



Recyclers News Press

Iowa Auto Recyclers

November / December 2016

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Routing Slip

- Owner(s)
- Manager(s)
- Safety Supervisor
- Environmental Mgr
- Stormwater Mgr
- Bookkeeper



End of Good Year for Mike Swift

Mike Swift passed the gavel to RD Hopper at the recent Automotive Recyclers Association (ARA) convention. It was a good year for Mike Swift. In his final speech as ARA President he mentioned the good people that became friends and the volume of information that he

absorbed. True to form, Mike encouraged all auto recyclers to get involved in the associations, confident that "you get more than you give" in knowledge and experience. Swift's year was a huge success with the milestone legislation

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Iowa Auto Recyclers Hill Day 2017

SAVE-THE-DATE for Iowa Auto Recyclers Hill Day in Des Moines on [Wednesday, February 8, 2017](#) from 7 am to 9 am in the Legislative Dining Room at the state capitol.

www.iowaAutomotiveRecyclers.com

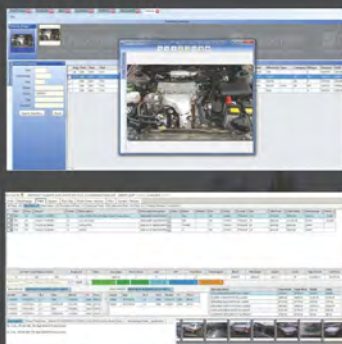
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Recyclers News Press

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

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

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

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Iowa Automotive Recyclers Board of Directors Meeting September 21, 2016—Des Moines

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Iowa City, IA
www.AceAutoRecyclers.com

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

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

Airline Auto Parts
Waterloo, IA
www.airlineautopartsinc.com

AWE Auto Service
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www.awesalvage.com

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

Burlington Recycling & Auto Parts
Burlington, IA
burlingtonrecyclingandautoparts.com

Charlie Brown Auto, Ltd.
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www.CBAutoLtd.com

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

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

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

Members present: Brad Osborn, Eric Piper, Joel McCaw, Andy Wilken, Clyde Lems, Mike Davidson, Dave Hesmer, Tom Snyder, Mike Waterbury, Pat Roof, Mike Garvin, Eric Piper, Mike Swift and Jodi Kunde, Sue Schauls and Jim Piazza Jr.

Raffle Drawing

Dave Reardon from ADA (Auto Damage Appraisers) in North Liberty won the Gun Raffle. Board Member Jordan Barkow sold the winning ticket. Dave was very happy to be the winner and has been a long-time supporter of used auto parts and auto recycling. His father is in the auto recycling business and he once was the employer of our own Vice President Eric Piper as a young man!

Legislative Initiative

The Board was presented with an overview of a bill draft that would ask to implement an Iowa NMVTIS system and establish the requirement for using an NMVTIS number (or other identification) for the purpose of acquiring salvage in Iowa. An Iowa NMVTIS system would allow free unlimited reporting and look up to all licensed recyclers.

Vendor Presentation

Dan Miller, Legend Smelting & Recycling, made a presentation on evaluation of catalytic converters. Dan presented the material from the summer outing with the powerpoint that had technical difficulties in June. The catalytic converter market has had some nefarious activity and Dan assisted the Board in determining professional evaluation processes and payment expectations. The Board of Director Members also donated catalytic converter to the Iowa Auto Recyclers to kick off the upcoming fundraiser event. The donations amounted to \$420 paid to IAR. *The association is running a series of fundraisers as a means to continue to fund the scholarship program and to keep from raising dues while the industry struggles with the metal market meltdown.*

Other Business

Vendor information was presented prior to convening the meeting.



SUE SPEAKING

From desk of the Executive Director

The end of another year is upon us. It has been an eventful year for auto recycling and for auto recycling in Iowa. We had the pleasure of being the "first family" during Mike Swift's tenure as ARA President. ARA had a significant law passed gaining access to recall data. At home, we passed the Iowa NMVTIS and vehicle purchase without title by licensed recyclers law in 2015 and pounded out the details of the rule in 2016. That set us up for more legislative action in 2017.

The big election had impact nationally and locally too. We will meet some new freshmen legislators this year as the turnover from retirement was particularly noticeable in the last election. New faces and new leadership will make this year's outreach probably as important as the first year we converged on capital hill. We stumbled through our first Hill Day with help of our Lobbyist, Jim Piazza Jr., and the professionals from LKQ added a lot to the effort. Fast forward, we are somewhat seasoned now and much less intimidated as we approach the elected body with our endeavor to thwart illegal activity and protect consumers buying used auto parts.

Some of our members have yet to turn up for Hill Day so hopefully this will be the year to see some new faces from the membership head to Des Moines in February. Our Hill Day is strategically placed during funnel week this year so once again we will be able to use grass root efforts to lobby our request and answer questions with "boot on the ground." There is no better way than to send the "auto recycling experts" to fight the fight. No one will champion our needs but us! See you soon!

Thanks for listening,
Sue Schauls

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Marshalltown, IA
www.hogelandautoplaaza.com

Hulett & Son Auto Salvage
Creston, IA

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Davenport, IA
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Jerry Carney & Sons
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Midwest Auto Parts, Inc.
Waterloo, IA
www.mw-autoparts.com

Monson Salvage, Inc.
Lone Rock, IA



NO ONE
WILL
CHAMPION
OUR NEEDS
BUT US.

Iowa Automotive Recyclers **Hill Day**
February 8, 2017 at 7:00 a.m. Breakfast
served in Legislative Dining Room of State Capitol
with meetings to follow

Be a champion for change. Join us in Des Moines on February 7-8, 2017.
<http://www.iowaautomotiverecyclers.com/Legislative.html>

MIKE SWIFT

End of a Good Year

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www.NorthendWrecking.com

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

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

P.Q. Auto Parts
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<http://quickpickparts.com>

Pat's Auto Salvage, LLC
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www.patsautosalvage.com

Piper's Auto Salvage
Bloomfield, IA
www.PiperAutoParts.com

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

Preferred Auto Sales, Inc.
Lockridge, IA
www.preferredautosales.net

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

Sam's Riverside
Auto & Truck Parts
Des Moines, IA
www.SamsRiverSide.com

Sanborn Auto, Inc.
Sanborn, IA

passed in December 2015 that required the automakers to provide recall data to auto recyclers so that unsafe parts can be kept from the marketplace.

There is more work to be done with the acquisition and utilization of parts data. The recall data also needs to be provided to auto recyclers in batch form so that the inventory management system can integrate the data at point-of-sale.

Swift travelled to Washington D.C. repeatedly last spring to educate the stakeholders group in the processes of auto parts dismantling. The OEM's assertion that all consumers had access to recall information at www.SaferCar.gov fell far short of understanding that recalls were issued daily and checking the VIN of a vehicle upon acquisition was not meeting the needs of either the auto recycler or the consumer. Multiple recalls on single VINs is not uncommon and there must be a solution to having real time access to the information.

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MIKE SWIFT

End of a Good Year

That solution is batch data processing so that information can be flagged at point-of-sale through the inventory management systems.

The understanding of this "customer first" philosophy is also what lead ARA to ask for ALL VIN data to be released for auto recyclers usage. Access to all parts data will enhance the customers access to economical used parts options. The data is already available in other countries as well as other industries in North America.

While OEMs tout their environmental commitment by building nesting boxes for ducks from recycled battery boxes or using recycled blue jeans to make carpet they fail to see the bigger picture in closed loop recycling. The ORIGINAL RECYCLER *reuse first* model is still far superior to any other end-of-pipe repurposing program.

But other issues drive the initiative forwards as well. Consumer preference to make environmentally friendly choices must include used auto parts. It make sense on a global scale for local consumers to be able to replace a worn or broken auto part with perfect VIN match used auto parts. It is good for the local economy, good for the environment and

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MIKE SWIFT

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www.VanHornAutoParts.com

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MIKE SWIFT

End of a Good Year

good for the customer in both cost savings and availability, after all time is money! The fight will continue in the coming year with Mike Swift's support and willingness to see this paradigm shift to fruition.

The other passion Swift focused on during his reign as ARA President was the certification program at ARA and the state level affiliates too. The Certified Automotive Recyclers or CAR members set the bar for environmental and safety excellence in the industry. "The certification of the automotive recycling industry is important, it represents our to our industry partners, customers and the public at large." Mike Swift has said many times before and will say it again in the coming years.



Although his whirlwind year of travelling to meet fellow recyclers as President of ARA is over you can count on Mike Swift to continue to fight the good fight for automotive recycling and the virtues it represents.

Thank you Mike for a good year and for your commitment to auto recycling!

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www.WaterlooAutoParts.com

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www.westedgeautosalvage.com

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www.wilkenandsons.com

Wilken Auto Salvage Iowa Falls
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Wilken Auto Salvage Nashua
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Yaw Auto Salvage
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www.yawssalvage.com



Iowa Business Tax Incentives

Verify You are Getting Credits

The state of Iowa offers a number of programs providing tax credits or other incentives which can reduce taxable obligations and help increase your company's bottom line. For more information visit <http://www.iasourcelink.com/regulatory/accounting-and-taxes-for-business/iowa-business-tax-incentives>.

Business Property Tax Credit: What is the Business Property Tax Credit? The Business Property Tax Credit is part of the overall 2013 property tax reform bill that was enacted by the Iowa Legislature and signed by Governor Branstad.

What Property is Eligible for the Credit? This credit is available for certain commercial, industrial and railroad properties. The credit is applicable to individual parcels as well as "property units." One credit is available for each qualified parcel or property unit. What is a Property Unit? A property unit is a new concept specific to the credit. The law defines a property unit as contiguous parcels of the same classification that are owned by the same person, located in the same county, and operated by that person for a common use and purpose.

How can I Obtain a Credit for my Property? You must apply for the credit by completing an application form. You should contact your county or city assessor for instructions on how to obtain and complete an application form as each assessor may be handling the application process differently. You can find information on how to contact your assessor at the follow-

ing website: www.iowa-assessors.org

Pollution Control or Recycling Property Tax Exemption: Businesses making improvements to properties primarily used to control air or water pollution, **or used primarily for recycling**, may qualify for a property tax exemption. The application is filed with the Iowa Department of Natural Resources (IDNR). Download the application at https://tax.iowa.gov/sites/files/idr/forms1/54064_0.pdf

For information contact Iowa DNR for solid waste machinery and equipment information at 515.281.8176. For more information on other potential property tax credits and exemptions, see the complete list from the Iowa Department of Revenue <https://tax.iowa.gov/property-tax-credits-and-exemptions>.



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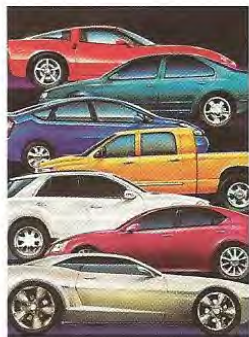


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Iowa DOT Debuts Online License Renewal Online Payment Option through ARTS System

Beginning immediately, dealers and recyclers of all types are now able to renew their licenses quickly, easily, and immediately online. The new service allows licensees to order new dealer plates and print the license credential that is required to be displayed at your place of business. Your license renewal application form will indicate whether your license may be renewed online. If you are eligible, the form will provide a personal identification number you will use — in conjunction with your license number — to log in at the website.

Where to go to renew online

<https://arts.iowadot.gov/dealerrenewallogin.aspx>

Previously, the Iowa DOT asked that each licensed recycler provide an email to DOT including their NMVTIS number in an email to DOT to help prepare for this online renewal option. Iowa Auto Recyclers provided the list to DOT so that many of our members will have online renewal as an option.



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The Iowa DOT clarified that the increase in bond for Used Car Dealers to \$75,000 for this renewal period DOES NOT mean that a Recycler now needs a bond too. Several callers to Iowa DOT have misunderstood the DOT information that was sent to all Used Car Dealers and Recyclers in the same letter to mean Recyclers now need a bond. THAT IS NOT TRUE. If you are a Recycler **only** and not a Used Car Dealer then the bond information does not apply.

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Is Cheap Insurance the Least Expensive?

Insurance professionals Offer Advice to Recyclers

Iowa Auto Recyclers asked our professional insurance members to answer some questions on getting the right policy in place.

Bill Velin (Assured Partners)

The old adage “the cheapest insurance isn’t always the least expensive” has never been more true. The ultra-competitive nature of the insurance marketplace has led to insurance companies offering coverages not offered in the past, as well as adding exclusions and limitations that take out coverages that you thought you had. The smart insurance buyer knows how to read his policy and where to look to find the coverages he or she needs to protect his business.

The policies written for today’s automotive recycling industry are particularly tricky to construct and read due to the many different and diverse exposures found in the typical recycling operation. These exposures can range from dismantling and recycling cars and trucks to the sale of new and used parts to the sale of used cars or trucks, plus U-Pull-Your-Own yards and the recycling scrap metal. These coverages all have idiosyncrasies that, if not covered properly, could mean the difference between a claim being paid or denied outright. In addition, each of these exposures have different coverages including but not limited to Property, General Liability and auto that all may contain exclusions or limitations that render your perceived coverage very restrictive or make it very broad, depending on the carrier and the policy forms.

For example, a simple property policy for a typical recycler can be a trap where you think you are covered well because most property policies are written with a coinsurance clause. If the property policy, for example, was issued with a 90% coinsurance clause, that means that the value you have your building insured for has to be at least 90% of what it would cost to REPLACE after a loss. For instance, you have your building insured for \$900,000 at 90% coinsurance. A fire damages one portion of the building and the estimate to repair it is \$300,000. AFTER the loss, the insurance company will come in and do a replacement cost calculation using a normally accepted replacement cost analysis. Let’s say, for the sake of argument, that they come up with a replacement cost of \$1,200,000. The coinsurance clause will be enforced in this case, since you were required to have the building insured for a minimum of \$1,080,000 (90% of \$1,200,000). However, you only have the building insured for \$900,000, which is 83% of what you were required to have it insured for per the



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coinsurance clause ($\$900,000 / \$1,080,000 = 83\%$). Therefore, you will receive only 83% of the \$300,000 fire loss or \$250,000 minus your deductible. You are not going to be happily insured in this case, which is a perfect example of a situation where the cheapest insurance is not always the least expensive.

Another prime example is in the garage liability section of the policy. Many recyclers perform mechanical repairs on customer vehicles. That means they could have several customer’s vehicles on their premises – sometimes overnight. This creates a “bailees exposure” for customers vehicles in your care, custody or control. If damage occurs to a customer’s vehicle, you want to be able to assure your customer that you have coverage for the damage to his vehicle. However, even though you have a garage-keepers liability policy, you do not necessarily have coverage for *your customer’s vehicle*. That is because garage-keepers liability can be written in a number of different ways – from “legal liability” which covers damage to your customers’ vehicles that you be LEGALLY OBLIGATED to pay (i.e. damage caused only by your negligence) to “direct primary coverage”, which covers just about anything that happens to a customer’s vehicle. Quite obviously, Legal Liability is much cheaper than Direct Primary. However, it may cost you much more in lost customers than you saved in premium for going with the cheaper option – especially if you are not aware of what you are buying. Again here, the cheapest option will probably turn out to be more expensive in the long run.

It is more important than ever to find an insurance agent that is willing to spend time teaching you to become a better and smarter buyer. Once you learn to be a smarter buyer, you will not only save money in the long run, but you will sleep better knowing your business is covered properly.

Is Cheap Insurance the Least Expensive?

Insurance professionals Offer Advice to Recyclers

Q: Does my certification safety program help me save money on my insurance?

Mark DuBay (Professional Solutions Insurance Services): The Absolutely! Having a documented safety program that is also implemented by your business is a critical element of your entire insurance program. When your insurance renews or when we request updated quotes on your premium, it helps to show that you are doing the right things to make safety a priority. For example, if you hold a safety meeting and have employees sign in when they attend, this document can be provided to the insurance company underwriters. It's just one way to demonstrate that a safety program is in place.

And, when the right documentation is provided for your safety program, it often results in more credits that reduce your insurance premium.

Amea (LSB Financial): Yes. Underwriting a new account for placement with the carriers who have the best rates and coverage definitely includes examining safety protocol and practice. It is an integral part of the process. An operation's safety program is also considered when looking for rate deviation or the addition of a dividend program. A good safety program can also help tell a carrier how you plan to eliminate or mitigate future loss which can help convince a

carrier to not cancel coverage if there has been loss in a policy period. A well-written and followed safety program tells your agent and the carrier that you take your trade seriously and understand the impact loss can have on a company and its assets.

Cody (Bank Iowa): The safety program can help keep your premiums down by decreasing the chances of workplace accidents. Frequency of workers compensation claims can have a great impact on the Experience Modification Factor, which is used to calculate the premium for Workers Compensation.

Q: What impact does the recent flooding have on my policy or costs?

Mark DuBay (Professional Solutions Insurance Services): The If you have a flood insurance policy with the federal government (often required if you're in a flood zone), your rates will not be affected the same as if you have a policy through a standard insurance carrier. In some cases, a flood is considered "an act of god" and your business may not be affected in terms of premium increase. Keep in mind that policies cover different things so your standard insurance would include your business vehicles and there's a flood, your coverage could be affected at renewal. There's not one set answer when it comes to flooding but I'll be happy to talk with you about available coverage options and solutions.

Amea (LSB Financial): As with any business a company will spread expenses across the board to minimize the impact to one region. With any natural disaster those cost in one way or another get spread to all of us at some point. The impact on individual rating is of course largely about location and your placement in a flood zone. Growing up in a river town I personally understand the impact flooding has on a community. I have witnessed firsthand how each flood changes the river and how the water is displaced differently each time it floods. Homes and areas that have never had water before are impacted, while areas who traditionally were underwater are minimally impacted. Every person

should visit the idea of Flood coverage with their agent. Depending on your location and history, coverage can sometimes be added at minimal cost.

Cody (Bank Iowa): Flooding doesn't have an impact on your business policy. Flood insurance is a separate insurance policy. Flood insurance is an optional coverage. If you have a loan on the property, most lenders do require the flood coverage. Without flood insurance, the cost of repairs are completely at the owner's expense.



Is Cheap Insurance the Least Expensive?

Insurance professionals Offer Advice to Recyclers

Q. What one thing do you advise clients to do to save money or get better coverage with their insurance policy?

Mark DuBay (Professional Solutions Insurance Services): The best starting point is a structured safety program (see the first question). If you're taking steps to reduce or eliminate losses and injuries, you're on the right track. Ultimately, that can mean savings because you don't have the losses or injuries and savings from reduced premiums. When you have savings, you can look at how to spend those dollars for a more comprehensive insurance program. That may mean increasing your limits so if there is a loss, your business is covering less of the out-of-pocket expense.

When it comes to saving money on your insurance – either the premium or by avoiding a loss - it's important to understand both your insurance coverage and the things you can do to manage potential losses. Our team is dedicated to working with clients on a comprehensive program that addresses both of these issues. With our Scrap & Auto Salvage Insurance Program, you can be assured that we're looking at programs that are specifically designed for your business.

Amea (LSB Financial): Transparency is key in developing a healthy relationship with your agent to make sure you are covered for all aspects of possible risk. A knowledgeable agent, who is working for you, will evaluate your needs carefully and make sure you get optimal applicable coverages at minimal premium. An agent who is given the whole picture will be able to review with you your policy and coverages and dovetail it to your needs. Each carrier packages coverages a little differently and may include coverages you would never need. A thorough policy review should be annually be your agent, and together every three years. The number one thing you can do for a chance at being placed with better companies and given better rates is good housekeeping practices. A company that is well organized and clean will have at minimum lower fire and work comp losses. Make sure all levels of your organization are vested in good housekeeping and tie those expectations into each job description. To get total buy in at all levels of an organization on any new practice you have to have 100% management commitment. Changing a current culture can be slow, but with open top-

down communication and example lead behavior it can be done.

Q: What is one thing you advise your clients to do to save money or get better coverage with a policy?

Cody (Bank Iowa): I advise my clients to re-evaluate their equipment every couple of years. Make sure they complete their audits every year. Make sure they keep detailed records, and the audit process will be smoother. It is also important to have each employee in the correct class code. For each employee, have records of regular pay, overtime pay, and third party sick pay. Hold safety meetings to help keep workplace accidents down, helping your mod factor on the workers compensation. I also go over self-insuring which means going over what the cost would be with higher deductibles. Sometimes the risk of taking on more self-insurance is worth the lower premium.



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Ten Most Stolen Cars of 2015

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4. Chevrolet Pickup (Full Size) (27,771)
5. Toyota Camry (15,466)
6. Dodge Pickup, Full Size (11,212)
7. Toyota Corolla (10,547)
8. Nissan Altima (10,374)
9. Dodge Caravan (9,798)
10. Chevrolet Impala (9,225)

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Right to Report a Work Related Injury Safety Topic

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Casualty Adjuster's Guide
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Waseca, MN
www.cagworld.com

CheckMate
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Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to ensure these conditions for America's working men and women by setting and enforcing standards, and providing training, education and assistance. For more information, visit www.osha.gov.

Under federal law, employers must provide a workplace free of known health and safety hazards. Additionally, OSHA has enacted an ANTIRETALIATION RULE that bans retaliation in the workplace for employees that report incidents of injury and illness that took place at work.

One of the goals of this recordkeeping rule is to improve the completeness and accuracy of injury and illness data collected by employers and reported to OSHA. When workers are discouraged from reporting occupational injuries and illnesses, the information gathered and reported is incomplete and inaccurate.

Employees are required to make employee aware of the new rule with the notification of the new rule due by November 10, 2016. On the next page is a poster that can be used to convey the information. Post it in an employee accessible area such as the breakroom.

Section 11(c) of the OSH Act prohibits employers from discriminating against their employees for exercising their rights under the OSH Act. These rights include filing an OSHA complaint, participating in an inspection or talking to an inspector, seeking access to employer exposure and injury records, reporting an injury, and raising a safety or health complaint with the employer. If workers have been retaliated or discriminated against for exercising their rights, they must file a complaint with OSHA within 30 days of the alleged adverse action.

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Right to Report a Work Related Injury

Employee Safety is a Team Effort

Under federal law, you are entitled to a safe workplace. Employers must provide a workplace free of known health and safety hazards. If you have concerns or injuries, you have the right to speak up **without fear of retaliation**. You have the right to report a work-related injury.

Key Points: • Promptly report all injuries, “near misses” and hazards. • You will not be “blamed” for reporting an injury or a job hazard. • Keep a constant lookout for potential hazards. • Take responsibility for your own safety.

Why report injuries? If you or a co-worker are injured at work, it's important to report it to a supervisor as soon as possible – even if the injury is minor. Sometimes, incidents occur which almost lead to injuries but don't, these are called “near misses.” It's important that you report these, too.

Here are some reasons why you should promptly report all injuries and near misses: – so you can get first aid or medical attention to prevent a minor injury from becoming infected or otherwise getting worse – so your co-workers don't get hurt as well – so we can take preventive action, such as putting a safety guard on a sharp blade or posting a “warning” sign, in order to avoid serious injuries in the future.

We care about your safety, and the safety of all of our employees. That's why it's important that we know about any unsafe conditions.

Workplace Safety is a Team Effort!

DO'S AND DON'TS of INJURY AND HAZARD REPORTING

DO:

Ask for help if you get hurt – even if the injury is minor.
Be on the constant lookout for all potential hazards.
Think about the importance of safety, on and off the job.

DON'T:

Delay reporting an injury because you think you can “handle it yourself.”
Take shortcuts or engage in unsafe work habits that result in an injury.
Forget to think about how an injury can be prevented from occurring.

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Alter Trading Corp. Acquires Behr Iron & Metal

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October 7, 2016 Recycling Today announced in an article found at <http://www.recyclingtoday.com/article/alter-trading-corp-behr-iron-metal-purchase/>

Scrap metal recycling company Alter Trading Corp., headquartered in St. Louis, has announced that it has acquired substantially all of the operating assets of Behr Iron & Metal, headquartered in Rockford, Illinois.

The purchase expands Alter's presence in the central United States, which includes 52 yards and brokerage offices in Alabama, Illinois, Iowa, Michigan, Minnesota, Mississippi, Missouri, Nebraska and Wisconsin, and furthers the company's pattern of growth through acquisition and technology investment.

The Behr operations Alter has acquired include nine metal processing facilities in Illinois, Iowa and Wisconsin, including three shredding operations and a specialty metals operation. Prior to the purchase, according to *Recycling Today's* research, Alter had 12 auto shredders, which included one idled shredder in Kearney, Nebraska.

"Behr, like Alter, has been an industry leader in the scrap metal recycling industry for more than 100 years," Rob Goldstein, chairman and CEO of Alter, says. "We share similar customer-focused cultures and long-tenured workforces that have made us each successful in the past and assure the success of this combination. We welcome the Behr employees to our team."

Jay Robinovitz, president and COO of Alter, says the purchase is a significant strategic addition to Alter. "Their geographic footprint, processing capabilities and customer base all dovetail well with Alter's existing operations," he adds. We look forward to their continued success as part of Alter."

With the purchase of Behr, Alter has 1,325 employees and operates 61 metal recycling facilities and five trading offices in eight states, along with its representative sales office in Hong Kong, China.

Alter's recent acquisitions include Wausau Scrap and Recycling Corp. (WSRC), Wausau, Wisconsin, in early 2015, and All Metals Recycling of Ottumwa, Iowa, in 2013.

Alter Trading was founded in 1898. The a privately owned, fourth-generation company is ISO 9001 and 14001 certified.



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ARA Updates

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Please Write or Call your Representative

ARA, the Automotive Recyclers Association, has been working directly with U.S. Representative Adam Kinzinger to compel the OEMs to improve access to motor vehicle information.

Legislation has been introduced that would have a very positive impact on the professional automotive recycling industry. ARA's leadership team is asking for all ARA members (*all auto recyclers!*) to help build support for the new legislation and to reach out immediately to your elected official in the U.S. House of Representatives to enlist their support for **H.R. 5967**.

The new bill would have automakers provide our industry with all part numbers and specific build sheet data, not just recalled part numbers as was enacted in December 2015.

Contact with US Representatives works best when sending information electronically through their website or via email. A sample letter is included that will convey the request to your Representative.

To find your US House of Representative Member go to <http://www.house.gov/representatives/find/>.

Enter your zip code and then continue to your Representative's website or open the envelope icon to send an email by cutting and pasting **all or part of the information** in the sample letter.

More information about the bill can be found at <https://www.congress.gov/bill/114th-congress/house-bill/5967/text>



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ARA Updates

Industry news from the national association

Dear Representative,

Please co-sponsor legislation, HR 5967 by Rep. Adam Kinzinger that will significantly help my small business in offering quality, safe and reasonably priced auto parts to consumers. The bill would provide professional automotive recyclers with important automotive part numbers so we are able to identify an exact match for customers by VIN for their vehicle service and repairs.

Your support is greatly appreciated. Please contact JT Mackey in Representative Kinzinger's office, jt.mackey@mail.house.gov, 202-225-3635 to co-sponsor this critical legislation.

Join in Co-Sponsoring Legislation to Enhance Consumer Safety and Choice by Providing Access to OEM Part Numbers throughout the Automotive Supply Chain

In November 2015, Congress passed the FAST Act that includes a provision that requires automotive manufacturers to provide OEM parts data for recalled components. It was signed into law on December 4, 2015.

Congress must now work further with the family-owned small businesses that make up the automotive recycling industry to require automakers to remove barriers so that **all** parts data is available. This legislation will keep service and repair parts affordable and safe for consumers.

The Automotive Recyclers Association (ARA) is dedicated to the efficient removal and re-utilization of genuine original equipment manufacturer (OEM) automotive parts, and the proper recycling of inoperable motor vehicles. *ARA believes it is critical to establish national policy that promotes effective competition in the market for replacement parts.*

Each day over 4,500 automotive recyclers sell more than 500,000 recycled OEM parts as an affordable repair option for consumers. These are the very same parts designed by automakers to meet fit, finish and durability standards that continue to operate as they were originally intended in terms of form, function, and safety performance.

The complexity of today's automobiles and the motor vehicle recall epidemic underscore the importance of access to VIN-specific OEM parts identification information. Access to OEM part numbers and identifying parts information is critical to supply chain management that best serves the consumer.

Different types of vehicles need different types of replacement parts, even parts within the same make, model, and year may differ. For instance, 2014 F-150 trucks were manufactured with at least 15 different side mirror options. Specific OEM parts data by VIN would easily make an exact match for a **reasonably priced replacement part** from the massive inventory of used auto parts available.

Our global partners agree. The European Union regulations require vehicle manufacturers to ensure independent repairers have easy, restriction-free, and standardized access to vehicle repair and maintenance information.



Legislation is expected to be introduced soon. Please contact Rep. Kinzinger's office or the ARA liaison, Delanne Bernier at delanne@ara.org or you may contact me at my business.

Thank you,
Your name
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ARA Updates

Industry news from the national association

Professional Solutions
Clive, IA
www.psis-ins.com

QRP Salvage Solutions
Tomahawk, WI
www.qrp1source.com &
www.QRPVMS.com

Recyclers Power Source
Spirit Lake, IA
recyclerspowersource.com

S & L Auto Parts, Inc.
Newton, IA

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Spencer, IA
www.shinebros.com

Sioux City Compressed Steel
Sioux City, IA
www.CompressedSteel.com

The Locator Magazine
Whiting, IA
www.PartsLocator.com

New ARA Regional Directors Announced

Several new ARA Regional Directors took office recently. Joining current Regional Directors Allen Prebble (Europe) and Scott Robertson (US-East), are Dalbert Livingstone (Canada), Willie Azevedo (US- West), Jason Fisher (US-North), and Shan McMillon (US-South). After the recent reorganization and reduction of director positions, ARA has also engaged the representatives of the state chapter affiliates to have their President or a designee attend teleconference call meetings to receive ARA information and to bring recycling issues to the attention of the international association. The greater Midwest, including Iowa, is served by the US-North Region

Region - Europe
Allen Prebble
Silverlake Automotive Recycling
Southampton, Hampshire
aprebble@silverlake.co.uk

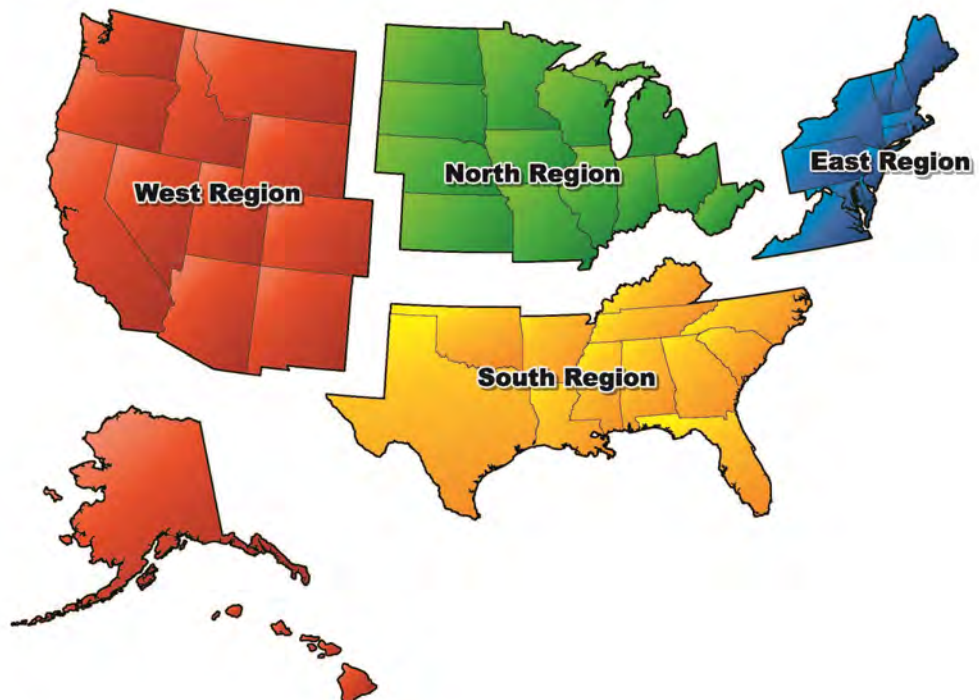
Region - Canada
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Region - US West
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