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



Recyclers News Press

Iowa Auto Recyclers

November / December 2017

United States Powertrain New HQ in Spirit Lake

United States Powertrain has moved their corporate headquarters to a brand new, state-of-the-art facility in Spirit Lake, Iowa. **U.S. Powertrain** is a worldwide distributor of new and remanufactured drivetrain and powertrain components, specializing in transmissions, transfer cases and differential/axle assemblies. They offer complete units and all related internal components for cars and trucks.

U.S. Powertrain specializes in hard to find drivetrain and powertrain components for Chevrolet, GMC, Ford, Dodge, and Jeep vehicles and a large inventory of many foreign vehicles. Pickups, 4X4's, SUV's, Vans, Light trucks and Cars. Their



new line of remanufactured automatic transmissions covers over 4,000 different units for over 16,000 vehicle applications. As with recycled parts remanufactured parts are offered at up to 90% off of MSRP.

Robust U.S. Powertrain sales is good news for core sellers too!

Continued on page 12...

www.IowaAutomotiveRecyclers.com

AOL instant messaging is shutting down 12-15-2017!

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Recyclers News Press

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

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

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

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Iowa Automotive Recyclers Board of Directors Meeting November 22, 2017—Teleconference Call—9:00 am

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
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www.airlineautopartsinc.com

AWE Auto Service
Traer, IA
www.awesalvage.com

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

Burlington Recycling & Auto Parts
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burlingtonrecyclingandautoparts.com

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

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Waterloo, IA
www.sunline-chase.com

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

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

Members present: Sue Schauls, Eric Piper (Spilman's), Mike Gavin, Joel McCaw, Pat Roof and Jeff Smid.

Sue Schauls called the meeting to order at 9:07 am and reminded everyone of the Anti-Trust Statement. She also said this is an optional board meeting.

Sue said the purpose of this meeting is to make some plans and brainstorm for ideas for next year's Summer Outing, which will be June 15-16, 2018 at Okoboji/Sanborn. Sue had recently been to Spencer/Okoboji so has done a lot of legwork to get things going. This will be the 60th anniversary of the IAR.

The tentative schedule is as follows:

Friday, June 15th –

Pre-conference tours may be possible at Vander Haag's, Toby Shine's and Steve Hurst Rebuilder's Shop. Requests to those shops will be made.



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Iowa Automotive Recyclers Board of Directors Meeting November 22, 2017—Teleconference Call—9:00 am

Queen Mary II Boat Cruise from 6-8 pm (need a sponsor for this) this may not make it to the final agenda due to low turnout at pre-conference tours in the past and the high cost of the boat rental.

Reception at Shine's "Man Cave" from 8 until midnight (need sponsor for appetizers). Toby Shine will sponsor venue cost.

Saturday, June 16th –

9 am - 3:30 pm Sponsored Training Seminars (twelve 20 minute spots and two 30 minute spots) with a short lunch break. No vendor show this year.

4 pm – midnight - Main Event – Vander Haag's Car & Truck Museum and Conference Center (new) in Sanborn for BBQ, scholarship auction, etc. Bussing will be offered.

Rooms are reserved at the Arrowood (\$169.00/night) which will need to be reserved early as rooms won't be held after the block expiration date. There are other motels in that area if needed.

Sue said the usual tradeshow will be replaced with seminars this year. Following are some ideas for the training topics:

- Salvage Acquisition (Copart, using your data for buying)
- Inventory (better quality images, CAR EGG program)
- Parts Grading (ARA sets standards for this generally)
- Core selling
- Sales (phone etiquette, salesperson motivation)
- Shipping (package quality – measurements/weight, LTL)
- Human Resources (harassment issues)

Sue said she appreciated all the ideas discussed and the input on speakers and topics. She'll continue with plans and keep the board updated.

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

*Hulett & Son Auto Salvage
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*Jeff Smid Auto, Inc.
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www.JeffSmidAuto.com*

*Jerry Carney & Sons
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*John's Auto
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www.aplingtonautobodyshop.com*

*KAR Parts, LLC
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*King Automotive Salvage Center
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*Lems Auto Recyclers, Inc.
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*Lyle's Auto Salvage
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The meeting was adjourned at 10:10 am.

Respectfully submitted,

Jeff Smid

Jeff Smid, Secretary

SUE SPEAKING

From desk of the Executive Director

Greetings Recyclers!

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Quandt Auto Salvage, Inc
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Sandhill Auto Salvage
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www.sandhillautosalvage.com

Another year comes to an end and the future is full of optimism as the new year begins. And what it year it will be! With the 60th Anniversary of the Iowa Automotive Recyclers to celebrate in 2018 and a more robust economy than in past years, things are looking up!

The annual scholarship application period will open in the new year. The program has been successfully supported by the annual charity auction and the more recent raffle tickets sales.

Each year the Iowa Automotive Recyclers award scholarships to direct member's children and the children of their employees, to assist with the cost of a post secondary education. Students may apply during any year they attend an accredited institution. Colleges are cutting back on scholarships, grants and other forms of financial aid available to students due to funding cuts to education. That's why these scholarships are more important than ever. www.iowaautomotiverecyclers.com/Scholarship.html

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SUE SPEAKING

From desk of the Executive Director

The Summer Outing schedule is set for June 15-16, 2018 in the Okoboji, Iowa area of northwest Iowa. With a strong training agenda and plenty of networking opportunities for this special event.

www.iowaautomotiverecyclers.com/Events.html I hope all direct and associate members can make it. The "Iowa Great Lakes" region has a lot to offer for recreation and the museum reception events alone will be worth the trip. Look for registration details very soon.

The Iowa legislative session will be short this year due to the mid-term election. No matter what your political leaning, remember it is important to participate. Equally important is to seize every opportunity to make a good impression as an auto recycler, a small business owner and a proud member of the Iowa Auto Recyclers! It is going to be a good year!

Wishing you Happy Holidays and a New Year filled with prosperity and success!

Thanks for listening,
Sue Schauls

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Disaster Planning for Small Business

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Disaster recovery planning is one of those things every small business owner knows is important, but many avoid, until it is too late. The truth is, you just never know when a disaster will strike, and it's important to prepare your business for such an event, just as you would your home and family.

Despite the unpredictability of disasters, there is much you can do to prepare your businesses for things like floods, hurricanes, tornadoes, earthquakes, pandemics, terrorism or technology-related hazards such as the failure or malfunction of systems, equipment or software or hacking by "ransomware".

Disaster planning is important for more than just your own business recovery, it is important to the economy as a whole too. If businesses are ready to survive and recover, our economy is much more stable. Nearly half of all private sector employees work for small businesses and these organizations provide nearly 45% of the nation's payroll. A commitment to developing an emergency preparedness plan will not only protect your business investment, it will also help support employees, customers and the community.

Where to start?

Disaster planning can seem overwhelming, in large part because there are so many variables. Many business owners don't know where to start, and as a result, don't do anything. Although it's always best to have a complete plan, it's better to have a few crucial pieces than nothing at all. In other words – **if you can't do everything, do something!**

Use existing resources such as **Ready Business** (www.ready.gov/business), a government website that provides tools to create a preparedness plan. It covers any hazards and follows the program elements adopted by the U.S. Department of Homeland Security, called the National Fire Protection Association 1600, Standard on Disaster/Emergency Management & Business Continuity Programs. Guidance for natural disasters of many types are outlined on the website.

The first step of course is to identify which natural disaster must your facility be prepared to withstand. Being physically prepared with firefighting equipment, emergency drinking water, first aid kits, etc., is one aspect of planning. Another is the pre-planning that takes place through an employee safety training program that covers information on fire extinguishers or emergency evacuation routes, for example.

Often overlooked is the **Business Continuity Plan**. That is, *how the business will return to business once the disaster is over but physical damage from tornado, flood or fire, etc. have left the facility incapable of normal daily function.*

Carefully assess how your company functions, both internally and externally, to determine which staff, materials, procedures and equipment are absolutely necessary to keep the business operating. Start by identifying operations critical to survival and recovery.

Disaster Planning for Small Business

Government Resources Available Online

Include emergency payroll and accounting systems to manage money and track costs in the event of a disaster. Establish procedures for succession of management including at least one person who is not at the company headquarters, if possible.

Next, decide who should participate in putting together your emergency plan. Include staff from all levels in planning and as active members of the emergency management team. Focus on those staff members with expertise vital to daily business functions. These will likely include people with technical skills as well as managers.

Then, make a list of your most important customers and proactively plan ways to serve them during and after a disaster. Also, identify key suppliers, shippers, and other businesses you must interact with on a daily basis. Develop professional relationships with more than one company. A disaster that shuts down a key supplier can be devastating to your business.

Finally, plan what you will do if your building, plant or store is not accessible. Define crisis management procedures and individual responsibilities in advance. Talk with your staff to review and practice what you intend to do during and after an emergency.

FEMA (www.fema.gov) references many of the **Ready Business** resources including a template/workbook/form for an [Emergency Response Plan](#) – A 10-page document to help identify the goals and objectives of an emergency response plan. This plan will help define what your emergency response team is expected to do during an emergency (e.g., evacuate employees and visitors, provide first aid, etc.)

Also available on the website is a sample [Business Continuity Plan](#) – this is a template useful to put together a custom plan. Smart planning can help you keep your business running if disaster strikes. You'll want to take the right steps to prevent and prepare for disaster, and know where to get aid if disaster strikes. For that, the Small Business Administration (SBA) has an [area on it's website](#) dedicated to emergency preparedness.

One helpful resource was the section of specific disaster checklists and tips. There you can download

checklists and safety tips for specific disasters such as hurricanes, winter weather, earthquakes, floods and more.

An estimated 25% of businesses don't open again after a major disaster, according to the Institute for Business and Home Safety. Protect your small business by identifying the risks relevant to your location, both natural and man-made. Then, keep your plan of action updated.

Preserve your equipment and business records by referencing this [IRS guide](#) on protecting your information before an emergency strikes. The Federal Emergency Management Agency (FEMA) also offers an [emergency preparedness checklist and toolkit](#).

It's only a matter of time before your business is going to face an emergency situation. The best preparation for any situation is to have a well-thought-out plan in place and to educate your team on its elements.



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new Electronic Submission of Records

Deadline for 2016 Reporting is December 1, 2017

Provisions call for employers to electronically submit injury and illness data (OSHA 300 Logs) that they already record.

The records must be kept at the worksite for at least five years. February through April, employers must post a summary (300A Log) of the injuries and illnesses recorded the previous year.

How will electronic submission work?

OSHA has provided a secure website for data submission. The **Injury Tracking Application (ITA)** is accessible from the [ITA launch page](https://www.osha.gov/injuryreporting/index.html), to provide the Agency your 2016 OSHA Form 300A information.

<https://www.osha.gov/injuryreporting/index.html>

Compliance Schedule

The new reporting requirements will be phased in over two years. OSHA proposed to [extend the 2017 compliance date](#) for electronically submitting injury and illness

reports from July 1 to December 1. Applicable employers can submit injury and illness data using an [electronic reporting system](#) available August 1.

Establishments with 250 or more and establishments with 20-249 employees in [certain high-risk industries](#) (including auto recycling) must submit information from their 2016 Form 300A by ~~July 1, 2017~~ (extended to 12-1-17) and their 2017 Form 300A by July 1, 2018. Beginning in 2019 and every year thereafter, the information must be submitted by March 2nd.

OSHA State Plan states must adopt requirements that are identical to the requirements in this final rule within 6 months after publication of this final rule.

Iowa OSHA Incident Reports. The new Iowa [Incident Report Form](#) will allow shops to save a completed copy and either use the submit button at the bottom of the form or attach from your email to submit an incident.

<https://www.iowaosha.gov/iowa-osha-incident-reports>

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Although they specialize in drivetrain components, they also offer other powertrain products, such as remanufactured diesel engines and new exhaust manifolds. All diesel engines come with a 2 year; 24,000 mile warranty.

Chris Kabele, Founder and CEO, says the move and expansion was necessary due to their rapidly expanding customer base. "We had outgrown our old facility and were in need of updating equipment, so we decided to do it right and build a brand new facility and buy all new equipment", Kabele said. The new facility sits on 35 acres, so there is plenty of room for expansion.

That is good news for auto recyclers too. With increased capacity and demand, *United States Powertrain* has a never-ending need for recycled core parts to re-manufacture at their new facility.

United States Powertrain also has a warehouse in Lakewood, NJ to better service the eastern customer base. That, and added shipping points from 12 other strategic vendors positions the company to service its nationwide customer base more efficiently.



U.S. Powertrain also has a marketing division that has flourished by offering expertise to other businesses. "We've gotten so good at presenting our company that other businesses have asked for our help marketing theirs. We help them market their businesses the same way we made ourselves successful" says Kabele. The company also publishes an industry trade magazine called the *Recyclers Power Source*.



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U.S. Powertrain Spirit Lake, Iowa

UNITED STATES POWERTRAINS' parent company was started in 1962, so with over 50 years of business involvement in the automotive industry, they have proven themselves as a solid company to deal with. They are constantly evolving to meet the demands of the modern business world, while remembering where they came from. Kabele said. "Even though the electronic world we live in gives us a different contact with our customer, we still believe in the same old business morals of a




firm handshake and giving our word to our customers that we will do the best we can. We want just one chance to prove ourselves ... if we don't impress you, we don't expect a 2nd chance. That's what makes us different than other companies ... we deliver what other companies only promise."

Future plans for expansion include sales of parts and remanufactured units to the construction and material handling industries.

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www.car-part.com

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

DeVries Equipment
Ankeny, IA

EZ Crusher
Annandale, MN
www.EZCrusher.com

Holiday Wrecker Service, Inc.
Tiffin, IA
www.holidaywreckerandcrane.com

Hollander
Plymouth, MN
www.HollanderParts.com

IIADA
Panora, IA
www.iowaiada.com

Kabele Truck & Auto Parts
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Joliet, IL
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(Reuters) - Honda Motor Co Ltd said on Monday it will use Facebook Inc's custom audiences tool to find car owners with defective Takata airbags.

The tool, which allows advertisers to reach a specified list of users, will match encrypted email addresses associated with recalled vehicle identification numbers to Facebook users.

Japan's Takata Corp's air bag inflators have been linked to at least 18 deaths and 180 injuries around the world because they can rupture and shoot metal fragments into vehicles.

Honda, whose vehicles account for 17 of the 18 deaths worldwide, has been by far the most aggressive in reaching out to affected customers.

A report issued by an independent monitor of the recalls said more than 10 million U.S. vehicles and 18.5 million faulty Takata air bag inflators remain unrepaired in the largest ever auto recall.¹

Automakers have recalled or expect to recall by 2019 about 125 million vehicles worldwide to replace air bag inflators, including more than 60 million in the United States.

Thousands of Americans are still driving cars with about a 50% chance of an airbag exploding and sending shrapnel into their faces if they get into even a minor accident. It may sound dramatic, but according to the National Highway Traffic Safety Administration (NHTSA), testing has shown that, in a large number of 2001–2003 Honda and Acura models, the Takata airbags' PSDI "Alpha" inflators, if triggered, have a one in two chance of "exploding like a grenade."²

Affected vehicles, which NHTSA and Honda are calling "Alpha cars," include the 2001–2002 Accord and Civic, the 2002 Honda CR-V and Odyssey, the 2002–2003 Acura 3.2TL, the 2003 Acura 3.2CL, and the 2003 Honda Pilot.



Bob Schoof, General Manager

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Honda to use Facebook to find owners with defective Takata airbags

As of last week, there are about 137,000 Alpha Hondas that still need repair, Honda spokesman Chris Martin told Car and Driver. Martin said about 100,000 of those vehicles are believed to be still on the road.²

These cars make up a small percentage of the 34 million vehicles affected by the unprecedented [Takata airbag recall](#). NHTSA has advised owners of non-Alpha cars and trucks to continue driving them with the airbags activated until a repair is ready, because in most vehicles it is more likely that the inflator will not rupture and the car or truck is safer with the airbags functioning as intended.² View full list of vehicles at <https://blog.caranddriver.com/massive-takata-airbag-recall-everything-you-need-to-know-including-full-list-of-affected-vehicles/>

To reach the owners of the Alpha vehicles and millions more affected by the recall, Honda is using Facebook's Custom Audience tool. The automaker is matching encrypted email addresses associated with Vehicle Identification Numbers (VINs) under recall with Facebook user IDs. The social media site's Custom Audience feature allows businesses to tailor advertisements to very specific groups, and one of its many ways of doing so is by having businesses plug in email addresses from customer data that they have on file.

While some companies may be using it to sell you things you don't need, Honda is using Facebook to send its target audience a [public-service announcement](#). The narrator is a Honda customer, Stephanie Erdman, who suffered permanent damage to her right eye when a Takata airbag inflator in her 2002 Civic ruptured in September 2013. The PSA includes a graphic image of Erdman's injury, along with her personal plea that owners of affected vehicles get their cars fixed as soon as possible. View PSA at <https://www.youtube.com/watch?v=FZrcZAM6-zA&feature=youtu.be>

Reference:

1 <https://www.reuters.com/article/us-honda-takata/honda-to-use-facebook-to-find-owners-with-defective-takata-airbags-idUSKBN1DK1K2>

2 <https://blog.caranddriver.com/honda-turns-to-facebook-to-track-down-owners-of-cars-with-takata-grenade-airbags/>

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Iowa DNR Enforcement Actions

Online Record Search Available

DES MOINES – DNR staff work with individuals, businesses and communities to help them protect our natural resources by complying with state and federal laws. This approach is very effective. In the few cases where compliance cannot be achieved, the DNR issues enforcement actions.

Many times, environmental improvement comes as a result of an enforcement action. Enforcement must take place when people choose to circumvent the law or do not understand the full impact of their actions on our environment. The DNR is charged with ensuring compliance with State of Iowa environmental laws and rules. The compliance portion of the DNR improves our environment through educating citizens and promoting awareness of the environmental impacts of our actions and awareness of applicable law.

Orders reported in 2017 are listed by the date of issuance, in reverse alphabetical order (by responsible party, by last name for individuals) at www.iowadnr.gov/InsideDNR/AboutDNR/EnforcementActions.aspx.

Consent Orders - A consent order is issued as an alternative to issuing an administrative order. A consent order indicates that the DNR has voluntarily entered into a legally enforceable agreement with the other party.

Administrative Orders - Responsible parties have 30 days to appeal the order or 60 days to pay the penalty.

With administrative orders, responsible parties have 30 days to appeal the order. A consent order is issued in settlement of an administrative order or as an alternative to issuing an administrative order. A consent order indicates that the DNR has voluntarily entered into a legally enforceable agreement with the other party.



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