



Recyclers News Press

Iowa Auto Recyclers

July / August 2017

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from front cover

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from front cover

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Routing Slip

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



Midwest Gas pays top dollar for reclaimed fuel

Midwest Gas is now open for business and serving the greater Midwest including Iowa, Indiana and Michigan. Mark Ernst has partnered with other industry experts to open these new routes and form this new company. *Welcome back Mark Ernst!*

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Midwest Gas' entire process is conscientious of safety and environmental standards, ensuring that all fuel is handled with the most regulated level of care. "We are dedicated to extending the life of usable fuel and providing our clients a significant opportunity to increase revenue" said company co-owner, Mark Ernst.

Mark went on to say that "safety is our number one priority is making sure all fuel is transferred from our client's facilities to our drop-off points using the most secure methods in the industry. Our drivers are rigorously trained to value the safety and integrity of the fuel they carry."



Take advantage of reclaimed fuel to increase revenue. Rather than spending money on expensive waste disposal processes add a significant stream of revenue to the bottom line by selling excess fuel.

Continued on page 5...

Summer Outing Recap

The Iowa Automotive Recyclers annual Summer Outing went well as usual. The IAR event draws a crowd of over 100 recyclers from 30+ salvage yards, some from out of state. The event hosts training and updates on industry trends and technology as education and advocacy is the purpose of the association and the

Continued on page 9...

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Recyclers News Press

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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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SUE SPEAKING

From desk of the Executive Director

Greetings Recyclers!

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burlingtonrecyclingandautoparts.com

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Don's Auto & Truck Salvage
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www.DonsAutoTruck.com

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

Summer is coming to an end, the Summer Outing was a huge success yet seems like a distant memory just two months ago. I can not thank enough those who attended, exhibited, contributed and presented for making the event run smoothly. The caliber of booth presentations and seminars made me proud. THANK YOU.

Now on to the next big thing! What will the latter half of the year bring? I hope parts sales will soar and salvage will become more readily available. Can I also hope for higher scrap prices but no so high that we have to deal with junkers, thieves and law enforcement issues? It probably too much to ask but it can't hurt to share some wishful thinking.



Thanks for
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Sue Schauls

"The creative mind plays with the objects it loves." Carl Jung

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Midwest Gas pays top dollar for reclaimed fuel

Continued from the front page...

Mark believes that experience matters and is confident that Midwest Gas has the mettle to handle excess fuel from automotive recyclers while his industry knowledge adds an edge to the service being provided through Midwest Gas.

Commitment to service with no contracts was an important aspect gained from client feedback. While experienced drivers, properly licensed and insured and easy payment ACH within 72 hours would make their service most appealing to the underserved auto recyclers and other excess fuel generators in the Midwest.

"I'm certainly looking forward to some stability in our market and service providers in Iowa." Said Sue Schauls, Iowa Automotive Recyclers Executive Director. "We welcomed the news that Mark was our go-to-guy once again!"

The company takes pride in their goal of extending the usable life of recovered fuel, providing value to what was once a liability. Contact Mark Ernst at Midwest Gas at 219-798-0621. Or visit their website for more information <https://www.midwestgas.us/>

Mark Ernst
Midwest Gas
219-798-0621



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Iowa Mercury Switch Program **Continues**

Bounty will be paid through July 1, 2020

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Iowa Mercury Switch Program **Continues**

Bounty will be paid through July 1, 2020

RETRACTION—My mistake, I reported that the Iowa bounty would end but I was wrong. The Iowa Mercury-Free Recycling Act requires the removal of automotive mercury-containing convenience light switches from scrap automobiles before crushing or shredding. The law also required payment for each mercury light switch that is recovered and properly recycled. That payment portion of the Iowa rule continues until July 1, 2020.

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Iowa Mercury Switch Program **Continues**

Bounty will be paid through July 1, 2020

Mercury switch bounty payments will be made through July 1, 2020 and free disposal through the NVMSRP program administered by ELVS will continue beyond that time.

The End of Life Vehicle Solutions (ELVS) manages the nationwide National Vehicle Mercury Switch Recovery Program (NVMSRP), to collect, transport, retort, recycle or dispose of elemental mercury from automotive switches. ELVS also provide educational outreach and promote vehicle recycling and proper management of mercury.

www.elvsolutions.org

On August 5, 2005, federal rules required that mercury-containing equipment requiring disposal are considered Universal Waste (40 CFR 273) and, therefore, are exempt from the more stringent management standards for hazardous waste under the federal Resource Conservation and Recovery Act (RCRA) if recycled.

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Iowa Mercury Switch Program **Continues**

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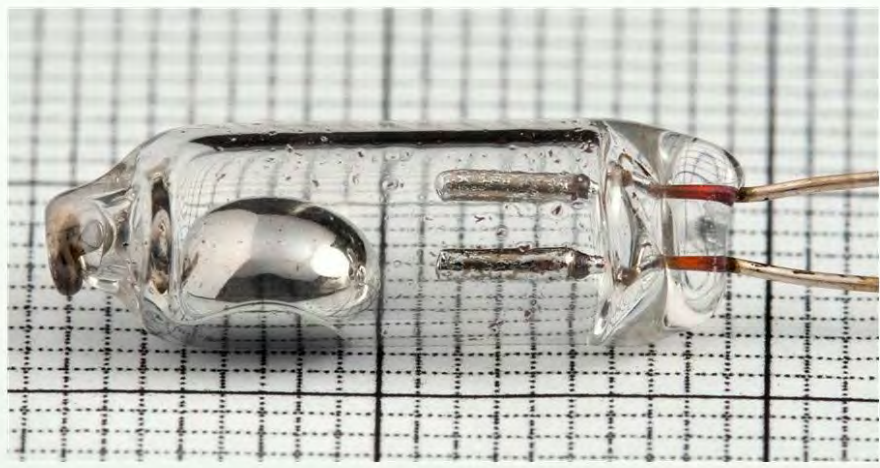
Once removed from the vehicle, mercury switches must be stored in a leak proof, closed container that will prevent the mercury capsule from breaking. Generators of mercury switches cannot accumulate the waste for more than one year. Each container that holds mercury switches must be labeled “**Universal Waste.**” Along with labeling the contents of the waste containers, identify the length of time the waste was accumulated by adding the date the first switch was placed in the container to the label.

The **End of Life Vehicle Solutions Corporation (ELVS)**, created by the auto industry, will continue to provide a collection bucket and arrange for the shipping and recycling of the mercury switches collected free of charge. In accordance with the Universal Waste Rule all mercury-containing switches (convenience light switches and anti-lock brake sensors (ABS)) received will be properly recycled at no cost to the participants.

Important Program Note – ELVS Replacement buckets are not provided automatically!

For a replacement bucket, call (800) 495-6059. Provide company name, shipping address and bucket size (small or large). A replacement bucket will be shipped via UPS.

Mercury switch



Summer Outing Recap

Another successful event for the history books

From the front cover...

event serves as one avenue for dissemination of new information. Local events are important for many members who do attend national conventions or training opportunities. Plus nothing beats the networking and sharing of wisdom than a face-to-face meeting of peers.

The event was enhanced, for the third year, by honoring one of our association founders. This year Bruce Chase, Sun Line, Inc., Cedar Rapids and Chase Auto Parts, Waterloo, was the honoree.

Bruce regaled the crowd with a speech that can only be described as ***an auto recycling stand-up routine!*** Bruce drove home the point that auto recycling has changed every year, year over year, and so the pace of keeping up with this industry is mind boggling and compares only to the pace of the changes seen in automotive technology itself. As Lloyd Van Horn, the 2016 honoree, noted no one envies the auto recycler in this era!

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WATERLOOautoparts.com

The era was another big topic at the Recycler's Roundtable event during the conference. With media and marketing experts telling everyone millennials buying preferences favor the environmentally friendly product, we as auto recyclers, are left wondering how "THE ORIGINAL RECYCLER" got left out of that category.

Much discussion centered on the need to make consumers aware that buying used auto parts saves money, supports buy local and puts the ECO back in economics of resource conservation through reuse.

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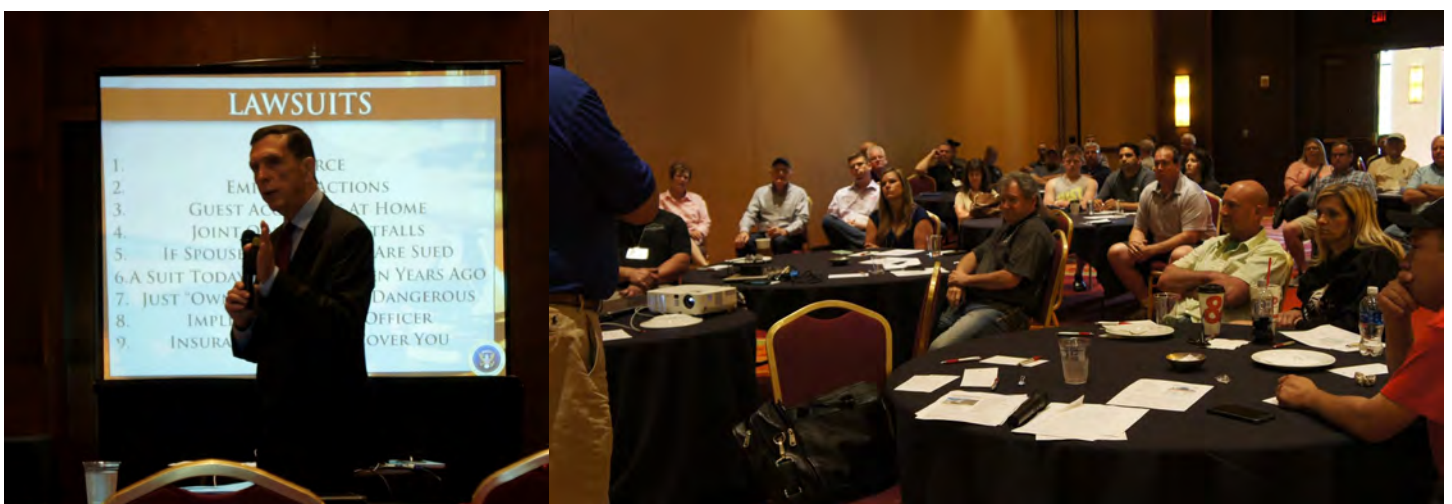
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Thank You ACE AUTO RECYCLERS!



OEM Build Sheet Data

Access will change the industry for the better

The automotive industry is experiencing increasing interest for OEM Build Sheet Data. "OEM Build Data can be defined as window-sticker-level information on any particular individual vehicle (VIN-number), providing a comprehensive view of all vehicle descriptors, including Year, Make, Model, Trim, Color, Interior, Standard Equipment, Packages and Options. Build Data also includes the vehicle's base MSRP price, as well as the individual MSRP prices of each package and option."¹

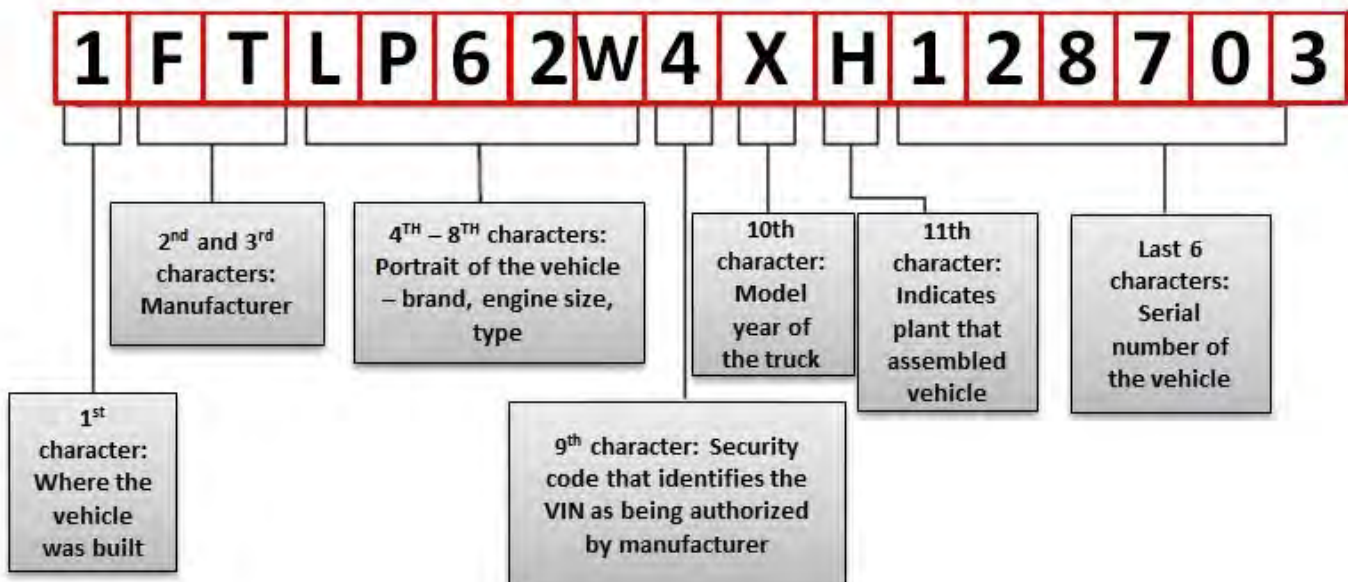
Increased access to data is changing the way industry does business and the way consumers buy goods. Data access more than VIN-decoding for auto recyclers. "While the industry has discussed the benefits of widespread access to OEM Build Sheet Data for decades, it seems like we're only now on the cusp of actually being able to access the information."¹

Automotive recyclers and salvage pools are realizing the value of OEM build sheet data as necessary tool for bidding on salvage vehicles. Greater access to this more detailed information enables valuable uses to both sellers and buyers of used vehicles.¹ In terms of realizing value from this data, the labor hours for the employee tasked with bidding and buying salvage would be dramatically reduced.

In the next phase of inventory management, the inventory process would change significantly. Inventory employees would be adding all parts of the salvage vehicle to the inventory management system through data upload by VIN number, then striking out the damaged or unsellable parts. The availability of parts would increase tenfold from 30 to 300 parts from 300 to 30,000 parts as markets develop for sale of parts that auto recyclers are traditionally not even listing.

"The [used car] auction industry is positioned to realize tremendous labor savings by enabling a vehicle inspector to definitively decode a VIN down to factory paint, package and option codes/descriptions, freeing up inspectors to focus their efforts on the higher-value job of diagnosing the physical and mechanical condition of the vehicle."¹ The same will hold true in salvage acquisition as it does in used cars.

Multiple industry studies show that increased information for the wholesale buyer increases their confidence in purchasing with a reduction subjectivity and human error. OEM build sheet data will enable accuracy of data collection/usage and power new innovation in the industry.



OEM Build Sheet Data

Access will change the industry for the better

Automotive Recyclers Urge Automakers to Release OEM Build Sheet Data

In his March 20 presentation to the Congress, Automotive Recyclers Association (ARA) CEO Michael E. Wilson called on the automotive manufacturers in attendance "to become better economic, environmental and safety partners by releasing OEM build sheet data to the professional automotive industry's inventory management entities, just as they do for insurance companies and the collision repair industry." He noted that "auto manufacturers have placed major restrictions on the dissemination of this data so that it cannot be integrated into professional automotive recyclers' inventory management systems."²

Wilson described the domino effect that this lack of data has on consumers. "Without this important data about the parts that OEMs originally manufactured, professional automotive recyclers are not able to seamlessly integrate their OEM parts inventory into estimating and collision repair platforms, and consumers will have fewer choices when making important decisions about the repair of their vehicles," he said.²

"The industry must be provided with safety information that can be automatically synchronized with recycled parts inventory so that important recall and service bulletin information is seamlessly integrated into the inventory management systems utilized by the automotive recycling industry," he said.²

The ARA believes important data including original equipment guide (OEG) lists and regular production option (RPO) codes, which detail the particular equipment packages and option combinations for a particular vehicle, is critical to the professional automotive recycling community. "Without access to this information, it is difficult to map specific part numbers to the build sheet of a vehicle, and because of these restrictions by the OEMs, consumers are often deprived of the ability to purchase cost-effective OEM recycled parts," said Wilson. "Given the supply of recycled parts, restricting access to data is just bad economic and environmental policy."²

Wilson asked attendees of the Congress to consider that, from the day a vehicle is driven off a new car dealership's lot for the first time, that vehicle is a "used" vehicle; likewise, every part on the vehicle is then "used."²

"Whether an accident happens in the first 25 miles or 25,000 to 50,000 miles later, the undamaged OEM parts and components on those vehicles have significant economic and environmental value. Consumers have a right to the economic and environmental benefits of these OEM parts, and the barriers and obstacles to their reutilization must be eliminated."²

Wilson concluded his remarks by challenging his global audience to join in the effort to obtain parts data from manufacturers and to encourage the OEMs to partner with professional automotive recyclers who promote the reuse of the parts that the OEMs initially brought to the marketplace.²

Reference:

- 1 <https://www.linkedin.com/pulse/oem-build-data-benefits-vehicle-remarketing-industry-steve-greenfield>
- 2 <http://www.bodyshopbusiness.com/automotive-recyclers-urge-automakers-to-release-oem-build-sheet-data/>



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OSHA delays compliance date for electronically submitting injury, illness reports

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On June 27, OSHA proposed a delay in the electronic reporting compliance date of the rule, [Improve Tracking of Workplace Injuries and Illnesses](#), from July 1, 2017, to Dec. 1, 2017. OSHA says the delay will allow the agency an opportunity to further review and consider the rule. OSHA is accepting comments on the proposed delay through July 13, 2017.

The delay was an expected move by OSHA since inquiries to OSHA as late as June 16, 2017 were met with uncertainty and no clear instruction on *how* identified businesses, like auto recyclers, would make the electronic report.

The ability to make the electronic report via an online system is not available and mixed information was offered as to how states with state programs, such as Iowa and 26 other states, would make reports electronically since state programs are not required nor able to accept the information.

OSHA National News Release

WASHINGTON – OSHA proposed a delay in the electronic reporting compliance date of the rule, [Improve Tracking of Workplace Injuries and Illnesses](#), from July 1, 2017, to Dec. 1, 2017. The proposed delay will allow OSHA an opportunity to further review and consider the rule. The agency published the final rule on May 12, 2016, and has determined that a further delay of the compliance date is appropriate for the purpose of additional review into questions of law and policy. The delay will also allow OSHA to provide employers the same four-month window for submitting data that the original rule would have provided.

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

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Insurer May Obtain Salvage Title by Affidavit SF 448

The Iowa Governor signed in to law Senate File 448, in April 2017, an Act relating to insurers in possession of salvage motor vehicles.

An insurer may apply for and be issued a salvage certificate of title for a motor vehicle without surrendering the certificate of title or manufacturer's or importer's statement of origin properly assigned if ownership of the vehicle was transferred, or will transfer, to the insurer pursuant to a settlement with the previous owner of the vehicle arising from circumstances involving damage to the vehicle, and at least thirty days have expired since the effective date of such settlement.

To obtain a salvage certificate of title, the insurer shall submit an application for a salvage certificate of title to the county treasurer of the county in which the vehicle is stored by or on behalf of the insurer.

The application shall be accompanied by an affidavit from the insurer that the insurer has made at least two written attempts to obtain a properly assigned certificate of title or manufacturer's or importer's statement of origin for the vehicle, and has been unable to do so.

The application shall also be accompanied by the application fee and proof of payment of the total amount of the settlement by the insurer to the previous owner of the vehicle. Upon receiving an application that complies with this paragraph, the county treasurer shall issue a salvage certificate of title to the insurer which shall bear the word "SALVAGE" stamped or printed on the face of the title in a manner prescribed by the department.

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Government Expands Apprenticeships, Vocational Training; Remove Burdensome Restrictions

News Release

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WASHINGTON – U.S. Secretary of Labor Alexander Acosta today [June 15, 2017] welcomed President Donald J. Trump's bold step towards fulfilling his promises to grow the American economy with the announcement of an executive order to expand apprenticeships and vocational training, close the skills gap and reduce regulatory burdens on workforce development programs.

"There are six million job openings in the United States," said Secretary Acosta. "This is the highest number of job vacancies on record. American companies want to hire Americans, and Americans want to work. Apprenticeships teach the skills needed to find good jobs and to succeed in those jobs. Apprentices are a proven pathway to helping businesses find the workers they need, while helping workers launch prosperous careers without the crushing burden of student debt."

President Trump signed the executive order expanding apprenticeship programs and vocational training at a White House ceremony that was also attended by U.S. Secretary of Commerce Wilbur Ross; Rep. Bobby Scott; Rep. Virginia Scott; the head of the Small Business Administration, Linda McMahon; several governors and a number of apprentices. In their remarks, the President and Secretary Acosta praised the White House Office of American Innovation and Ivanka Trump, a presidential adviser, for their leadership on this initiative.

The executive order calls on the Secretary of Labor, in consultation with the secretaries of education and commerce, to propose regulations that promote the development of apprenticeship programs by industry and trade groups, nonprofit organizations, unions and joint labor-management organizations. It also directs the departments of Commerce and Labor to promote apprenticeships to business leaders in critical industry sectors, including manufacturing, infrastructure, cybersecurity and health care. "The U.S. Department of Labor will work expeditiously to execute the president's vision and begin to implement measures to expand the apprenticeship and vocational training programs that can help our economy thrive, while keeping good, high-paying jobs in America," Secretary Acosta said.



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Lockout-Tagout (LOTO) is a safety procedure used in industry to ensure that dangerous machines are properly shut off and not started up again prior to the completion of maintenance or service work. It requires that hazardous power sources be **"isolated and rendered inoperative"** before any repair procedure is started. **"LOTO" works with a LOCK usually locking the device or the power source with a hasp, and placing it in such a position that no power sources can be turned on. The procedure requires that a TAG be affixed to the locked device indicating that it should not be turned on.**

Modern machinery can contain many hazards to workers, from things like electrical, mechanical, pneumatic or hydraulic sources. A typical automotive shop may contain pneumatic power tools, electrical powered bench grinders or hydraulic lifts/hoists, gas cutting torches/welders, and heat tools.

Disconnecting or making safe the equipment involves the removal of all energy sources and is known as *isolation*. The steps necessary to isolate equipment are often documented in an *isolation procedure* or a *lockout tagout procedure* that generally includes these tasks:

1. Identify the energy source(s)
2. Isolate the energy source(s)
3. Lock and Tag the energy source(s)
4. Prove that the equipment isolation is effective.

The locking and tagging of the isolation point lets others know not to de-isolate the device.

The rules establish requirements that employers must follow when employees are exposed to hazards while servicing and maintaining equipment. Some critical requirements from these standards are outlined below:

- Develop, implement, and enforce an energy control program.
- Use lockout devices for equipment that can be locked out.
- Tagout devices may be used in lieu of lockout devices only if the tagout program provides employee protection equivalent to that provided through a lockout program.
- Ensure that new equipment is capable of being locked out.
- Develop, implement, and enforce an effective tagout program if machines or equipment are not capable of being locked out.



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LOCK OUT TAG OUT

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- Develop, document, implement, and enforce energy control procedures.
- Use only lockout/tagout devices authorized for the particular equipment and ensure that they are durable, standardized, and substantial.
- Ensure that lockout/tagout devices identify the individual users.
- **Establish a policy that permits only the employee who applied a lockout/tagout device to remove it.**
- Inspect energy control procedures at least annually. Provide effective training as mandated for all employees covered by the standard.
- Comply with the additional energy control provisions in OSHA standards when machines or equipment must be tested or repositioned, when outside contractors work at the site, in group lockout situations, and during shift or personnel changes.

Salvage yard fined \$93K after worker's death in cardboard compactor

A New Jersey truck parts salvage yard was fined more than \$90,000 after a man was crushed to death in a cardboard compactor in December. The Occupational Safety and Health Administration cited Universal Processing, LLC, for 11 serious violations as a result of an investigation of the site following the accident. The employee was clearing the jammed cardboard compactor at about 10:30 a.m. when the machine turned on, killing the man, the investigation found. **Following the Lock-Out/Tag-Out procedure would have prevented the accident by removing the power from the machinery until the problem was corrected.**

The 22-year-old man was an employee of Universal Processing, LLC, which does business at in East Brunswick, NJ as *Atlantic Sales & Salvage*. According to their website, Atlantic Sales & Salvage is a direct exporter and wholesaler of used sanitation vehicles and parts to Central America, Africa and the Caribbean.

On June 7, OSHA issued an initial penalty of \$93,240 for alleged safety violations. Prior to the Dec. 8, 2016, incident, the site had no history of accident or safety violations at the facility, according to Joanna Hawkins, a spokeswoman for OSHA, the federal agency charged with enforcing workplace health and safety.

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ARA Updates

Industry news from the national association

Takata Litigation Update

In February 2015, the ARA filed a class action lawsuit against Takata Corporation and certain automotive manufacturers, including Honda, BMW, Ford, Mazda, Nissan, Toyota, Mitsubishi and Subaru in the U.S. District Court for the Southern District of Florida.

The ARA's claims were filed on behalf of all automotive recyclers across the nation for economic losses resulting from defective airbags that were produced by Takata and installed in certain vehicles from those manufacturers. These defective airbags have propelled shrapnel into vehicles causing serious injuries and death to occupants, and the airbags have been subject to a litany of recalls.

ARA's goal in filing suit was to obtain compensation from the Defendants for the recyclers holding these now valueless airbags in their inventory. The ARA's claims were thereafter included as part of a Consolidated Class Action Complaint that also asserted claims on behalf of all owners of the affected vehicles. Defendants responded to the Complaint with numerous motions to dismiss, including motions to dismiss the ARA's claims.

In March 2016, the Court issued a series of orders granting in part and denying in part the motions to dismiss the ARA's claims. The Court generally sustained the ARA's claims against Takata, however it dismissed without prejudice the ARA's claims against the automotive manufacturers, requiring the ARA to provide more specific information as to which vehicles subject to the recall were purchased by the recyclers named in the Complaint.

Over the last year, the Court has issued a number of additional orders concerning Defendants' motions to dismiss. Its last order was issued on June 9, 2017, after which the Court set a deadline for the filing of an amended consolidated complaint. The amended complaint is currently due on July 14, 2017. The automotive recycler and car owners claims can be re-plead at this time to cure any deficiencies identified by the Court. Also in June, Takata filed for Chapter 11 bankruptcy. The impact of Takata's bankruptcy filing on the litigation is unclear at this time.



LKQ Secures Permission to Sell Mopar Parts

According to multiple sources, FCA earlier this year granted LKQ Corporation permission to sell certain Mopar parts numbers directly. According to media accounts, the agreement with LKQ consists of roughly 1,100 parts numbers, including 164 for current model vehicles.

In a recent FenderBender article on this development, Automotive Service Association Immediate Past Chairman Darrell Amberson, president of operations at LaMettry's Collision, a multi-shop operation in the Minneapolis metro area, stated that Chrysler selling directly to LKQ could potentially spell a loss of profits for independent collision shops. Amberson went on to state that "despite only hearing murmurings of other franchises carrying out similar actions, this continues a trend of parts becoming the focus of competing dealers, ultimately expanding the region from where independent shops seek to purchase parts".



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