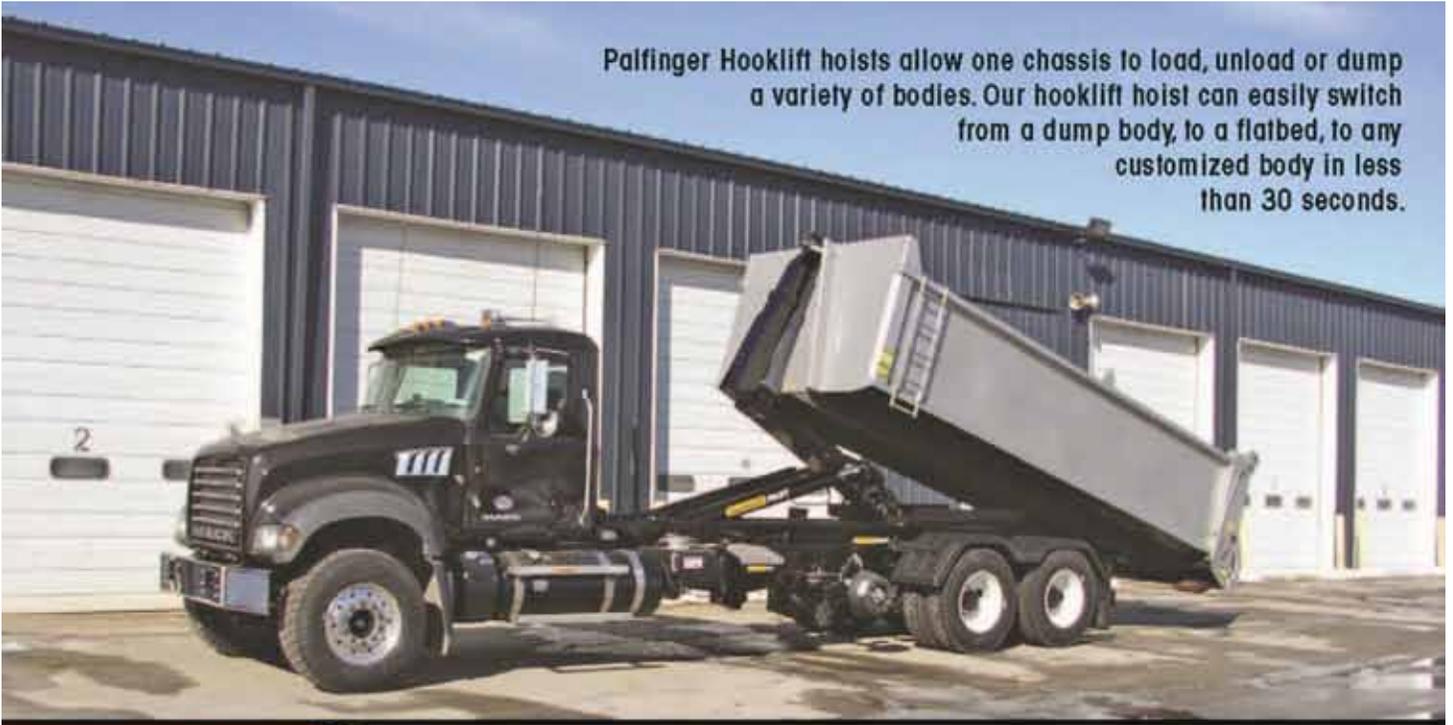
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EZ Crusher.....	320-274-3594
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Holiday Wrecker Service, Inc.....	319-351-9091
Hollander.....	763-553-0644
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Speedometer Repair Guy, LLC.....	507-429-4489
The Locator Magazine.....	712-458-2213
United Milwaukee Scrap LLC.....	952-882-0880
Ward Enterprises.....	641-477-8334
Washer Systems of Iowa.....	515-289-1844
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## Iowa Automotive Recyclers - Scholarship Fund

I/We wish to encourage automotive recyclers' family members to pursue their post high school education by making a gift of \$\_\_\_\_\_ to the IAR Scholarship Fund.

Your gift may be mailed to

IAR SCHOLARSHIP COMMITTEE  
ATTN: JODI KUNDE  
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DUBUQUE IA 52001

# Iowa Automotive Recyclers Summer Outing AGENDA

May 31 – June 1, 2013

Jackson County Fairgrounds & Nugent Auto Sales, Inc.  
Maquoketa, Iowa

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**TRADE SHOW OPEN Friday 6:30-9:30 pm**

*Friday after party meet & greet at FAIRGROUNDS*

---

**SATURDAY**

**8:30-9:15 Registration & Breakfast**

**9:00 IAR Members Meeting & Election of Officers**

**9:30 Hollander and HollanderParts.com Update!**  
Kirk Monger

**10:30 What's New with CAR-PART.com**  
Drew Van Devender – Car-Part.com

---

**TRADE SHOW & LUNCH**

**Saturday 11:30 am – 2:30 pm**

*Shuttle Bus to Nugent Auto Sales from Fairgrounds & Hotels every 30 minutes*

**3:00 Equipment Demonstrations -- Crush Off!**

Facility Tour at Precision Metal Wash (PMW) parts washer manufacturing facility

**4:00 – 6:00 Beach Volleyball Tournament**

**5:30 Nugent Auto Sales - Yard Tour & Steak Fry Dinner with PAC Auction & Band to follow**

*Sponsored by the Nugent family*

*Camping is available at the fairgrounds and/or campgrounds in Maquoketa!*

## Hotel Reservation

Centerstone Inn & Suites – 1910 Nairn Drive– Maquoketa, Iowa 563-652-0222  
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Maquoketa Inns and Suites - 1019 W Platt St, Maquoketa 563-652-6888  
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**Maquoketa, Iowa – May 31 – June 1, 2013 – Jackson County Fairgrounds**

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Additional attendee Name: \_\_\_\_\_

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*PLEASE send a half page company profile to run in advertising & the newsletter by April 20th.*

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Friday Appreciation dinner for Vendors – Sponsored by Iowa Auto Recyclers  
Saturday Steak Fry Dinner & Dance - Sponsored by Nugent Auto Sales & Salvage

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

**TRADE SHOW Friday 6:30-9:30 pm & Saturday 11:30- 2:30 pm**

*Venue Information:*

**Jackson County Fair Grounds**  
1212 E Quarry St, Maquoketa, IA 52060  
**Vendor Set up Friday by 6:30 pm**  
*(Vendor dinner served at 6:00 pm)*

Booth is 10x10 with one draped table with two chairs. Electricity & WiFi is included. Meals are included with Booth fee or Sponsorship. *Large equipment display at Nugent's on Saturday and/or outdoors at Fairgrounds, PLENTY OF ROOM!*

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# Next Era in Catalytic Converter Recycling

Submitted by Legend Smelting

Over the last thirty years, **Legend Smelting and Recycling** has been acquiring as well as processing catalytic converters. As stated by Charles Darwin, "It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change". In relation, change is an inevitable attribute that is applicable to the maintenance of a successful business. Therefore, at the beginning of 2013, Legend Smelting will be making modifications that pertain to the purchasing strategies of catalytic converters. Nevertheless, I initially desire to share how this industry began, and how this industry has evolved thus far.

Thirty years ago, the industry used a compressed pricing structure in order to entice wrecking yards to save all of their catalytic converters for recycling. While certain converters commanded prices higher than their net value, others were lower than their total value. The previously stated tactic was utilized in order to discourage auto recyclers from strictly assembling valuable converters.

Moreover, in the early days, the shipments of the precious metals were financially lower in cost and the infrastructures of the low grade substrate collections were new in development as well as refiners necessitating the need for stock volume.

*"It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change."*

**Charles Darwin**

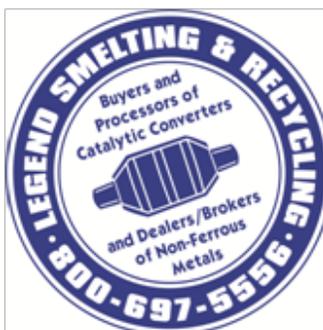
As time lapsed, the E.P.A. increased its standards on smog emissions and the shipments of the popular metals increased within the business of converters. The usage of particular metals evolved as a result of the demand, the necessity of performance, and the cost of the various metals (ex. platinum, palladium, rhodium) that were embedded within the converters. Extraordinarily, rhodium hit a high of \$10,000 per ounce and marked a historic expansion in the catalytic converter industry.

Furthermore, as the industry grows, the competition increases as well. The shared knowledge of converter values instigated a cherry-picking mentality, conse-

quently collectors originated and dissected converter stockpiles to sell off to different processors. Unfortunately, the previously mentioned technique failed to work sufficiently for processors that use an element of converter averaging in their pricing structure. Therefore, refiners that unsuccessfully processed specific converters with profitably began reselling entire converters back into the market. In essence, Legend Smelting and Recycling calls for a revolution in the world of catalytic converters.

As of January 1<sup>st</sup>, Legend Smelting and Recycling will be using its knowledge of converter values to establish, to expand and to restructure converter categories along with pricing on the basis of individual values. We can use converter part numbers, extensive current, as well as ongoing assaying in our lab to establish pricing. Selected converters will possibly be paired with converters that were purchased in separate categories prior to the 2013 alterations. The new categories will shrink the disparity in values between individual converters in their assigned categories and will close the ability for "cherry-picking". Elimination of

the "shell game" on the street will generate further balance as well as equality within the industry. With this understanding, if a seller is quoted a price that is too good to be true, then it probably is too good to be true. We believe that individuals that continue to attempt beating the system



will plausibly emerge holding an assortment of converters that they may only be able to sell at a loss.

We believe this change will be for the betterment of the industry, and we are ready to help in any way to facilitate this change and transition into the new era with our customers.

**Legend Smelting and Recycling Inc.**

## Automotive Recycles Association

**ARA Updates****ARA and Alteso Group to Provide Solution to Inventory Needs**

The Automotive Recyclers Association (ARA) officially announced that its subsidiary, ARA Product Services LLC has reached an agreement with Alteso Group of Companies (Langhorne, PA) to provide ARA members and ARA affiliated state organization members a robust online auction platform for the efficient procurement of motor vehicles.

ARA has seized this opportunity to ultimately increase members' revenue stream, lower operation costs and reduce the number of vehicles being exported. The agreement between the two organizations also provides members access to other critical cost-effective technologies for transportation and financial services. "We're excited to announce this agreement with the Alteso," said Chris Wright, President of the Automotive Recyclers Association. "Their expert leadership team possesses the ability to tap into extensive resources to provide for the acquisition of vehicles, and we look forward to the opportunities this partnership will bring to ARA and our members."

The increasingly competitive landscape of today's vehicle remarketing industry has propelled ARA to identify for its global membership innovative ways to access and leverage their buying power. Through the agreement between ARA Product Services LLC with Alteso, ARA has multiple options within the platform to address opportunities with various insurance companies, wholesalers, fleets, franchise dealers and others in a manner that significantly changes the means by which members' vehicle acquisition demands can be met.

"After a thorough process, Alteso was selected to deliver the best solution for ARA members' salvage acquisition concerns," said Michael E. Wilson, CEO of the Automotive Recyclers Association. "We look forward to this successful partnership with Alteso to provide professional automotive recyclers with an extensive portal through which members can acquire inventory in an efficient and cost effective manner."

Reprinted with permission from ARA

## Iowa Automotive Recyclers

**In Memoriam****Lyle Rayevich**

Lyle Rayevich owned and operated **Lyle's Auto Salvage, Inc. in Oto, Iowa** from the early 1970's until the present, where he met many friends and enjoyed helping them find the parts they were looking for. Lyle loved working alongside his family including wife, Judy and son Kevin.

Lyle worked at Westendorf Manufacturing in Smith-



land and then in Onawa, for various area farmers, as well as several other jobs following high school graduation and his military service before joining the auto recycling industry.

He was a proud IAR member and the current mayor of Oto! Lyle J. Rayevich,

71, of Oto, Iowa, passed away on November 28, 2012 at Creighton University Medical Center.

**Janice Davidson**

Janice Davidson, of Don's Auto & Truck Salvage and the wife of Bruce Davidson was often at the auction working alongside family and friends.

Janice joined the family business of Don's Auto & Truck Salvage is located at 1500 SE 30<sup>th</sup> Street in Des Moines, Iowa.



Janice loved spending time with her family, gardening, camping, and volunteering for her church as well as for Hope Ministries.

She passed away on January 24, 2013 at 51 years old.

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