



# Recyclers News Press

Iowa Auto Recyclers

March / April 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



## SUMMER OUTING 2017!



*Iowa Automotive Recyclers*

**SUMMER OUTING JUNE 9-10, 2017**

Be a part of it all!

## Iowa Auto Recyclers SCHOLARSHIP RAFFLE

This year, we will pull the winning raffle tickets at the Summer Outing in Iowa City on June 10, 2017. Chances to win the 65" Curved Screen SUHD TV are available for \$5 per ticket.

Continued on page 10...

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- **Free Recycler Roundtable groups** - Work with recyclers and Car-Part facilitators to optimize your operations
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- **EZ Route Integration** (PowerDB integration coming soon)



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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](mailto:Schauls3@mchsi.com) with a full color graphic when possible.

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## IAR's 2016-2018 Board of Directors

**Brad Osborn, President**  
Waterloo Auto Parts  
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[brad@waterlooaautoparts.com](mailto:brad@waterlooaautoparts.com)

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**Eric Piper (2015 2nd Term)**  
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Phone: 800-247-9135  
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[JeremyB@waterlooaautoparts.com](mailto:JeremyB@waterlooaautoparts.com)

**Tom Quandt (2014 3rd Term)**  
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[quandtauto@gmail.com](mailto:quandtauto@gmail.com)

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**Clyde Lems**  
Lems Auto Recyclers, Inc.  
Phone: 712-726-320216  
[clydeplems@yahoo.com](mailto:clydeplems@yahoo.com)

# SUE SPEAKING

From desk of the Executive Director

## Greetings Recyclers!

Ace Auto Recyclers  
Iowa City, IA  
[www.AceAutoRecyclers.com](http://www.AceAutoRecyclers.com)

Action Auto Parts  
Marshalltown, IA  
[www.action-auto-parts.com](http://www.action-auto-parts.com)

Aikey Auto Salvage  
Cedar Falls, IA  
[www.AikeyAutoSalvage.com](http://www.AikeyAutoSalvage.com)

Airline Auto Parts  
Waterloo, IA  
[www.airlineautopartsinc.com](http://www.airlineautopartsinc.com)

AWE Auto Service  
Traer, IA  
[www.awesalvage.com](http://www.awesalvage.com)

B & B Salvage  
Sioux Center, IA  
[www.BandBSalvage.net](http://www.BandBSalvage.net)

Burlington Recycling & Auto Parts  
Burlington, IA  
[burlingtonrecyclingandautoparts.com](http://burlingtonrecyclingandautoparts.com)

Charlie Brown Auto, Ltd.  
Creston, IA  
[www.CBAutoLtd.com](http://www.CBAutoLtd.com)

Chase Auto Parts Company, Inc  
Waterloo, IA  
[www.sunline-chase.com](http://www.sunline-chase.com)

Don's Auto & Truck Salvage  
Des Moines, IA  
[www.DonsAutoTruck.com](http://www.DonsAutoTruck.com)

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

What can you do to make sales better? Did you try meeting new vendors or previewing new industry products to give you a competitive edge? Then you probably attended one of the many industry events going on each year. The annual ARA Convention or the URG show or maybe a training event hosted by your software provided likely added knowledge to your skill set or your sales staff. If you missed these event, then you'll want to make sure you send in your registration form on page 14 and get ready for the Iowa Summer Outing & Trade show.

The event will be held in Iowa City this year with our host Joel McCaw and Jason Hilsman and the entire staff at ACEAUTO RECYCLERS. The trade show and seminars will be held at the Marriott Hotel and Convention Center in Coralville. There are plenty of hotel rooms but to get the special rate please make a reservation by May 19, 2017.

I know I say this every year, but it still holds true, **you can't afford to miss this event.** Networking, training and meeting vendors with good and services that have advanced another year could be the one thing that gets you on track to a great year.

If you haven't been to a conference in awhile then it is definitely time to engage!

You won't believe some of the *stuff* they come up...

See you soon.

Thanks for listening,

Sue

Schauls

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# Iowa Automotive Recyclers Board of Directors Meeting January 25, 2017—Des Moines

Members present: Brad Osborn, Sue Schauls, Tom Snyder, Pat Roof, Jordan Barkow, Eric Piper, Eric Piper, Mike Davidson, Joel McCaw, Mike Swift, Jodi Kunde and Jim Piazza, Jr.

*High Country Auto  
Cherokee, IA*

President Brad Osborn called the meeting to order at 5:25 pm and reminded everyone of the Anti-Trust Statement. Roll call was taken.

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

## Bill Review – Jim Piazza, Jr., IAR Lobbyist

Jim gave a review of the bill status and related legislative activities. He said he had a meeting this week with Senator Tim Kapucian (R-District 38) who is the Senate Transportation Committee Chair. Senator Kapucian has authorized Jim to draft two bills on our behalf. Jim's recommendation is to have a stand-alone bill for the Iowa NMVTIS program and a 2<sup>nd</sup> bill for the unique numbering identifier for salvage pool purchases and to do away with junking certificates in lieu of NMVTIS reporting. Those are the three concepts as adapted by the IAR Board and a lot of discussion followed on setting the priorities between those three concepts.

*Hulett & Son Auto Salvage  
Creston, IA*

*Jeff Smid Auto, Inc.  
Davenport, IA  
[www.JeffSmidAuto.com](http://www.JeffSmidAuto.com)*

Jim will be meeting with the bill drafter and once one is drafted, he will get that to the board for review. It is expected to get out of the Senate Transportation Committee by Hill Day. Some action items as identified by the attendees on this call to promote the bill are:

*Jerry Carney & Sons  
Ames, IA  
[www.CarneyAutoParts.com](http://www.CarneyAutoParts.com)*

1. Jim will work with the drafters and committee members to educate them on our concepts. LKQ and ADD will need to get involved as soon as the bill is out.

*John's Auto  
Aplington, IA  
[www.aplingtonautobodyshop.com](http://www.aplingtonautobodyshop.com)*

2. Jim will reach out to the House Trans. Committee. The Board Members need to make calls to promote Hill Day attendance and/or ask for PAC contributions. Meetings with leadership members on Hill Day will be necessary.

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

Other contacts: May want to do a Meet & Greet in Davenport with Senator Roby Smith (R-Dist. 7).

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

May need to contact Senator Tim Kraayenbrink (R-Dist. 5) during Hill Day.

*Leon Recycling & Auto Parts, LLC  
Leon, IA  
[www.LeonAutoParts.com](http://www.LeonAutoParts.com)*

Contact House Trans. Chair, Gary Carlson (R-Dist. 91), new Repr Ras Smith from Waterloo.

*Lyle's Auto Salvage  
Oto, IA*

*Midwest Auto Parts, Inc.  
Waterloo, IA  
[www.mw-autoparts.com](http://www.mw-autoparts.com)*

Mike S. can reach out to salvage pool once a draft is available and Sue will reach out to Eva Shine and to DOT,

*Monson Salvage, Inc.  
Lone Rock, IA*



# Iowa Automotive Recyclers Board of Directors Meeting January 25, 2017—Des Moines

North End Auto Wrecking  
Dubuque, IA  
[www.NorthendWrecking.com](http://www.NorthendWrecking.com)

Nugent Auto Sales & Salvage, Inc.  
Maquoketa, IA  
[www.NugentAutos.com](http://www.NugentAutos.com)

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

P.Q. Auto Parts  
Sioux City, IA  
<http://quickpickparts.com>

Pat's Auto Salvage, LLC  
Waterloo, IA  
[www.patsautosalvage.com](http://www.patsautosalvage.com)

Piper's Auto Salvage  
Bloomfield, IA  
[www.PiperAutoParts.com](http://www.PiperAutoParts.com)

Poell's Enterprises, Inc.  
DeWitt, IA  
[www.PoellsEnt.com](http://www.PoellsEnt.com)

Preferred Auto Sales, Inc.  
Lockridge, IA  
[www.preferredautosales.net](http://www.preferredautosales.net)

Quandt Auto Salvage, Inc.  
Carroll, IA  
[www.QuandtAutoSalvage.com](http://www.QuandtAutoSalvage.com)

Sam's Riverside  
Auto & Truck Parts  
Des Moines, IA  
[www.SamsRiverSide.com](http://www.SamsRiverSide.com)

Sanborn Auto, Inc.  
Sanborn, IA

Mike Athey.

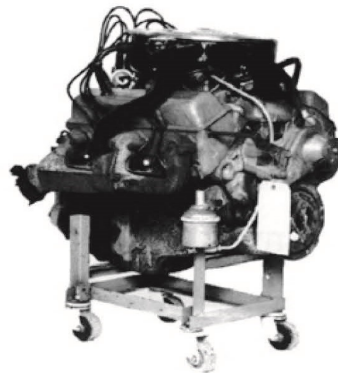
4. Jim would like to see a good delegation of recyclers at Hill Day and specifically a small group of informed recyclers who will meet with the leadership that day.

5. Hill Day Breakfast invitations will go out to all House & Senate & staff members.

Specific leadership members will receive emails from constituents who will attend with an invitation to Breakfast.

Respectfully submitted,  
*Jeff Smid*

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## Iowa Automotive Recyclers Board of Directors Meeting April 11, 2017—Conference Call

Members present: Brad Osborn, Sue Schauls, Mike Garvin, Joel McCaw, Mike Swift, Jodi Kunde, Tom Quandt and Jim Piazza, Jr.

President Brad Osborn called the meeting to order at 5:21 pm and reminded everyone of the Anti-Trust Statement. Roll call was taken.

**Raffle** – There will be a raffle for a 65" Ultra HD Curved Smart TV (value of \$2700). Sue mailed 60 tickets to each board member (\$250 value) and 24 tickets to most of the direct members (\$100 value). The drawing will be held on June 10<sup>th</sup> at the Summer Outing. Our gambling license is good until May 2018 so we may be able to do another raffle event before it expires.

**Scholarship Applications** – Jodi said there are nine applicants for the IAR scholarship with \$5,000 available in the scholarship fund. We would like to get the award letters out to the recipients before their graduations. Mike G. made a motion to award \$550 to each of the nine applicants. Mike S. seconded the motion; motion carried.

Sandhill Auto Salvage  
Tama, IA

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

Smith Auto Parts & Sales, Inc.  
Fairfield, IA

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

Snyder's Auto Body  
Clarinda, IA  
[www.snyders-autobody.com](http://www.snyders-autobody.com)

Spilman Auto Parts, Inc  
Bloomfield, IA  
[www.SpilmanAuto.com](http://www.SpilmanAuto.com)

Sun Line Inc.  
Cedar Rapids, IA  
[www.sunline-chase.com](http://www.sunline-chase.com)

Sunset Beach Auto Salvage  
Des Moines, IA  
[SunsetBeachAutoParts.com](http://SunsetBeachAutoParts.com)

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

Tourniers Recycling Inc  
Independence, IA  
[www.tourniersrecycling.com](http://www.tourniersrecycling.com)

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## Iowa Automotive Recyclers Board of Directors Meeting April 11, 2017—Conference Call

Van Gorp Used Cars, Inc.  
Oskaloosa, IA  
[www.VanGorpIA.com](http://www.VanGorpIA.com)

Van Horn Auto Parts, Inc.  
Mason City, IA  
[www.VanHornAutoParts.com](http://www.VanHornAutoParts.com)

Vander Haag's, Inc.  
Spencer, IA  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Council Bluffs, IA  
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Vander Haag's, Inc.  
Winamac, In  
[www.VanderHaags.com](http://www.VanderHaags.com)

Walker Auto Salvage  
Waverly, IA  
[www.WalkersAuto.com](http://www.WalkersAuto.com)



Summer Outing – The Summer Outing will be held in Coralville on June 9-10<sup>th</sup>. Joel gave a brief report on how plans are going so far. Sue reported she has finalized the budget for the event and is planning to have 28-30 vendor booths available. She will send out a draft of the brochure within a couple days to the board members. She is working on the speaker agenda now. Sue also said the cut-off for the block of rooms at the motel is May 19<sup>th</sup>.

Sue said she'll be sending out a mailer to all members in a couple of weeks and start making calls as well as asking the board members to make calls to invite members. It wasn't decided at this time if the board will hold a meeting at the Summer Outing. Sue suggested giving Bruce Chase the Founders Award at the Outing.

Legislative Update – Jim Piazza, Jr. gave a brief legislative report. He said our bills need some work. He said Toby Shine has asked for a meeting and would be willing to host a meeting for interested people. Jim said we need meetings with other groups also such as the DOT to get others on board with our bills. Jim said the Right to Repair bill could come up next year.

Joel made a motion to adjourn with a second from Mike G. The meeting was adjourned at 6:20 pm.

Respectfully submitted,  
*Jeff Smid*



**Waterloo Auto Parts**  **319-234-5207**  
**800-728-5207**  
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**Waterloo, IA 50703**

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## Iowa Automotive Recyclers Board of Directors Meeting April 11, 2017—Conference Call

The tentative schedule is as follows:

Friday, June 9<sup>th</sup> – 3-5 pm – Drivers Simulator Lab

6 pm – Dinner

6:30 pm – Trade Show

Sat., June 10<sup>th</sup> - 8 am – Breakfast & Speakers begin

11 am – Recyclers Round Table

Noon – Lunch & Trade Show

2-4 pm – Antique Car Museum tour

4-6 pm – Buses & Motel Shuttle runs to Ace Auto for BBQ  
and band

Midnight – Event scheduled to end

Waterloo Auto Parts  
Waterloo, IA  
[www.WaterlooAutoParts.com](http://www.WaterlooAutoParts.com)

West Edge Auto Salvage  
Independence, IA  
[www.westedgeautosalvage.com](http://www.westedgeautosalvage.com)

Wilken Auto Salvage Britt  
Britt, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Iowa Falls  
Iowa Falls, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Kensett  
Kensett, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Nashua  
Nashua, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Waukon  
Waukon, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Yaw Auto Salvage  
Des Moines, IA  
[www.yawssalvage.com](http://www.yawssalvage.com)



## Scholarship Program Raffle Fundraiser

Funding for the IAR Scholarship Program is raised from a variety of fundraising activity by IAR Members. Last year the 1st IAR Raffle was held to help fund the program in 2016. The Raffle was such a success and fun for all those involved that we have kicked off another raffle! **This year, we will pull the winning raffle tickets at the Summer Outing in Iowa City on June 10, 2017.**

The annual auction held at the Summer Outing is used to fund both the Political Action Committee or PAC Fund and the Scholarship Program. Funds are first dedicated to the Scholarship Program and applicable donations are allocated to the PAC but increased participation from both students and in the legislative arena, we now look to fun alternative activities to help keep each program growing and enhancing the lives of members of our association!

The recent mailer sent out to Members asking for PAC donations brought up an interesting conversation from a member whose business is a corpora-

tion. ***Pac donation must be made from individuals or LLC and not incorporated entities.***

So the member that inquired about how he could support the organization is considering sending the funds from his corporation to IAR's Scholarship Program in lieu of a PC donation. Of course, all donation large and small are appreciated. And that is true! \$25 from every member will help meet the goals of the organization just as well as the large \$100 donations of the generous few that give from year to year.

Others *highly appreciated* members also give auction item donations and/or make purchases at the auction during the Summer Outing. So giving is easy and can be made however one is comfortable. Most importantly, we are blessed by each donation.

To purchase raffle tickets contact Sue at Sue.Schauls@gmail.com or 319-290-7843 or any Board member. **THANK YOU!**



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## Iowa Automotive Recyclers Scholarship Program

# TV Raffle

WIN 65" 4K ULTRA  
HD CURVED SMART  
SUHD TV

Valued at \$2700

(Winner may receive TV or  
\$1000 VISA Gift Card)



Iowa Automotive Recyclers is a non-profit trade association of businesses involved in the recovery and sale of green recycled auto parts from end-of-life vehicles.

**Your donation helps support the Iowa Auto Recyclers Scholarship Program and the Charitable Chariots Program and registers you to win the SU HD Curved TV.**



*Need not be present to win!*

**Drawing held June 10, 2017**

**\$5 per ticket or 6 for \$25**

# Don't Miss the IAR Summer Outing & Trade Show June 9-10, 2017



## TOURS

Friday 3–5 pm

**National Advanced Driving Simulator**—<https://www.nads-sc.uiowa.edu/>

is the developer and operator of the world's most advanced ground vehicle simulator. *4 miles from hotel.*

Saturday 2–4 pm

**Antique Cars Museum of Iowa**—<http://antiquecarmuseumofiowa.org/>

prides itself in educating visitors on the history of transportation. *Located 1 block from hotel.*

## TRANSPORTATION

The Eastern Iowa Airport (airport code CID) is located nearby in Cedar Rapids, Iowa—*20 miles from hotel.*

Hotel does NOT offer shuttle service.

Shuttles will be available for the Friday, NADS tour and the Saturday evening event at Ace Auto Recyclers in Iowa City—*5 miles from hotel. NADS is 4 miles from hotel.*

## EXHIBITORS

**Open invitation in 2017.** Normally IAR Trade Shows are by invitation only to Members. In 2017, we are extending an open invitation to exhibitors. Shipping address is Coralville Marriott Hotel & Conference Center 300 East 9th St. Coralville IA 52241. Sponsorships are available.



## HOTEL & CONVENTION VENUE

**Coralville Marriott Hotel & Conference Center**  
**300 East 9th St. Coralville, IA 52241**  
**1-800-228-9290 or 319-688-4000**  
 Conference rate \$109 (reserved by May 19, 2017)  
**Ace Auto Recyclers**



2752 S Riverside Drive, Iowa City, IA 52246

## Saturday, June 10, 2017

4-6 pm **Yard Tours at Ace Auto Recyclers**

5-8 pm **BBQ Dinner and Scholarship/PAC Auction**

9-Midnight **Band with Dancing and revelry!**

*Free beer & shuttle service available*



## AGENDA

### Friday, June 9, 2017

3:00-5:00 pm **National Advanced Driving Simulator**  
**Tour** 2401 Oakdale Blvd. Iowa City, IA 52242

6:30-9:30 pm **Trade Show Open**  
 Annual Iowa Auto Recycler Summer Outing  
**TRADE SHOW EXHIBITION**

### Saturday, June 10, 2017

7:30—8:00 am Breakfast—Coffee & Breakfast sandwich served in foyer to training sessions sponsored by

**Professional Solutions Insurance Services**

#### Concurrent Sessions

**8:00—8:50 am**

CAR-PART.com *Maximizing Profits*

or

Hollander *Training to Increase Profits*

**9:00—11:00 am (2 hr)**

**Larry Oxham—**

American Society for Asset Protection

*How Automotive Recyclers Can Become Invincible to Lawsuits & Save Thousands in Taxes*

or

**9:00—10:50 am**

CONCURRENT SESSION

**10:00—11:50 am**

CONCURRENT SESSION

**11:00 am—12:00 Noon**

RECYCLERS' ROUNDTABLE

**12:00 Noon—2:00 pm**

**Lunch & Trade Show Open**

Annual Iowa Auto Recycler Summer Outing

**TRADE SHOW EXHIBITION**

**2:00— 4:00 pm Antique Car Museum of Iowa**

**Tour**

# Iowa City, Iowa June 9-10, 2017

Marriott Iowa River Landing Coralville, Iowa



June 9th - 10th, 2017  
Ace Auto Recyclers  
Iowa City, Iowa

**June 9-10, 2017**

Ace Auto Recyclers  
Iowa City, Iowa

**Marriott Hotel at Iowa River Landing  
Coralville, Iowa**

*Saturday Speaker Agenda  
Saturday Technology Tour  
Saturday Yard Tours & BBQ  
Trade Show*

Friday 6:30-9:30 pm

Saturday 12:00-2:00 pm

[www.IowaAutomotiveRecyclers.com](http://www.IowaAutomotiveRecyclers.com)  
To register Only \$99 per Member

## Registration

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Additional Attendee Name(s): \_\_\_\_\_

Address: \_\_\_\_\_

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Phone: \_\_\_\_\_ Website: \_\_\_\_\_

Email: \_\_\_\_\_

☐ Member Registration .....\$99 per yard

☐ Non- Member Registration ..... \$99 per person

☐ Trade Show Booth ..... \$450

☐ Event Sponsorship with signage..... \$500

Total Enclosed or ☐ Invoice \$ \_\_\_\_\_

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# Tour Information

## Summer Outing 2017

**Friday, June 9, 2017**

**Tour** 3:00-5:00 pm

**National Advanced Driving Simulator**

2401 Oakdale Blvd. Iowa City, IA 52242

**NADS is the host, developer, and operator of the world's most advanced ground vehicle simulator.**

From its inception, the mission of NADS continues to be to help our research partners save lives, and reduce the costs of vehicle crashes by better understanding the impact of technology, pharmaceuticals and other factors on driving performance.



Iowa Auto Recycler Summer Outing attendees are invited to a private tour of the facility on Friday, June 9, 2017 from 3-5 pm. Shuttles from the hotel or self-drive the 4 miles to the lab. Tour will start at 3pm and 4pm with opportunities to take part in the mini-sim and other hands-on features at the NADS laboratory.

The **NADS MiniSim™** is high-performance driving simulator software designed for research, development, clinical and training applications. The core software is based on the state-of-the-art driving simulation technology that has been developed through decades of research at the National Advanced Driving Simulator and The University of Iowa. Find more information about this unique tour opportunity at

<https://www.nads-sc.uiowa.edu/>

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NATIONAL ADVANCED  
DRIVING SIMULATOR**



**Saturday, June 10, 2017**

2:00-4:00 pm **Tour**

**Antique Car Museum of Iowa**

860 Quarry Rd, Coralville, IA 52241

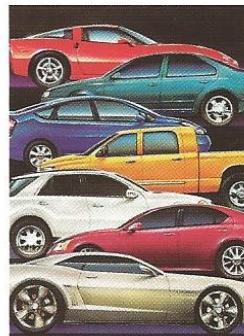
**The museum is located across the street from the Marriott Hotel and Convention Center.**

Come visit the Antique Car Museum of Iowa in the Iowa River Landing area and soak up some rich, automotive history! Summer Outing attendees are invited to tour the museum on Saturday, June 10, 2017 from 2-4 pm. The museum is less than one



block, an easily walking distance, from the hotel.  
Admission is \$5 at the door.

Donate a Catalytic Converter to Charity  
at the Summer Outing! **Please** bring a CAT to  
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*Alter Metal Recycling*  
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[www.altertrading.com](http://www.altertrading.com)

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

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**Reclamation Technologies, Inc.** provides refrigerant management solutions for auto recyclers.

Refrigerant reclamation is processing used refrigerant gas that has been used in motor vehicle air conditioners to meet specifications for new refrigerant. In the U.S., the Clean Air Act of 1990 requires that used refrigerant be processed by a certified technician. The refrigerant may be removed by either MAC certified technicians or automotive techs that are not specifically certified. However, technician must be certified to recharge a/c systems.

It is common to supply recovered refrigerant to auto body repairs shops. Often auto recyclers have excess refrigerant that needs to be reclaimed by a certified entity.

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Reclamation Technologies, Inc. is the Midwest leading EPA certified refrigerant reclamation company. They offer a wide range of services to assist with refrigerant management issues. Services include on-site recovery or cylinder exchange.

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## Automotive Fluid Recovery Service May Become Available in Iowa Again!

A member inquiry put the I-CARE program on the hunt for a service to pick up excess gasoline from members in Iowa. The service has been provided by both Lamb Fuel and Logan Oil in the past at more competitive rate than disposal through Safety Kleen or another hazardous waste hauler.

Some of us have met Rusty or Rhett from Automotive Fluid Recovery in the past as a contractor for Logan Oil. AFR has the ability to provide pick up in Iowa if multiple locations utilize their service.

Their website boasts “**Automotive Fluid Recycling** (formerly Logan Oil) is first in the field of reclaimed fuel, pioneering new technology that transforms a business liability into a new source of revenue.

We take a common sense approach to our business, providing our clients with customized fuel reclamation options that meet their specific needs. We are

committed to the highest environmental, safety and ethical standards. Let us show you how. Call today for a consultation and a complete rundown of our services.”

So members are encouraged to make the call and see what AFR has to offer. With enough interest maybe we can generate consistent support in Iowa for fuel recovery at low cost for disposal and/or as a revenue stream.

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# OSHA Updates Slips, Trips and Fall Rule

## May Deadline Approaches

Crush U Pull It Software  
Salt Lake, UT  
[www.s3softwaresolutions.com](http://www.s3softwaresolutions.com)

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

Holiday Wrecker Service, Inc.  
Tiffin, IA  
[www.holidaywreckerandcrane.com](http://www.holidaywreckerandcrane.com)

Hollander  
Plymouth, MN  
[www.HollanderParts.com](http://www.HollanderParts.com)

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

Integrated Recycling Technologies  
Monticello, MN  
[www.IRTMN.com](http://www.IRTMN.com)

Iowa Metal Recycling  
Evansdale, IA  
[www.iowametalrecycling.com](http://www.iowametalrecycling.com)

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

Legend Smelting & Recycling  
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[www.LegendSmelting.com](http://www.LegendSmelting.com)

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Falls from heights and on the same level (a working surface) are among the leading causes of serious work-related injuries and deaths.

**OSHA has issued a final rule on Walking-Working Surfaces and Personal Fall Protection Systems** to better protect workers in general industry from these hazards by updating and clarifying standards and adding training and inspection requirements. The rule affects a wide range of workers, from painters to warehouse workers. It does not change construction or agricultural standards.

The rule incorporates advances in technology, industry best practices, and national consensus standards to provide effective and cost-efficient worker protection. Specifically, it updates general industry standards (29 CFR 1910) addressing slip, trip, and fall hazards (Subpart D), and adds requirements for personal fall protection systems (Subpart I).

The final rule's update to Subpart D pertains to employee training and procedures for inspections for slip, trip and fall hazards in the workplace. Before any employee is exposed to a fall hazard, the employer must provide training for each employee who uses personal fall protection systems or who is required to be trained in prevention of slip, trip and fall hazards.

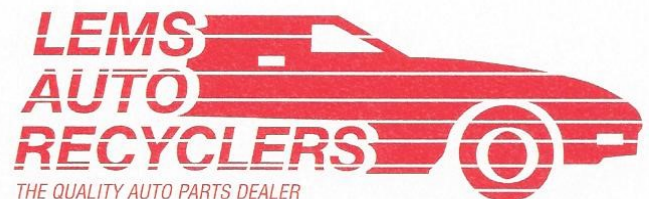
**Employers must ensure employees are trained in the requirements by May 17, 2017.**

The final rule's most significant update to Subpart I, is allowing employers to select the fall protection system that works best for them, choosing from a range of options including personal fall protection systems. OSHA has permitted the use of personal fall

protection systems in construction since 1994 and the final rule adopts similar requirements for general industry. *In general, those updates do not apply to most automotive facilities regular non-construction activity..*

The employer must ensure that each employee is trained by a qualified person.

The employer must train each employee in at least the following topics: 1) The nature of the fall hazards in the work area and how to recognize them; 2) the procedures to be followed to minimize those hazards; 3) the correct procedures for use of personal fall protection systems (if applicable). Employers should also conduct inspections for hazards that may be found in the workplace, procedures to correct those problems and log both the inspections and the training activity. Some useful tips can be found on the next page...



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# OSHA Updates Slips, Trips and Fall Rule

## May Deadline Approaches

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

MCI Core  
St Louis, MO  
[www.mcicores.com](http://www.mcicores.com)

Metro Salvage Pool  
Des Moines, IA  
[www.metro salvagepool.com](http://www.metro salvagepool.com)

Nordstrom's Automotive, Inc.  
Garretson, SD  
[www.nordstromsauto.com](http://www.nordstromsauto.com)

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

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Panhandle Converter  
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Dothan, AL  
[panhandleconverters.com](http://panhandleconverters.com)

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## 5 guidelines to prevent workplace slips, trips and falls

According to the U.S. Department of Labor, slips, trips and falls make up the majority of general industry accidents, which account for **about 25 percent of all reported injury claims per fiscal year** and **15 percent of all accidental deaths per year**, the second-leading cause behind motor vehicles.

In general, slips and trips occur due to a loss of traction between the shoe and the walking surface or contact with an object that leads to a fall. Here are five best management practices to help create a safer working environment.

### 1) Good Housekeeping Practices

Good housekeeping is critical. Safety and housekeeping go hand-in-hand. If your facility's housekeeping habits are poor, the result may be a higher incidence of employee injuries, ever-increasing insurance costs and regulatory citations. If an organization's facilities are noticeably clean and well organized, it is a good indication that its overall safety program is effective.

Good housekeeping is an ongoing procedure that is simply done as a part of each worker's daily duties.

### 2) Reduce Wet or Slippery Surfaces

Walking surfaces account for a significant portion of injuries reported by state agencies.

Traction on outdoor surfaces can change considerably when weather conditions change. Those conditions can then affect indoor surfaces as moisture is tracked in by foot traffic. *Keep parking lots and sidewalks clean and in good repair.*

## Safety Subscription

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# OSHA Updates Slips, Trips and Fall Rule

## May Deadline Approaches



Indoor control measures can help reduce the incidence of slips and falls. *Use door mats with non-slip backing in entrance areas. Display "Wet Floor" signs when needed.*

*Clean up spills immediately.* Create a procedure for taking the appropriate and immediate action when a spill happens or noticed.

### 3) Avoid Obstacles in Aisles and Walkways

Injuries can also result from trips caused by obstacles such as clutter and equipment in aisles, entry-ways and stairwells. Good housekeeping in work and traffic areas is still the best control measure. Have procedures in place and allow time for cleaning the area, especially where scrap material or waste is a by-product of the work operation.

*Avoid stringing cords, cables or air hoses across hallways or in any designated aisle.* Conduct periodic inspections for slip and trip hazards.

### 4) Maintain Proper Lighting

Poor lighting in the workplace is associated with an increase in accidents. Use proper illumination in walkways, staircases, ramps and dock areas. Keep work areas well lit and clean. Keep poorly lit walkways clear of clutter and obstructions. Keep areas around light switches clear and accessible. Repair fixtures, switches and cords immediately if they malfunction.

### 5) Wear Proper Shoes

The shoes we wear can play a big part in preventing falls. Evaluate the slickness of the soles and the type of heels worn to avoid slips, trips and falls. Whenever a fall-related injury is investigated, the footwear needs to be evaluated to see if it contributed to the incident. *Employees are expected to wear footwear appropriate for the duties of their work task.*

According to the U.S. Department of Labor, slips, trips and falls make up the majority of general industry accidents, which account for **more than 95 million lost work days per year – about 65 percent of all work days lost.**

It is up to the employee to pay attention and it is up to the employer to make the environment safer. By using these five guidelines to prevention slip, trips and falls, it will make it easier for employee to stay safe.



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# ARA Updates

## Industry news from the national association

Professional Solutions  
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[www.psis-ins.com](http://www.psis-ins.com)

QRP Salvage Solutions  
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[www.qrp1source.com](http://www.qrp1source.com) &  
[www.QRPVMS.com](http://www.QRPVMS.com)

Recyclers Power Source  
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[recyclerspowersource.com](http://recyclerspowersource.com)

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Sioux City Compressed Steel  
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[www.CompressedSteel.com](http://www.CompressedSteel.com)

The Locator Magazine  
Whiting, IA  
[www.PartsLocator.com](http://www.PartsLocator.com)

### ARA Targets Outreach to Auto Insurance Sector On Comprehensive Parts Data

ARA recently held meetings with the auto insurance and salvage pool sectors in an effort to educate them on the importance of OEM parts and build sheet data, and is working on building a coalition to address this need.

ARA President, RD Hopper, joined CEO Michael Wilson and ARA Vice President of Government Relations Delanne Bernier for the meeting and there was significant interest in the topic. Representatives of State Farm, American Family Insurance, Insurance Auto Auctions and Car-Part attended and reviewed a presentation that detailed the importance of parts data and the under-utilization of recycled auto parts in collision repair.

In the last few years, almost all automotive insurers have incurred elevated auto insurance claims due to an increase in miles driven along with a significant rise in repair costs. The presentation noted that if current barriers to comprehensive parts data facing the professional automotive recycling industry are addressed, the parts quality and quantity demands of the market can more effectively be addressed. In reaching out to the automotive insur-

ance sector, there was also considerable interest amongst auto insurers that were unable to attend.

### Safer Vehicles Cost More to Insure and Repair

A Wall Street Journal article detailed just how much high-tech collision prevention and avoidance systems are impacting car insurance costs. While "advanced driver assistance systems" are not mainstream among car buyers, auto-makers are intent on growing the number of high-tech safety packages and insurance companies are passing cost to owners.

Citing data from Allstate Corp., it costs \$166 to fix a conventional left mirror on a 2015 Mercedes-Benz ML350. If that mirror includes collision-avoidance technology, the repair bill increases to \$925. Often the safety equipment - cameras, sensors, microprocessors, etc - are located in the parts that tend to get hit in a collision, such as side mirrors. Susanna Gotsch, lead analyst for CCC Information Services, is quoted in the article as saying "Bumpers, fenders, grilles and side mirrors fitted with safety sensors often cost more to fix because of the need to recalibrate software and the limited availability of replacement parts."



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# 2017 Summer Outing & Trade Show for Automotive Recycling



## June 9-10, 2017

**Ace Auto Recyclers**  
**Iowa City, Iowa**

**Marriott Iowa River Landing**  
**Coralville, Iowa**

**Saturday Speaker Agenda**

**Saturday Technology Tour**

**Saturday Yard Tours & BBQ**

**Trade Show**

**Friday 6:30-9:30 pm**

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