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NINE**
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Routing Slip

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



Recyclers News Press

Iowa Auto Recyclers

September / October 2016

Use the Tools Available in the Marketplace: **COMP**NINE

The fight to secure parts data tied to VINs continues at the national level. Recently auto recyclers were asked to reach out to their House of Representative member to ask to co-sponsor Representative Kinziner's HR5967, the legislation to make ALL VIN data available in easy to use formats. The battle to receive recall data was won last session while work to secure the data in a useful format continues. Making use of the best tools in the marketplace such as COMPNINE is one smart strategy.

CompNine Total VIN Decoder includes Buick, Cadillac, Chevrolet, Geo, GMC, Hummer, Isuzu, Suzuki, Saab, Saturn, Pontiac, Oldsmobile, Chrysler, Dodge,

Eagle, Jeep, Plymouth, Hyundai, Ford, Lincoln, Mazda (Trucks), Mercury, and Mercedes. Jason Humphrey was kind enough to share some information about the ease of use and benefits of the COMPNINE online VIN decoder system they have with over 585 Million VINs in the database.

CompNine VIN Tool: A Must Have Tool in Auto Recycling

The business of auto recycling is a game of margins. Choosing the right vehicles and getting them into the yard, broken down, and inventoried is usually more of a challenge than it would seem.

Continued on page 8...

THE COMPNINE TOTAL VIN DECODER

Our Total VIN Decoder is a service we provide for dealerships, salvage yards, insurance companies, and businesses that need detailed, precise information about a specific vehicle.

The CompNine Total VIN Decoder includes Buick, Cadillac, Chevrolet, Geo, GMC, Hummer, Isuzu, Suzuki, Saab, Saturn, Pontiac, Oldsmobile, Chrysler, Dodge, Eagle, Jeep, Plymouth, Hyundai, Ford, Lincoln, Mazda (Trucks), Mercury, and Mercedes. We have over 585 Million VINs in our database, going back to 1980 and up to 2016. Ford, Lincoln, Mercury, and Mazda Truck matches are from 1992 to early 2012.

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Try a FREE Demo of the Decoder

[Click here to see how the decoder works](#), then enter a VIN below to see if the report is available.

IAR Scholarship Recipients Head to Class

Each year the Iowa Automotive Recyclers award scholarships IAR Direct member's children and the children of their employees, to assist with the cost of a post secondary education.

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www.iowaAutomotiveRecyclers.com

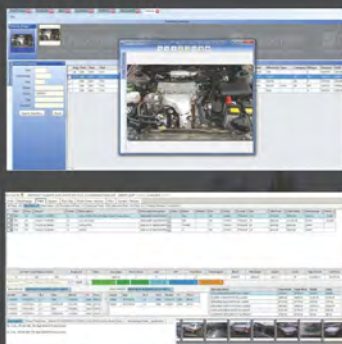
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Recyclers News Press

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 August 23, 2016—Teleconference Call—5:15 pm

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

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

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

Airline Auto Parts
Waterloo, IA
www.airlineautopartsinc.com

AWE Auto Service
Traer, IA
www.awesalvage.com

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

Burlington Recycling & Auto Parts
Burlington, IA
burlingtonrecyclingandautoparts.com

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

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

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

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

Members present: Brad Osborn, Sue Schauls, Tom Quandt, Pat Rooff, Jordan Barkow, Joel McCaw, Mike Garvin, Eric Piper (Piper's), Eric Piper (Spilman's), Mike Swift and Jodi Kunde.

President Brad Osborn called the meeting to order at 5:18 pm. and reminded everyone of the Anti-Trust Statement. Roll call was taken.

New Business

Jim Piazza's Contract – Brad reported to the board on the status of Jim's contract. Jim has been paid. Brad, Sue and Joel met with Jim in July and talked over expectations and concerns from both sides. The board will review and renew next year's contract in October annually from now on. The legislative priorities will determine more specific expectation and timeframes going forward.

ARA Regional Directors Conference Calls – Sue and Mike S. explained how ARA has restructured into four regions for North America with a director for each one. ARA would like the president or a representative from each state organization to be on the quarterly conference calls. Sue explained what a great opportunity to get information from ARA and for them to get state input on issues – great networking and communication tools for everyone. A rep will be designated in September.

DOT Statement on Rebuilder Evaluation

– Sue re-capped the DOT's fair market evaluation definition as it relates to salvage title vehicles going to regular titles after rebuild. The DOT statement instructs rebuilders to use the NADA website's **Low Retail or Rough Trade** value.



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The DOT recommends the following procedure:

Use the National Automobile Dealers Association (NADA) website located at NADA.com, consumer site.

Locate the correct year, make, and model for the vehicle and include all applicable options and mileage.

The proper fair market value is LOW RETAIL or ROUGH TRADE.

The fair market value will be reduced for parts, frames, chassis, auto bodies, and supplies used to rebuild the vehicle for which sales tax was already paid. (No deduction for labor is allowed per Iowa law.)

Effective September 1st, all salvage vehicle inspections and payments for such are required to be completed through the automated online inspection program.

The question to the board: Do we want to provide feedback to the DOT on their statement? Sue will request a breakdown of the 2014 and 2015 numbers of license vs unlicensed rebuilders. The board decided after some discussion to present a statement in response to the DOT on behalf of the IAR. Sue will compose this response and ask for Jim Piazza's input. The board doesn't believe the value as determined by the DOT is a fair one; Low Retail is still too high. Realistically, it should be 25-50% of the Low Retail at best and based on the cost of the vehicle plus parts. Often these vehicles are uninsurable for collision coverage nor are they loanable.

Sue talked about a proposed bill by LKQ. The bill has good merits and endeavors to separate the professional recyclers from the unregulated operators by identifying all parties with a unique number. The bill may provide some opportunity to reduce the paperwork burden for licensed recyclers. For example, licensed dealers could report vehicles only to Iowa NMVITS in lieu of junking certificates. The LKQ bill would compel the DOT to have an Iowa NMVTIS program among other aspect that delineate the differences between licensed entities and unlicensed operators.

Upcoming Face-to-Face Meeting –

There will be a meeting on Wednesday, September 21st in Des Moines at the Okoboji Grill in Johnston, Iowa at noon beginning with a catered lunch sponsored by Al-jon. The agenda will include the

*High Country Auto
Cherokee, IA*

*Hogeland Auto Plaza & Salvage
Marshalltown, IA
www.hogelandautoplaaza.com*

*Hulett & Son Auto Salvage
Creston, IA*

*Jeff Smid Auto, Inc.
Davenport, IA
www.JeffSmidAuto.com*

*Jerry Carney & Sons
Ames, IA
www.CarneyAutoParts.com*

*John's Auto
Aplington, IA
www.aplingtonautobodyshop.com*

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

*Lems Auto Recyclers, Inc.
Doon, IA
www.LemsAuto.com*

*Leon Recycling & Auto Parts, LLC
Leon, IA
www.LeonAutoParts.com*

*Lyle's Auto Salvage
Oto, IA*

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*Monson Salvage, Inc.
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Iowa Automotive Recyclers Board of Directors Meeting August 23, 2016—Teleconference Call—5:15 pm

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Osage Auto Salvage
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Pat's Auto Salvage, LLC
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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

raffle drawing, the Legend program (Dan Miller will present a Power-Point), and an Al-Jon presentation. Sue asked everyone to get their raffle stubs and money into her as soon as possible

Other Business

Sue expressed her thanks to Jodi for getting the scholarship letters taken care of and Sue sent out the checks to the colleges. She also mentioned the Sterling credit card program. Sue is meeting with their representative to get more information about their program so will share that by email and/or at the next meeting.

Eric Piper made a motion to adjourn with a second from Joel. The meeting was adjourned at 6:13 pm.

Respectfully submitted,

Jeff Smid
Jeff Smid, Secretary

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SUE SPEAKING

From desk of the Executive Director

I was talking with my friend, Jimmy Roof, the other day about all things to consider in auto recycling when we stumbled on to the topics of the global economy and global warming at the same time.

The global economy has caused a shift in the balance of trade like no other time since the discovery that the Earth is round and that lands across the seas could be opened to new and unique trade routes.

Specifically, in automotive and metal recycling, events in places such as China, Australia and Turkey have had a great impact on North America recycled metal markets. The tax break that enabled Chinese steel mills to produce steel cheaper than the rest of the world coupled with production that outpaced their demand for building starts and the Australian iron ore sold at market below value just to keep the mines in operations contributed to the metal market meltdown.

But other global economic factors contribute too. Such as production that continually move out of the country. Most recent and unsettling was the Ford Motor Company announcement to move all small car production to Mexico. <http://money.cnn.com/2016/09/14/autos/ford-small-cars-mexico/>

Often these trade deals are made due to lower cost of production outside of the U.S. citing more favorable labor costs and/or reduced environmental constraints as justification.

The relaxed environmental law is what brought up global warming. It seems that we are forced to face the repercussions of the global economy yet bear the heavier burden of global warming. Which might seem like a strange position for someone like myself, a self-proclaimed environmentalist, but it also makes sense.

The problem with the global economy placing pressure on global warming is that there is no cost or value associated with pollution. The marginal external cost of pollution is placed on all citizens of the globe but never divvied out as a cost per goods produced. So the polluted sea water, or lake or air become an issue for the world or an area of the world to mitigate instead of tagging the cost to good produced and banking the money for the inevitable environmental cleanup.

If these costs were included then it would be hard to justify moving production out of the country or moving steel shred to China to mill then to Turkey to produce and then to a warehouse to store when small volume manufacturing could close the loop on recycled metal to production of goods without creating all the unnecessary transportation pollution.

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Spilman Auto Parts, Inc
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www.sunline-chase.com

Sunset Beach Auto Salvage
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SunsetBeachAutoParts.com

Swift's Trails End Auto Recycling
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Tourniers Recycling Inc
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www.tourniersrecycling.com



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Use the Tool in the Marketplace

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www.VanGorpIA.com

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Walker Auto Salvage
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Often, the difference between turning a profit on a given vehicle and ending up with a total bust can be as simple as misidentifying the trim level or bidding just a few dollars too much.

This is where the **CompNine Total VIN Decoder tool** comes into play, and you've never seen anything like it. Simply enter a VIN and have immediate access to the complete VIN-specific vehicle build sheet showing the RPO codes and descriptions as it was built at the factory, NOT a generic list of what could have been on it. The depth of information this tool provides and the speed with which it can be accessed is a game changer in the auto recycling world.

Benefits of CompNine VIN Decoder

When shopping for new vehicle at auction, yard operators typically rely solely on their experience, their gut instinct, and often on sheer luck when selecting and bidding on vehicles. However, since 2008 the CompNine VIN decoder has put the original build sheet information directly in the hands of the bidder at auction, giving them instant access



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to the detailed equipment list of the specific vehicle on the block, and a huge advantage over the competition. Everything the vehicle was originally equipped with, from towing packages and axle ratios to entertainment systems and paint codes are all listed in a single view. This gives bidders the power to scan vehicles for desirable, valuable, or hard to find parts and equipment with the click of a button. It also allows bidders to view detailed information about the drivetrain that would otherwise be hidden until vehicle tear down. With CompNine there is no longer a need to examine stampings on the axle and differential casings in order to determine the axle ratio, or rely on incomplete and inaccurate descriptions to determine the options on a vehicle. Access to the complete vehicle build information grants you faster access to part information, allowing you to accurately estimate the value of a vehicle in real time using only the VIN.

Accurate Inventory Control

CompNine continues to add value in all stages of vehicle acquisition by serving as a tool for yard managers to quickly and easily evaluate and add parts into inventory based on the RPO codes for the exact vehicle in front of you. This ensures more accurate parts listing in addition to increasing productivity and efficiency of the disassembly and inventory process.

Never worry again about sending the wrong part due to option specific variations. Simply ask the customer for their VIN and verify the option codes on their vehicle in real time, even while you're still on the phone with them. This powerful tool eliminates the need ask the customer what options they have on their vehicle in order to match them up to the right part, even when the customer doesn't even know the options on their vehicle.

When there are thousands of vehicles on the lot, keeping an accurate record of parts coming in and going out of the yard can be a challenge. The CompNine decoder is a powerful tool in obtaining accurate part values by ensuring highly accurate identification of parts coming in and going out.

The CompNine Total VIN Decoder is a breakthrough tool in the world of salvage vehicle and parts sales. Information that once took years of experience or hours of research to locate can now be accessed instantly through your desktop or mobile device. In an industry where margins are tight and purchasing decisions have such a great impact on the bottom line, the savvy yard owner knows that they must take every possible advantage in order to have success in this field. Visit **CompNine.com** to find out how you can revolutionize your business with vehicle specific build information.

The **CompNine Total VIN Decoder** has over 585 Million VINs in our database, going back to **1980** and up to **2016**. Ford, Lincoln, Mercury, and Mazda Truck matches are from **1992** to early **2012**.

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Yaw Auto Salvage
Des Moines, IA
www.yawssalvage.com



Fire Ravages Dyke's Auto Salvage

The Daily Globe reported a Worthington, Minnesota business that has supplied people from across the region with used automotive parts for the past 51 years was destroyed by fire Friday, July 15, 2016.

Dyke's Auto Salvage owners Dick and Susan Dyke were in Wisconsin when they got the call that the business was on fire. They checked out of their motel and drove straight back to Worthington.

Five fire departments responded to the blaze at Dyke's Auto Salvage along U.S. 59/Minnesota 60 south of town from mid-morning through mid-afternoon. Thick black smoke could be seen for miles as firefighters battled the blaze for 5+ hours.

The fire began in the front shop of Dyke's Auto Salvage and spread to three surrounding buildings, including the office and two storage buildings. "We were taking the gas tank out of a car," Dyke's employee Jim Naab said. "We took the gas line out and some fuel spilled on the floor. Then the water heater kicked in, and that's what ignited it."

Of the five full-time employees who work at Dyke's, Naab said he and two others were in the shop when the fire started. Their main goal was to make sure everyone made it out safely.

"They said it burned and I didn't realize it would be such a shock," Dyke said. "We deal mostly in metal works -- metal parts -- but everything seemed to have something on it that burned."

Dyke moved to Worthington in 1964 and in 1965 began selling used cars out of his brother's tractor



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Fire Ravages Dyke's Auto Salvage

parts business along the highway south of Worthington. He later bought land and built a one-car garage as his repair shop north of the tractor parts building.

Dyke said he couldn't put a value on what was lost in Friday's blaze. There were car parts in his inventory for classic automobiles, hard-to-find parts for collector cars, and parts for most standard cars on the road today.

The inventory at Dyke's is, of course, the greatest loss. He initially thought he wouldn't rebuild, but after meeting with employees and others, he was encouraged to reopen. "They all want it opened up," he said. "We need it," they say. "We might level 'er out and build new," he added.

While the Dykes own the business, they had 10 employees, including two managers.

Though only one building of the business remained standing Friday, co-manager Onken is optimistic about its future.

Reference:

<http://www.dglobe.com/news/4074678-fire-ravages-dykes-auto-salvage>



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SCHOLARSHIP

Iowa Automotive Recyclers

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Iowa Automotive Recyclers

2016 Scholarship Recipients

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ADRIAN MITCHELL

DJ KOOIMA

CAROLINE FIDLER

GRANT FIDLER

ISABELLE FIDLER

OLIVIA PARGEON

EMILY PARGEON

MADISON WATERBURY

McKENNA QUANDT

TAYLOR WRIGHT

Congratulations!

IAR Scholarship Fund

The Iowa Automotive Recyclers scholarship fund was established in 2007 for the children and employees of the Iowa Automotive Recycler Association members as a way to help offset the cost of their continuing education.

The scholarship is open to a child or grandchild of an owner or employee of IAR Direct Member recycling facility. Any son, daughter, grandchild, son-in-law or daughter-in-law may apply as well as the owner, employee or spouses of a member in good standing. An employee of the IAR member must have been employed at the yard for at least the past one year for the employee or their relatives to be eligible.

Download the IAR SCHOLARSHIP APPLICATION

www.iowaautomotiverecyclers.com/Scholarship.html

Remember to check out the Automotive Recyclers Association (ARA) Scholarship program too. Children of employees of ARA members are eligible to apply. Visit www.a-r-a.org/ for more information.



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SCHOLARSHIP Iowa Automotive Recyclers

The funds for the scholarships are generated through the IAR Summer Outing Auction. We are thankful for all the support that we have received from our members in making it possible to provide scholarships to these deserving individuals. Many fun and unique items have been generously donated.

Some members who cannot make it to the annual event send items to the host yard or the IAR office before the event each year. It is so nice to know that even when they can't come out that the Scholarship Program is still on their minds and in their hearts!

Other often send a bid blindly stating they will buy an auction item for \$400 or \$50 or whatever and have found some very interesting purchases show up at their door the next week!

No matter how you plan to support the program it is all in good fun! This year we also ran our first raffle program. So look to the next issue for the announcement of the winner of the Shotgun or gift card valued at \$2150.

\$5,500 was awarded in scholarships for the fall term. Any questions regarding the scholarships and/or applications should be directed to:

Scholarship Committee
Attn: Jodi Kunde
55 West 32nd Street
Dubuque, IA 52001

Email Jodi at iarscholarship@gmail.com



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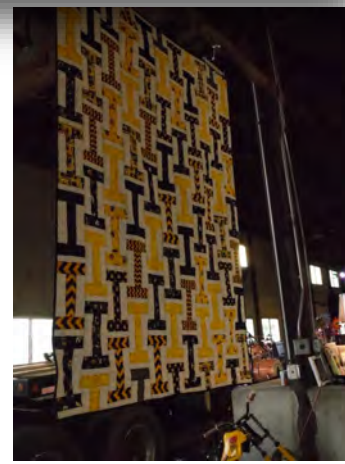
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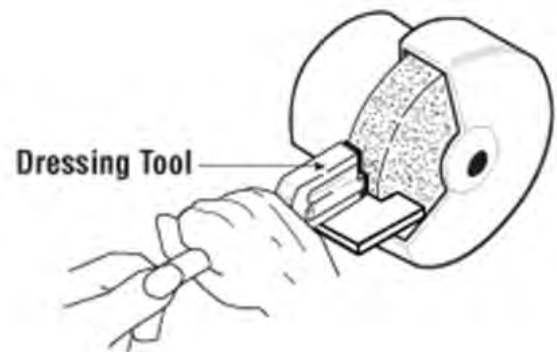
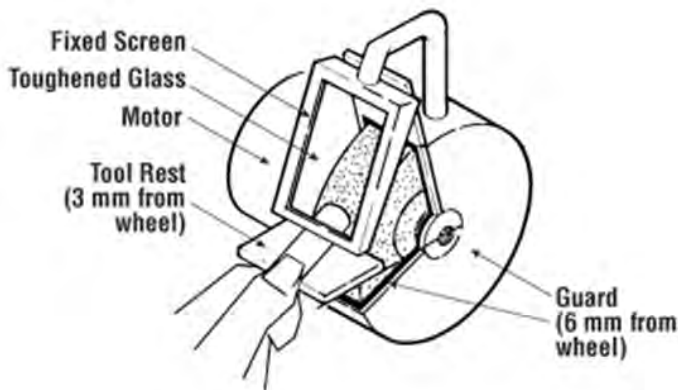


Bench Grinder Safety

What safety procedures should you follow when using bench and pedestal grinders?

- Fasten pedestal and bench grinders securely.
- Ensure all the guards are in place and secure before using a grinder.
- **Adjust tool rests to within 3 mm (1/8 in.) of wheels.** Never adjust rests while wheels are moving. Work rest height should be on horizontal centerline of the machine spindle.
- Maintain 6 mm (1/4 in.) wheel exposure with a tongue guard or a movable guard.
- Check that wheels have blotters on each side.
- Check the wheel fits properly to the spindle when mounting. If it is loose, get another wheel.
- Stand to one side of the grinder until the wheel reaches operating speed.
- Bring work into contact with the grinding wheel slowly and smoothly, without bumping.
- Apply gradual pressure to allow the wheel to warm up evenly. Use only the pressure required to complete a job.
- Move the work back and forth across the face of the wheel. This movement prevents grooves from forming.
- Wheels are made only for grinding certain items. Do not grind rough forgings on a small precision grinding wheel.

Use a magnet to keep the adjustment tool handy!
(ALLEN WRENCH or HEX KEY)



DO:

Dress wheels regularly. Do frequent, light dressings rather than one heavy dressings. Support dressing tools so you can apply leverage without undue effort. With revolving cutter dressing tools use lugs as anchors. Replace worn wheels if you cannot dress it. Ensure the grinder speed does not exceed the operating speed marked on the wheel. Visually inspect wheels for possible damage before mounting.

Wear proper personal protective equipment: eye, ear and face protection, metatarsal safety boots & respiratory protection, if necessary.

Wear gloves only where necessary.

DON'T:

Do not use a wheel that was dropped. Do not use a wheel that does not fit properly to the spindle. Do not use excessive force to tighten the nut of the wheel. The force can crack the wheel. Do not grind wood, plastics and non-iron metals on ordinary wheels. Do not leave grinding wheels standing in liquids. The liquid can cause balance problems. Do not grind on the side of a regular wheel.

Safety doesn't happen by accident!

Bench Grinder Safety

OSHA Violation to Avoid

When I conduct on-site audits, I find that too often the guard from a bench grinder is lost or broken. My advice is BUY A NEW GRINDER! Start fresh with safe equipment. It will be the best \$100 investment you'll make this week.

Shops are also fined for not having the tools and information available to the operator for safe and compliant operation of the equipment.

OSHA has specification for maintaining a safe workplace concerning grinders.

OSHA 29 CFR 1910.215 specifies that **work rests must be kept adjusted closely to the wheel with a maximum opening of 1/8-inch** to prevent the



workpiece from being jammed between the wheel and the rest. OSHA also states that the distance between the grinding wheel and the adjustable tongue must never exceed 1/4-inch.

Another useful tool to buy is a Bench Grinder Safety Gauge. Available online for \$19 at www.RockfordSystems.com.



Keep the tools such as an Allen wrench or hex key and a wrench to make the adjustment before EVERY use of the equipment.

Try using a magnet or a cable to keep the small tools from getting lost.



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www.add123.com

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Behr Iron & Metal
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Brad's Used Parts MegaCenter
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www.bradsmegacenter.com

Car-Part.com
Ft Wright, KY
www.car-part.com

Casualty Adjuster's Guide
of Iowa/Nebraska
Waseca, MN
www.cagworld.com

CheckMate
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www.car-part.com

Automotive salvage yards that sell any household hazardous material in Iowa, in any amount, must obtain a **Household Hazardous Material (HHM)** permit from the Iowa Department of Revenue. Iowa retailers that sell Household Hazardous Materials are also required to participate in a consumer information program that includes posting information about household hazardous materials such as consumer awareness posters.

Household Hazardous Material commonly sold at salvage yards include;

Antifreeze, Batteries, Windshield wiper fluid, Oil and Oil filters.

The annual fee is \$25 and is valid from July 1 – June 30. The permit fee is not prorated.

Recent changes at the department include a receipt being sent with the renewal information **but no actual permit will be issued for posting.** The rule does not require a permit to be posted and keeping a file copy of the receipt will be sufficient.

The posting required at an automotive salvage facility include the BATTERY POSTER and the recycling information for used oil and used oil filters if new oil or filters are sold.

For more information about the Iowa Household Hazardous Materials program visit the Iowa Department of Natural Resources website at <http://www.iowadnr.gov/Environmental-Protection/Household-Hazardous-Materials/HHM-Retailer-Permits>

Lead Acid Batteries

Did you know that Lead Acid Batteries are a Household Hazardous Material?

- Iowa law prohibits disposal of lead acid batteries in a landfill.
- Iowa law requires a retailer who sells lead acid batteries to accept your old lead acid battery for recycling free of charge when you purchase a new battery.
- Lead is harmful to the environment and your health.

RECYCLE your Lead Acid Battery HERE

Contact your local Solid Waste Agency or Regional Collection Center to learn more about Household Hazardous Materials or visit:

www.SafeSmartSolutions.org

Consumer Education Brochures available upon request.



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Statewide Average Rainfall Almost Twice the Normal Average

Water Summary Update

DES MOINES—Recent rains have improved groundwater levels across Iowa, while the National Drought Monitor shows about a third of the state still rated as abnormally dry.

Substantial rainfall during July has improved shallow groundwater conditions in central Iowa and most of southeast Iowa from slight drought to normal. A small region of southeast Iowa continues to be in slight drought conditions. Shallow groundwater levels in most of northwest, southwest and northeast Iowa continue to be above normal.

For two weeks in July, the average statewide rainfall was about 4.02 inches, nearly double the normal amount for this period. Two-week rain totals varied from a 1.56 inches at Akron up to 9.01 inches near Red Oak. Temperatures across Iowa have averaged near normal for the period, just 0.4 degrees lower than typical July readings.

Streamflow conditions remain above normal for most of the state. For a thorough review of Iowa's water resource trends, go to www.iowadnr.gov/watersummaryupdate.

The report is prepared by the technical staff from the Iowa DNR, the Iowa Department of Agriculture and Land Stewardship, IIHR—Hydroscience and Engineering and the U.S. Geological Survey, in collaboration with The Iowa Homeland Security and Emergency Management Department and the National Weather Service.

The consistent rainfall has been helping with the required annual storm water runoff sampling.

If you have not taken a sample in 2016 please contact Sue Schauls at 319-290-7843 or Sue.Schauls@gmail.com to order a sample kit.

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Corrugated Cardboard Pallets

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www.LegendSmelting.com

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www.LKQCorp.com

"Oregon lawmakers are considering a bill requiring state agencies use corrugated cardboard pallets in their shipping and receiving activities. Proponents claim the move will reduce carbon emissions while reducing freight costs. The idea is modeled after IKEA's 2012 implementation of cardboard pallet usage across its supply chain. Oregon would be the first state to use the technology in its procurement process, according to Change the Pallet, the group backing the bill."¹ <http://www.changethepallet.org/>

"According to the group, corrugated cardboard pallets have the power to reduce CO2 emissions by hundreds of millions of metric tons by transporting more product on fewer trucks and planes due to the reduce weight of cardboard versus wood pallets."¹



The idea of cardboard pallets is intriguing. I do not see the value in the receiver of goods, such as the state of

Oregon, demanding cardboard pallets but I was surprised to find the widespread availability of the product. Auto Recyclers, like IKEA, could benefit from the reduced shipping weight of the cardboard pallets.

Cardboard pallets are valued for their lighter weight and ease of recycling. Because they are so easily recycled, they provide an alternative to reusable wood pallets where reverse logistics is a challenge that adds return transportation or disposal costs. They are designed to handle heavy loads, Ikea created a corrugated cardboard pallet folded in such a way it has the strength to support up to 1,650 pounds of weight. Cardboard pallets can be customized to a variety of footprint sizes or purchased in standard sizes and pallet jack accessibility. Although not very durable in poor weather conditions they are a viable alternative to wood for one-way shipping. The folks at Packaging Revolution have compiled a vendor list on their website at <http://packagingrevolution.net/papercorrugated-pallet-buyers-guide-suppliers-list/>

"For IKEA, the benefits of using cardboard pallets speak for themselves. Ikea ships products on 10 million pallets every year, and making them out of cardboard means they are lighter (90% lighter than wood) and thinner (33% thinner at just 2-inches thick). That translates into a 10% saving on transport costs, or roughly \$193 million."²

Reference: 1 <http://www.bizjournals.com/portland/blog/sbo/2016/02/oregon-lawmakers-want-to-abandon-wooden-pallets.html>

2 <http://www.geek.com/geek-cetera/ikea-switches-to-cardboard-pallets-that-can-support-1650-pounds-1454405/>

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Senate Report: "Continued Sale of New Vehicles with Problem [Takata] Inflators"

Recently the U.S. Senate Commerce Committee minority members released a scathing report confirming that four automakers are still "equipping some new vehicles with defective Takata airbags". These vehicles are technically still legal to sell but will have to be recalled by 2018.

The report also claims that more than 2 million defective Takata inflators were installed as replacements in recalled vehicles. The report cites FCA (Fiat Chrysler), Mitsubishi, Toyota and Volkswagen as admitting to these practices. The problem stems from the issue of Takata airbags which use non-desiccated (lacking a drying agent) ammonium-nitrate rupturing with excessive force. Environmental factors such as high humidity over time are the key causation factors.

The National Highway Traffic Safety Administration (NHTSA) "...has deemed the inflators to be safer than the older models already recalled, [and] they are being allowed only as a temporary remedy until they too will be recalled by the end of 2019". The report also found that the remedy rate for vehicles with the original, defective Takata airbags is considerably low. According to the report, May 2016 data from NHTSA shows that "...the nationwide recall completion rates for each automaker range from .16% to 57.1%". NHTSA has called on automakers to "...do more to find and fix vehicles more quickly".



The reaction by the Senate Commerce Committee's ranking member, Senator Bill Nelson (D-FL), who commissioned the study, was that "These cars shouldn't be sold until they're fixed". To date more than 60 million Takata airbag inflators are predicted to be recalled and the number grows every week. In recall-related news: Effective in June, rental car companies must now fix all open safety recalls prior to renting the vehicles to customers. This came as a result of a provision in the Fixing American's Surface Transportation Act (FAST Act) signed into law in December 2015. The law applies to any company or dealer with fleets of 35 or more vehicles. The law however did not prohibit the sale of used cars with open safety recalls - an issue still hotly debated. Also in the news, a suburban Phoenix, Arizona Chevrolet dealership was recently fined \$40,000 for selling new vehicles without repairing open safety recalls. After a two year investigation by NHTSA, Sands Chevrolet agreed to a settlement which included paying the civil penalty. The company has also changed its procedures for checking for open recalls.

How to Deal with RECALLs

Use the limited resources available

ARA is working with legislators and staff of stakeholder groups, such as auto recyclers and automakers, to write the rules for a law recently passed that requires the OEMs to provide recall data to auto recyclers. The data must be in electronic form. Auto recyclers are asking for data in batch form so that it may be integrated into the inventory management systems and then the parts will be barred from sale through the system to best protect consumers.

However, the OEMs claim that recyclers can check the website www.SAFERCAR.gov every day and look up VINs manually, that putting info on the website is all the law requires of them.

This is a dangerous application of the law, as the OEMs do not understand that the recalls are issued on vehicles every day and may address salvage vehicles acquired at a previous time with parts still on the vehicle or in the warehouses of auto recyclers. This manual recall lookup process has a dangerous outcome for consumer safety as well as an economic impact for used part buyers.

RECALL PROTOCOL

Look up all salvage acquisition VINs on www.SAFERCAR.gov as part of the inventory process and flag recall parts in inventory system as NOT AVAILABLE FOR SALE.

Pull these parts if

they have a core market and sell while they have value

or

sit on them awaiting class action lawsuit outcome (*for airbags*)

Deal with any current inventory parts at the point of sale:

At minimum, look up VIN on www.SAFERCAR.gov for high profile parts listed below

or

Look up **all** parts sold at time of sale.

CHECK THE VIN NUMBER AT
www.SAFERCAR.gov

prior to sale of parts:

Airbags

Ignition switches

Seat belts

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www.psis-ins.com

QRP Salvage Solutions
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Recyclers Power Source
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recyclerspowersource.com

S & L Auto Parts, Inc.
Newton, IA

Shine Bros. Corp.
Spencer, IA
www.shinebros.com

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

The Locator Magazine
Whiting, IA
www.PartsLocator.com

The Used Car Dealers 5-hour continuing education class must be taken by 12/31/16. Classes start in June of 2016. Classes will again be held at the community colleges throughout Iowa. See schedule www.iowaiada.com

ENVIRONMENTAL, HEALTH & SAFETY COMPLIANCE FOR AUTO DEALERS/RECYCLERS. Training for the new OSHA rules for Hazard Communication governing shops with employees and workplace chemical products in use will be provided to assist automotive facilities with the required transition to the New SDS format, safety training and environmental compliance. Learn your responsibilities under the Iowa DNR, EPA and OSHA requirements. Dealer updates from the Iowa DOT, Consumer Protection Division of the Iowa Attorney General's office and other state and federal agencies provided. *Trainer: Sue Schauls*



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Other session topics available include: **THE NUTS, THE BOLTS, THE BASICS**, (class will review dealer license laws and title requirements); **BUY HERE PAY HERE**, (class will provide dealers with procedures for BHPH dealers in Iowa); **LEGAL AND COMPLIANT GUIDANCE FOR DEALER ASSISTED CONSUMER**, (class will assist dealers offering lending sources to their customers). Class locations, class time and course numbers will be posted on the IIADA website at www.iowaiada.com and will be included in Street Smart magazine throughout 2016.

Friday, **September 16, 2016** Iowa Valley Community College – Marshalltown
Thurs, **September 22, 2016** DMACC Southridge – Des Moines
Thurs, **October 6, 2016** South Western Community College — Creston
Thurs, **October 20, 2016** Iowa Lakes Community College—Emmetsburg
Friday, **October 21, 2016** Northwest Iowa Community College – Sheldon
Friday, **November 4, 2016** Indian Hills Community College – Ottumwa
Friday, **November 11, 2016** North East Iowa Community College - Dubuque
Friday, **November 18, 2016** Hawkeye Community College – Cedar Falls
Tuesday, **November 22, 2016** Western Iowa Tech – Sioux City
Tuesday, **November 29, 2016** Kirkwood Community College– Cedar Rapids
Friday, **December 2, 2016** Iowa Western Community College – Council Bluffs
Friday, **December 9, 2016** Scott Community College– Davenport
Friday, **Dec. 16, 2016** Des Moines Area Comm College Southridge – Des Moines



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