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- Stormwater Mgr
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# Recyclers News Press

Iowa Auto Recyclers

July / August 2018

## No Tariff on Used Auto Parts

*"On June 29, the Auto Care Association urged the Trump administration to consider the severity of unintended consequences that may ensue by imposing tariffs on imported autos and auto parts, including the negative impact it would have on not only both the U.S. automotive industry and the jobs created by these imports, but also the U.S. economy at large."* **No mention was made of the used auto parts affect.**

Continued on page 16...



## Scholarship Recipients 2018

As always, the Scholarship Auction was another fun-filled success at the 2018 Summer Outing! Thank you so much to all those who donated items and purchased at the auction. Hats off to our energetic Auctioneer Bob Boettger. We are lucky to have him help us out for this special cause.

Continued on page 8...

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



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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.

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[snyder@iowatelecom.net](mailto:snyder@iowatelecom.net)

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

# Iowa DOT Makes Staff Changes

## New Director Named

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)

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

June 2018—Des Moines—

Mike Athey, Director, Bureau of Investigation & Identity Protection, Motor Vehicle Division, Iowa Dept. of Transportation retired on May 31, 2018 after over 30 years with the DOT.



Also, Andy Lewis, formerly with the Office of Vehicle and Motor Carrier Services has transferred to Traffic Operations within the DOT Highway Division.

On June 27, **Ryan Ridout**, became the Director of the Bureau of Investigation and Identity Protection, after having served as the Deputy Director since 2017. Ryan has been with the DOT for 15 years and the Iowa auto Recyclers looks forward to working with Ryan in his new position in the coming years.



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## 2018 Board of Directors Elected Iowa Automotive Recyclers

Welcome to the newly elected Iowa Automotive Recyclers Board of Directors. A new Board of Director Officer was elected at the recent Summer Outing in Okoboji, Iowa.

**Eric Piper**, of Spilman Auto Parts in Bloomfield, was elected **President** after serving as Vice President for the past two years. **Pat Roof**, from Pat's Auto Salvage in Waterloo, was elected as **Vice President**. Pat has served on the Board for several years. And staying on in service is **Joel McCaw**, Ace Auto Recyclers in Iowa City, as **Treasurer** and **Jeff Smid**, Jeff Smid Auto Inc in Davenport, as **Secretary**. Both Joel and Jeff have served well in the capacity for many years.

Welcome new Board of Directors, **Ermin Alagic** from Aikey's Auto Salvage in Cedar Falls, **Mark Kaczor** from KAR Parts, LLC in Garner, and officially electing **Dereck VonDerBrink** from Lems Auto Recyclers in Doon who has been serving as a volunteer over the past year and **Jeremy Brevard** from Waterloo Auto Parts. *Welcome & Thank you for volunteering.*

Thank you to **Mike Davidson** from Don's Auto & Truck salvage in Des Moines for your years of participation. We will miss your wit and straightforwardness at meetings!

Continuing service is Special Funds Manager, **Jodi Kunde** of North End Auto Wrecking in Dubuque, **Tom Quandt** from Quandt Auto Salvage in Carroll, **Eric Piper** from Piper's Auto Salvage in Bloomfield, **Jordan Barkow** from Sun Line, Inc. in Cedar Rapids, **Mike Garvin** from Vander Haag's Inc. in Des Moines.

In addition to these elected Board members active past presidents participate in Board decisions including a vote on issues and motions duly put forth for consideration.

High Country Auto  
Cherokee, IA

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

KAR Parts, LLC  
Garner, IA  
<https://garnerkarparts.com>

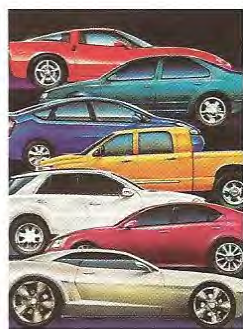
King Automotive Salvage Center  
Cedar Falls, IA  
<http://kingsalvage.com>

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

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)



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# SUE SPEAKING

From desk of the Executive Director

## Greetings Recyclers!

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)

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)

Sandhill Auto Salvage  
Tama, IA  
[www.sandhillautosalvage.com](http://www.sandhillautosalvage.com)  
Smith Auto Parts & Sales, Inc.

We had a great **SUMMER OUTING** again this year. The speaker agenda was like no other with 20 minutes sessions from 17 different presenters. We got down to business and stayed at all day. The museum events were wonderful. The collections we toured at the Vander Haag Museum and Okoboji Classic Cars were a rare treat few have had the privilege to see.

Planning for next year has already begun by the new Board of Directors under the leadership of Eric Piper as President and Pat Roof as Vice President. *Look for the 2019 date and location announcement this fall.*

The Board will also be meeting at the end of the summer to set the goals and objectives for the next two year period. Take a moment and think about what you want from your association and share those thoughts with your new Directors.

Some of the plans the association will be working on were announced at the annual event. Those include the work of the Marketing Committee that has accomplished utilizing the ARA prepared material to BE A PART OF



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# SUE SPEAKING

From desk of the Executive Director

THE MOVEMENT, an advertising campaign for promoting used auto parts as a cost savings options to consumers for car repair.

We have already drafted a website call **[www.BuyUsedAutoParts.org](http://www.BuyUsedAutoParts.org)** to direct traffic from the television and smartphone pop up advertisements to help facilitate the consumer experience.

We announced the active Hotlines NXG Iowa group project that will pay the association once 20 Iowa yards are online and trading parts. Those funds will pay for the advertising campaign that will target young adult car owners.

We also announced that **part quality and shipping standards** will be look at as an enhancement to the I-CARE Program. On Hotlines 300 engines and 400 transmission are being sourced on any given day. We want to make I-CARE standards speak out to buyers on Hotlines and say "BUY FROM IOWA BECAUSE WE HAVE GOOD PARTS" with the standards of performance to prove it.

Thanks for listening,  
Sue Schauls

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  
[SunsetBeachAutoParts.com](http://SunsetBeachAutoParts.com)

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

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  
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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)

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 Nashua  
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Yaw Auto Salvage  
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[www.yawssalvage.com](http://www.yawssalvage.com)

*Congratulations!*

**Caroline Fidler**  
**Grant Fidler**  
**Isabelle Fidler**  
**Sadie Sandbulte**  
**Bailey Scheuermann**  
**Isaac Van Beek**  
**Cole White**  
**Cameron Wilson**  
**Taylor Wright**

*Congratulations!*





# 60th Anniversary Event in Okoboji

## Summer Outing 2018



THANK YOU for Attending.....





# 60th Anniversary Event in Okoboji

Summer Outing 2018



*Thank you!*

*For the Museum Receptions  
Sponsorships*

*Thank you!*







# 60th Anniversary Event in Okoboji

Summer Outing 2018

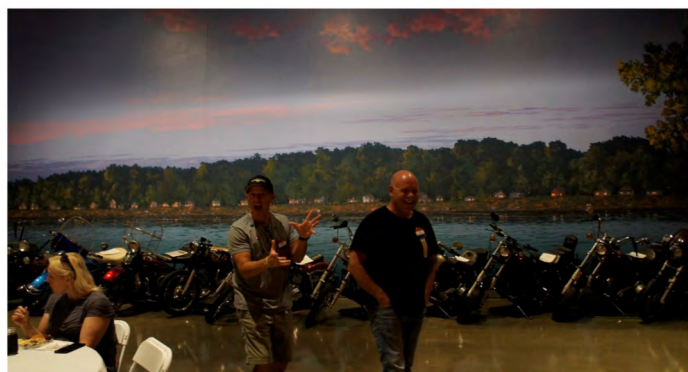


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# 60th Anniversary Event in Okoboji

Summer Outing 2018



## Copart

You have to get up pretty early in the morning to keep up with the Iowa Auto Recyclers! As the first speaker of the day, I was delighted to have a crowd to present to at 8am, and everyone had great questions and feedback throughout the show. Copart tool help the early bird get the worm.

## ADD

NMVTIS is being used by states as a double check. Be sure to report correctly and don't be too quick to amend a report unless it is truly wrong or you may be assisting a clone vehicle thru the titling process.



## RAS Core

TAKE ACTION! Many Iowa recyclers have jumped on board the Recall program. Thanks for the opportunity to address such an esteemed group.

## *From the desk of the* RECALL GUY

We are proud to announce that Ford Motor Company has joined the RAS Takata Airbag Recovery Program for Auto Recyclers. Ford, Lincoln, and Mercury models affected are part of the program. There are approximately **3.5M air bags** represented in the Ford Air Bag Recovery Program. Ford has also put a bounty on the exceedingly dangerous 2006 Ranger Airbags.

Feel free to call me with any questions. #yankthatbag

*Paul*

PS – have you checked your VIN lately? Your family and friends?  
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# THANK YOU SPEAKERS!

# 60th Anniversary Event in Okobojo

## Summer Outing 2018



### Buddy Automotive

The power of smart buying is at your fingers tips with Bid Buddy. The industry thrives on data utilization so don't shoot from hip when you have access to the buying tools to make smarter acquisitions on vehicles with existing demand.

Inventory Buddy auto look up in RAS and NHTSA for recalled air bags keep bad bags out the market.

### Hotlines

Sell more parts with Hotlines NXG! The HotShipper savings only enhance the program. When Iowa Auto Recyclers sell more parts on Hotlines! To more yards and more trading partners then everyone wins, buyers, sellers and the association.



### Legend Smelting & Recycling

Ask the right questions! Legend Smelting & Recycling is an industry leader with expertise beyond the local "cherry picker" when it comes to converter value and getting the best return on the product consistently. We are proud to be supporting the Iowa Automotive Recyclers.



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# 60th Anniversary Event in Okobojo

Summer Outing 2018



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# 60th Anniversary Event in Okobojo

## Summer Outing 2018



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### UPS

Best shipping practices to avoid delays, damage, and adjustments on your invoice is make sure the box you ship in the smallest size to fit the part, use at least one inch cushion on all sides, and measure the box dimensions and enter on the shipping screen. Also, use a new box if possible; if reusing a box, make sure you remove all old labels.

## THANK YOU SPEAKERS!

**A Special THANK YOU to special sponsors too!**

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# No Tariff on Used Auto Parts

## Already in the Marketplace

### Associate Members of IAR

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

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

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

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

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

In comments submitted to the government, the association explained that the auto care industry's "ability to source parts... keeps vehicle repair and maintenance costs affordable for working families."<sup>1</sup> **No mention was made of used auto parts as an alternative product that lifts the U.S. economy, supports environmental goals for reduced pollution from new product creation and transportation emissions nor the value-added benefit to consumers in car repair.**

'The association's comments further explained that "the availability of affordable high-quality parts from foreign sources creates thousands of jobs that might be threatened should the Trump administration move forward with a tariff on vehicles and vehicle parts."

Included in the comments was a recent economic study completed for the Auto Care Association by John Dunham and Associates, which found that a 25 percent tariff on imported auto parts could cause a reduction of 17,800 jobs in the auto parts manufacturing sector, resulting in \$1.4 billion in lost wages. The study further predicts that 6,800 jobs would be lost by

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# No Tariff on Used Auto Parts

## Already in the Marketplace

vehicle repair shops... These are mostly small family-owned businesses that would suffer severe economic harm should a 25 percent tariff be levied on autos and auto parts.<sup>1</sup> READ The story at <https://autobodynews.com>.

**The commissioned study may not be *inaccurate* but it is certainly bias by not including the “Used Auto Parts Affect” and the impact sourcing domestic used auto parts would have on reducing the predicted scarcity.**

The threat or promise of tariff is creating an uncertain business environment. This uncertainty is also an unprecedented opportunity for automotive recyclers to reach out to your repair shop customers with a message. The message is **OFFER USED AUTO PART OPTIONS ON ALL QUOTES** to build consumer confidence in car repair in an era of uncertainty.

The oversight reminds me of the story John C Vander Haag tells about an era long ago when a man from the government or “G Man” came out to his yard to justify stopping used auto parts sales so that more metal could go to the war effort. John immediately told the fellow “No Sir!” And explained that used auto parts were more important than ever to give the people low cost options to keep their cars running. As well as helping folks to not be affected by the parts scarcity that would inevitably follow when manufacturers were tied up in wartime production. The story goes that Mr. Vander Haag then proceeded to give that G Man a swift kick in the, well, let’s just say that those were days of action and not of figuratively speaking...

Today should also be a time of action. Send a letter to repair shops, both customers and non-customers including dealerships, to tell them that automotive recycling is still here providing used auto parts for affordable car repair options.

Reference: <https://autobodynews.com/index>.

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# Industry News

from the Automotive Recyclers Association

## ARA Responds to General Motors Ban on Recycled Bumpers

ARA issued a press release on June 15 calling a recent position statement by General Motors (GM), in which the automobile manufacturer bans the use of aftermarket, reconditioned, or salvage Bumpers/Fascias on vehicles equipped with advanced driver assistance systems (ADAS), a disservice to consumers. GM references the company's commitment to safety and says that such parts might have "different material specifications than what was designed, tested and validated for use with ADAS." "The fact is," said ARA Interim CEO Sandy Blalock, "the genuine, original equipment manufacturer (OEM) recycled parts that ARA members sell are the very same parts manufactured by General Motors. They are genuine GM parts, designed by GM and built to meet their requirements for fit, finish, durability, reliability and safety. For the company to effectively ban the reutilization of their own parts speaks not to a commitment to safety, but rather a commitment to forcing lower-cost alternative parts out of the market." Following the GM action, Honda updated

its position statement on June 21 regarding the repair of vehicles with ADAS to state that using anything other than an OEM part for windshield and grill repairs would put the vehicle at risk. These are just the latest examples of auto manufacturers' taking aggressive steps to monopolize their market share. ARA continues to dialogue with stakeholders in the federal government and broader repair industry to build support for holding automakers accountable for their actions, and to promote the automotive recycling industry's important role in a fair and competitive repair market.



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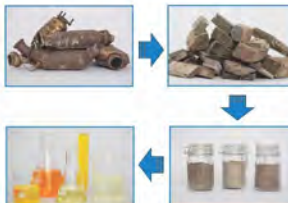
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