



Recyclers News Press

Iowa Auto Recyclers

May / June 2017

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Routing Slip

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



Opportunity Awaits in Iowa City

The Iowa Auto Recyclers and Ace Auto Recyclers will host the annual SUMMER OUTING in Iowa City, Iowa on June 9-10, 2017, *in case you hadn't heard!*

Great opportunities will be available, all you have to do is show up and learn, network and see new products at the trade show among friends...



Iowa Automotive Recyclers

SUMMER OUTING JUNE 9-10, 2017

Be a part of it all!

Iowa Auto Recyclers Scholarship Recipients

Once again Iowa Auto Recyclers proudly selected outstanding students from families of members to receive funding for higher education from the annual scholarship program.

Continued on page 10...

www.IowaAutomotiveRecyclers.com

*Want to sell more parts on Car-Part.com?
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In 13 years since Car-Part has owned Checkmate, we have developed a fully integrated recycler management system that solves all of your needs for one low cost.

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- **eBay module** - Allows you to easily list surplus and slow moving parts on eBay for extra sales
- **Car-Part Interchange Plus** - Checkmate Part Listings display first on Car-Part.com for all Car-Part Interchange Plus parts. One click shows OE pricing and interchange from within Checkmate, Bidmate and Partmate.
- **SmartVin** - Decodes VINs to interchange numbers to simplify buying and inventory
- **Car-Part Exchange** - 4400 fully integrated recycled and aftermarket exchange yards available within Checkmate
- **Free Recycler Roundtable groups** - Work with recyclers and Car-Part facilitators to optimize your operations
- **Car-Part Gold** - The industry's leading Internet and mobile sales platform
- **Recycler Mobile App** - Your business, parts, and logo
- **EZ Route Integration** (PowerDB integration coming soon)



Ask which bundle is right for you!

859-344-1925



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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Phone: 515-265-1451
MikeG@VanderHaags.com

Past President Participants

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Brent@NugentAutos.com

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parts@sandhillautosalvage.com

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Mike@TrailsEndAuto.com

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david@action-auto-parts.com

Tom Snyder
Snyder's Auto Body
Phone: 712-542-5316
snyder@iowatelecom.net

Clyde Lems
Lems Auto Recyclers, Inc.
Phone: 712-726-320216
clydeplems@yahoo.com

SUE SPEAKING

From desk of the Executive Director

Greetings Recyclers!

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

Come play with us in Iowa City. You might just learn a thing or two! Attending an industry event has a way a renewing our commitment to the business and refreshing our minds. So break away from the hum drum of the daily grind and come think outside the box in Iowa City and Coralville at the **Iowa Auto Recyclers Summer Outing!**

The event will be held in Iowa City this year with our host Joel McCaw and Jason Hilsman and the entire staff at ACE AUTO RECYCLERS. The trade show and seminars will be held at the Marriott Hotel and Convention Center in Coralville. **You can't afford to miss this event.** If you haven't been to a conference in awhile then it is definitely time to engage! See page 12-15 for all the details. See you soon.

Thanks for
listening,

Sue Schauls

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

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Paul Lorang, Publisher

Phone: 507-215-2687

paul@cacworld.com

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ARA Hill Day

April, 2017—Washington D.C.

ARA Members Meet in Washington, DC for Another Successful Hill Day and Legislative Summit

ARA leadership, members and staff recently met for the Association's annual Hill Day, Legislative Summit and Board of Directors meeting in Washington, D.C. In a packed agenda, ARA held a Board meeting on the first day which included ARA Committee and budget reports.

The second day included the state-focused Legislative Summit where participants representing 15 states shared legislative updates and discussion focused on how to handle older vehicles without a title, the value of electronic stolen vehicle systems, and varied stormwater enforcement. In the afternoon, attendees participated in a leadership training session.

On the third day, ARA members visited with their elected officials. The message ARA brought to Capitol Hill this year was to educate their Members of Congress - House and Senate - and solicit co-sponsorship support for legislation that would require auto manufacturers to provide professional automotive recyclers with all parts data. Meetings were held with over 45 Congressional offices and 17 of those meetings were with the Member of Congress. ARA members were successful in getting at least two co-sponsors for the House legislation and dozens of offices are now studying the issue and seriously interested in providing support.

*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*

*Midwest Auto Parts, Inc.
Waterloo, IA
www.mw-autoparts.com*

*Monson Salvage, Inc.
Lone Rock, IA*



ARA Hill Day

April, 2017—Washington D.C.

North End Auto Wrecking
Dubuque, IA
www.NorthendWrecking.com

Nugent Auto Sales & Salvage, Inc.
Maquoketa, IA
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

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

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

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

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

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

Sanborn Auto, Inc.
Sanborn, IA

The Hill Day also began with a breakfast appearance by Rep. Darrell Issa (R-CA). Congressman Issa is more than familiar with the auto industry as he holds 37 automotive patents and is the inventor of anti-theft devices including the Viper system. Issa addressed the group with a thorough knowledge of the challenges our industry faces and fully supports our policy goals and objectives. At a luncheon held in the House Veterans Affairs Committee room, Rep. Adam Kinzinger's (R-IL) senior staff accepted 2017 ARA Congressional Champion Award for his boss. The staffer, with whom ARA has worked for several years, encouraged the ARA attendees in our efforts and thanked the participants. The award was fabricated out of a car piston.



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ARA Hill Day

April, 2017—Washington D.C.



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Smith Auto Parts & Sales, Inc.
Fairfield, IA
www.SmithAutoParts.com

Snyder's Auto Body
Clarinda, IA
www.snyders-autobody.com

Spilman Auto Parts, Inc
Bloomfield, IA
www.SpilmanAuto.com

Sun Line Inc.
Cedar Rapids, IA
www.sunline-chase.com

Sunset Beach Auto Salvage
Des Moines, IA
SunsetBeachAutoParts.com

Swift's Trails End Auto Recycling
Des Moines, IA
www.TrailsEndAuto.com

Tourniers Recycling Inc
Independence, IA
www.tourniersrecycling.com

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Circular Economy

What is old, is new again

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Oskaloosa, IA
www.VanGorpIA.com

Van Horn Auto Parts, Inc.
Mason City, IA
www.VanHornAutoParts.com

Vander Haag's, Inc.
Spencer, IA
www.VanderHaags.com

Vander Haag's, Inc.
Council Bluffs, IA
www.VanderHaags.com

Vander Haag's, Inc.
Des Moines, IA
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Vander Haag's, Inc.
Kansas City, MO,
www.VanderHaags.com

Vander Haag's, Inc.
Sioux Falls, SD
www.VanderHaags.com

Vander Haag's, Inc.
Winamac, In
www.VanderHaags.com

Walker Auto Salvage
Waverly, IA
www.WalkersAuto.com

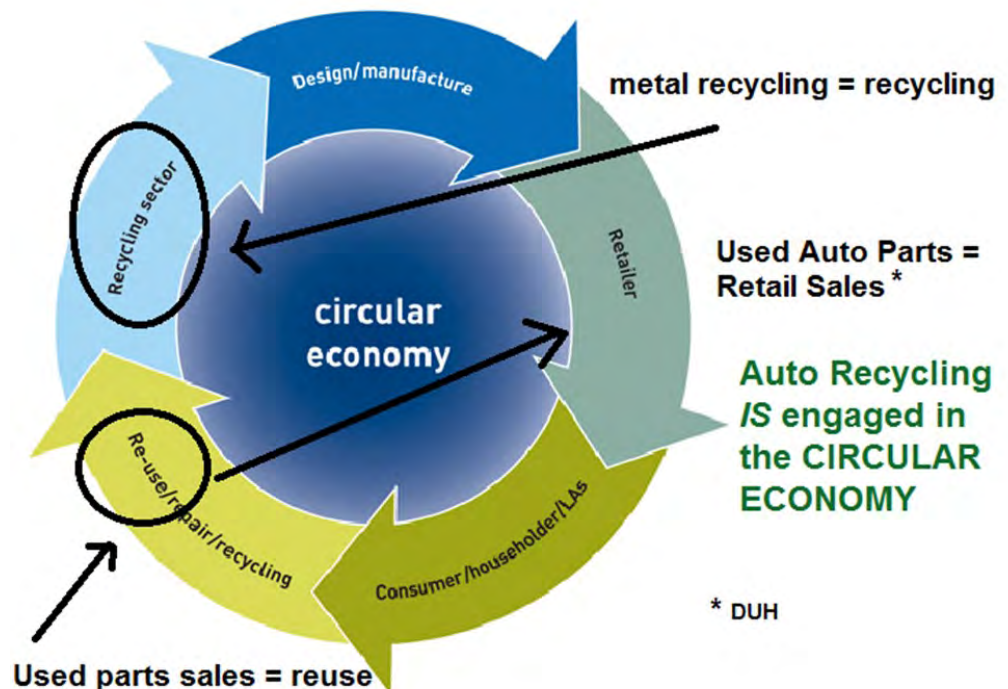


A circular economy is an alternative to a traditional linear economy (make, use, dispose) in which we keep resources in use for as long as possible, extract the maximum value from them whilst in use, then recover and regenerate products and materials at the end of each service life. ^{Wikipedia}

"The concept of a circular economy (CE) has been first raised by two British environmental economists David W. Pearce and R. Kerry Turner. In Economics of Natural Resources and the Environment, they pointed out that a traditional open-ended economy was developed with no built-in tendency to recycle, which was reflected by treating the environment as a waste reservoir". ^{Wikipedia}

The circular economy is grounded in the study of feedback-rich systems, particularly living systems. A major outcome of this is the notion of optimizing systems rather than components drawing from a number of more specific approaches including cradle-to-cradle, biomimicry, industrial ecology and the 'blue economy'. ^{Wikipedia}

The "new" concept is reportedly being applied in all aspect of the automotive manufacturing industry. A quick search will return a plethora of articles



Circular Economy

What is old, is new again

about limited resources and recovery of raw material and remanufacturing concepts. Which seems like a good thing until you scratch your head and think “Hey, didn’t auto recyclers start doing that the day after the cars started rolling off the assembly line?” The answer is, of course, yes. But old things are new again in a cyclical manner. History repeats itself as soon as the current masters of the universe discover what the previous masters knew.

The real question for auto recycling is not what is a circular economy, but “**how can we tap in to the trend?**”

Engagement. A world with little or no waste – it’s not just a nice idea for the distant future, it’s a means of improving the environment, public health and even profit margins today.

Companies across many industries are moving towards the idea of a circular economy as an alternative to the traditional linear model of make, use, dispose. In many regions around the world, governments are stepping up with support in the form of guidance and legislation.¹ That translate to taking a

legislative approach to require manufacturers to truly engage in the circular economy and not just provide lip service while feeling good about using old blue jeans to make carpet.

“The automotive industry depends on different raw materials to produce vehicles. Much of the supply of materials goes to car manufacturing. An increase in demand will lead to increases in prices, which can potentially increase the costs to car manufacturers,” explained Khaled Soufani of Cambridge Judge Business School.

Waterloo Auto Parts
Waterloo, IA
www.WaterlooAutoParts.com

West Edge Auto Salvage
Independence, IA
www.westedgeautosalvage.com

Wilken Auto Salvage Britt
Britt, IA
www.wilkenandsons.com

Wilken Auto Salvage Iowa Falls
Iowa Falls, IA
www.wilkenandsons.com

Wilken Auto Salvage Kensett
Kensett, IA
www.wilkenandsons.com

Wilken Auto Salvage Nashua
Nashua, IA
www.wilkenandsons.com

Wilken Auto Salvage Waukon
Waukon, IA
www.wilkenandsons.com

Yaw Auto Salvage
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Waterloo Auto Parts has been providing quality used, new and rebuilt parts for our customers since 1980. Our company motto “*We’ll Track It Down*” holds strong in everything we do. We make every effort to find your part, no matter how small. We are able to locate used and new auto and truck parts at a reasonable price. We pride ourselves on quality, on-time delivery and customer service for every customer every time.

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Continued on page 18...

Scholarship Recipients Announcement

The Iowa Automotive Recyclers presented scholarships this year to the following outstanding students.

Aaron Van Beek, grandson of Ed Regnerus, B&B Salvage, Sioux Center, was awarded the IAR Scholarship. Aaron is continuing his studies at Dordt College to become a math teacher and have a positive influence on generations of students to come.

Adrian Mitchell, son of Tim Mitchell, Sunset Beach Auto Salvage, Des Moines, was awarded the IAR Scholarship. Adrian is a double major in Communication and Graphic Technologies at University of Northern Iowa.

Brittney Rysdam, daughter of Dennis Rysdam, Spilman Auto Parts, Bloomfield, was awarded the IAR Scholarship. Brittney will study psychology at Indian Hills Community College as the first step in a journey to a doctoral degree.

Caroline Fidler, daughter of Susan Fidler, Swift's Trail End Auto Salvage, Des Moines, was awarded the IAR Scholarship. Caroline will continue from DMACC to University of Northern Iowa to pursue her teaching degree with an added interest in counseling.

Danielle Kooima, daughter of Dan Kooima, Lems Auto Recyclers, Doon, was awarded the IAR Scholarship. Danielle is planning on a nursing career as a Registered Nurse and later a specialty practice in Oncology.

Grant Fidler, son of Susan Fidler, Swift's Trail End Auto Salvage, Des Moines, was awarded the IAR Scholarship. Grant will continue his pursuit of a Mechanical Engineering degree at Iowa State University with a goal of designing automobile engines in the future.

Isabelle Fidler, daughter Susan Fidler, Swift's Trail End Auto Salvage, Des Moines was awarded the IAR Scholarship. Isabelle is studying nursing at Mercy College of Health Sciences with the interest of working in oncology. The Fidler recipients are the grandchildren of Gretchen & Dale Swift.

Sinjin Briggs, son of Mike Beardsley, Jerry Carney & Sons, Ames, was awarded the IAR Scholarship. Sinjin will be studying Agribusiness at Iowa State University.

Taylor Wright, daughter of Joe Wright, Spilman Auto Parts, Bloomfield, was awarded the IAR Scholarship. Taylor will study nursing at Mount Mercy University with ultimate goal of working as a nurse practitioner and in the neonatal intensive care unit.

A Letter from the Scholarship Chairman ...

Since the inception of the IAR Scholarship program, we have given outstanding students from member families, funds toward an educational goal. Each year it is our privilege to disperse up to \$5000 in scholarship to these fine young men and women.

Jodi Kunde, Chairman

Iowa Automotive Recyclers Scholarship Fund

We wish to encourage automotive recyclers' family members to pursue their post high school education by making a gift of \$_____ to the IAR Scholarship Fund.

NAME _____

BUSINESS NAME _____

ADDRESS _____

CITY STATE ZIP _____

Your gift may be mailed to IAR Scholarship c/o IAR SCHOLARSHIP COMMITTEE ATTN: JODI KUNDE 55 WEST 32ND STREET DUBUQUE IA 52001, you can e-mail any questions to Jodi at

iarscholarship@gmail.com.

Iowa Automotive Recyclers Scholarship Program

TV Raffle

WIN 65" 4K ULTRA
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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

7:15—8:00 am Breakfast—Breakfast & Coffee served in
 foyer to training sessions sponsored by
Professional Solutions Insurance Services

Concurrent Sessions

8:00—8:50 am

Will Velin—Assured Partners
Insurance Protection from Crime!
 or

Ray Carrizales, CMIT Solutions of Cedar Rapids
Optimum Computer System Management

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
Hollander Ebay Selling

10:00—11:50 am
Teresa Colbert— Car-Part.com
Teamwork Among Team Members

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 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

To register Only \$99 per Member

Registration

Company Name: _____

Contact Person: _____

Additional Attendee Name(s): _____

Address: _____

City, State & Zip: _____

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 \$ _____

☐ Credit Card # _____ expire _____ csc _____

Name on credit card _____



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/>

**THE
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
donate to the Iowa Auto Recyclers!**



**CHASE
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Bob Schoof, General Manager

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Waterloo, IA 50702

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Fax: 319-234-1977

Email: chase@qwestoffice.net

What is the Benefit of Attending an Industry Conference?

Actual Systems
Aurora, CO
www.actual-america.com

Al-Jon Manufacturing
Ottumwa, IA
www.aljon.com

Alter Metal Recycling
Des Moines, IA
www.altertrading.com

Auto Data Direct, Inc.
Tallahassee, FL
www.add123.com

Back Lot Auctions, LLC
Maquoketa, IA
www.backlotauctions.com

Bank Iowa Insurance LLC
Waterloo, IA
www.bankiowainsurance.com

Behr Iron & Metal
Mason City, IA
www.BehrIM.com

Brad's Used Parts MegaCenter
Viola, IL
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
Ft Wright, KY
www.car-part.com

Much discussion is focused on the benefit of attending conference and trade show programs. The reality is that conferences are among the most cost effective methods of obtaining education and information and establishing a network.

Conference sessions allow you to:

- Learn firsthand from industry experts that have successfully implemented technology solutions
- Keep up to date on new and emerging technologies
- Take the opportunity to create a professional network
- Create talking points to communicate more effectively with vendors
- Get immediate answers and solutions to issues within your business
- Discover new products that can decrease expense and increase revenue

Trade Show / Exhibition Events allow you to:

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"The circular economy concept emphasizes the need for firms in the automotive value chain, and other value chains, to come up with disruptive technology and business models that are based on longevity, renewability, **reuse, repair, upgrade, refurbishment**, servitisation and capacity sharing." It is already playing out in a variety of ways, and Soufani points specifically to the concept of 'reverse logistics' as it relates to reusing materials.¹

"There are also other issues relating to the industry exploring ways to use less energy and apply more innovative ways of **reusing, remanufacturing, and reconditioning**," he added, suggesting that more research is needed in this area.¹

Auto recyclers call it core processing, remanufacturing, rebuilding and replacing worn or broken parts with quality used auto parts under warranty instead of replacing parts or vehicles with new. But more research can only help the auto recycling industry.

By-the-way, **Servitisation** is a relatively recent concept adopted by manufacturers to deliver a service component in tandem with their traditional product - providing added value to customers, securing orders and boosting profitability.

Capacity sharing refers to one supplier with an expertise or stellar product supplying all businesses in need of their product, even if they are competitors. This seems fairly commonplace, but as a new business model, the upshot would be for auto parts to be more interchangeable not less.



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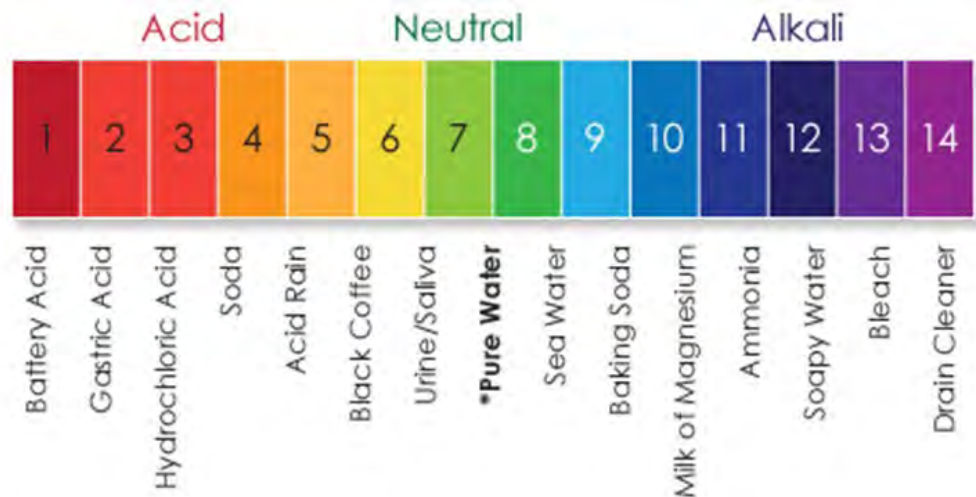


Iowa auto salvage yards with more than 250 vehicles in the yard are required to sample storm water (rain) runoff for parameters listed below.

All Iowa automotive salvage facilities are required to have a storm water permit regardless of whether or not you need to sample. **Collect and submit rainfall samples to a laboratory for analysis annually.**

Retain a copy of the report with the Storm water Pollution Prevention Plan (SWPPP). *It is not required to submit the report to the regulatory agency but it must be maintained on-site in the event an inspector requests to see it.*

Both sets of samples, *the grab and the composite*, must be tested for five parameters: five-day biochemical oxygen demand (BOD); chemical oxygen demand (COD); total suspended solids (TSS); total Kjeldahl nitrogen (TKN); total phosphorus. The grab sample must be tested for two additional parameters: oil and grease; pH. pH must be field tested.



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Storm Water

Sample Kits

There are no regulatory limits on the values of test results, only that the samples are taken and analyzed. Any analytical laboratory with the capacity to test storm water may conduct the testing procedures. An arrangement has been made with TestAmerica to conduct the samples through Sue Schauls that will ensure accuracy in the testing procedures including using the parameters required and reporting data accurately. Collect a representative grab sample and a composite sample of rainwater flowing off the property (outfall location).

SAMPLING MADE EASY

STEP ONE: In the first hour of a rainfall of significance (about 2 inches) using the storm water kit (cooler) received from TestAmerica, collect water in a clean cup and fill the bottles marked "composite" 1/3 full then fill all the bottles marked "grab" completely full.

ON-SITE pH Testing Remove the pH STRIPS from the small vial and fill the vial with sample water. Dip one pH strip in the water then record the value correlated to the color (see chart) on the Chain-of-custody.

The vial DOES NOT have to go back to the lab and the un-used pH strip can be retained for future use. This is called FIELD TESTING FOR pH.

STEP TWO: If at least 15 minutes have passed, then fill the composite sample bottles another 1/3 full .

STEP THREE: Wait 15 more minutes and fill the bottles the rest of the way full. Do overfill or overflow.

STEP FOUR: Date and sign the form, called the Chain-of-Custody, paperwork with your name, the name of the facility where the sample was taken and the date and time the sample was taken.

Sign the form and place it in a plastic bag in the cooler.

A separate bag is included for ICE!

STEP FIVE: Deliver or ship the collection kit to TestAmerica in CEDRA FALLS, IA using the included shipping label and prefilled CHAIN OF CUSTODY.

ADD ICE TO THE SAMPLE KIT IF IT WILL NOT BE DELIVERED THE SAME DAY
(An ice bag is included)

To request a sample kit, email
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Comprehensive Parts Data Legislation Reintroduced in U.S. House

Rep. Adam Kinzinger (R-IL) reintroduced a bill - **H.R. 2460** - in the U.S. House that will provide professional automotive recyclers with access to all OEM parts data. In the last Congress, he succeeded in getting a provision enacted into law that provides this information on safety recalled parts. ARA has worked with the Congressman for over two years on this new legislation and has fine-tuned the bill to have the accessible data include:

"Each original equipment manufacturer (OEM) part name included with such vehicle, a description of each such part, each part number (including any superseded and successor OEM part number), any other part identification number (such as a serial number) and distinguishing marking of each such part, and the software of each such part (if applicable)... Build sheet information...Additional information as determined by the Secretary."

ARA applauds Congressman Kinzinger for his thoughtful consideration and action on this issue critical to the future of automotive recycling. An effort to secure cosponsors for the new legislation was the goal of the recent ARA Hill Day and there was much interest by his colleagues. As a result, the bill will have at least two original co-sponsors.



ARA Leadership Meets with Federal Trade Commission

ARA met with representatives of the FTC to discuss the anti-competitive/ monopolistic nature of actions by auto manufacturers. The meeting continued dialogue about disparaging marketing practices of the automakers towards recycled OEM parts. ARA discussed professional automotive recycling and inventory management systems. ARA specifically noted the proliferation of automotive parts coupled with the constraints in which the recycling industry works.



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