

# **Recyclers News Press**

Iowa Auto Recyclers

January / February 2018

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## Routing Slip

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



## Hotlines' Betsy Finnell Speaks about her passion for the industry

Helping recyclers make more money has been our family mantra forever.

My parents Jim (known as "Chick") and Betty Finnell, started A & A Auto Salvage in Topeka, Kansas, in 1957 with \$500. I sometimes say I may not have grease under my fingernails but it's in my blood.

I grew up at the dinner table listening to my parents discuss the heavy challenges they faced each day as small business owners in this industry. I watched them continually battle diverse issues such as eminent domain, OSHA, and environmental impact. During this time President Lyndon Johnson's wife, Lady Bird, initiated her national campaign against the "dirty junk yards." As you might imagine, my mom, being a "dirty junk yard" owner, took great exception to this. Mom wrote President and Mrs. Johnson describing all the work she had done to beautify their salvage yard and the pride they had in owning it. Mrs. Johnson was thrilled to

## Helping recyclers make more money is the Hotlines mantra.

receive the letter and contacted mom personally. As a result, mom was invited to several receptions at the White House and asked to serve on the President's National Beautification Committee.

Mom started the Kansas State Auto Wreckers Association and formed a national lobby group for recycler interests. She was responsible for getting 4.000 telegrams sent to Washington back in the 1970's to stop a particularly dangerous piece of legislation from moving forward.

Continued on page 14...

www.lowaAutomotiveRecyclers.com

AOL instant messaging shut down on Dec 15, 2017.

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#### Recyclers News Press

IAR IOWA AUTOMOTIVE RECYCLERS

Recyclers News

Press

The RECYCLERS NEWS PRESS is published six times per year for the lowa 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 <u>Schauls3@mchsi.com</u> with a full color graphic when possible.

#### **Executive Director**

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#### Lobbyist

Jim Piazza Jr. 2600 Grand Avenue Suite 230 Des Moines, Iowa 50312

Phone: 515-243-2080 Fax: 515-288-9477 JamesPiazzaJr@hotmail.com

#### IAR's 2016-2018 Board of Directors

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Eric Piper, Vice President Spilman Auto Parts, Inc Phone: 641-664-2463 eric@spilmanauto.com

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Andy Wilken Immediate Past President Wilken Auto Salvage Phone: 641-435-4077 wilkenauto@yahoo.com

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Mike Davidson (2015 3rd Term) Don's Auto & Truck Salvage Phone: 515-262-8283 <u>mike@donsautoandtrucksalvage.com</u>

> Mike Garvin (2015 1st Term) Vander Haag's, Inc Des Moines Phone: 515-265-1451 <u>MikeG@VanderHaags.com</u>

#### Past President Participants

Brent Nugent Nugent Auto Sales & Salvage Phone: 563-652-2231 Brent@NugentAutos.com

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Mike Swift Swift's Trail End Auto Salvage Phone: 515-265-5696 <u>Mike@TrailsEndAuto.com</u>

David Hesmer Action Auto Parts Phone: 641-752-3395 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

www.lowaAutomotiveRecyclers.com

## Iowa Automotive Recyclers Board of Directors Meeting

January 26, 2018—Teleconference Call—9:00 am

Ace Auto Recyclers Iowa City, IA <u>www.AceAutoRecyclers.com</u>

Action Auto Parts Marshalltown, IA <u>www.action-auto-parts.com</u>

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

Airline Auto Parts Waterloo, IA www.airlineautopartsinc.com

AWE Auto Service Traer, IA <u>www.awesalvage.com</u>

B & B Salvage Sioux Center, IA <u>www.BandBSalvage.net</u>

Burlington Recycling & Auto Parts Burlington, IA <u>burlingtonrecyclingandautoparts.com</u>

Charlie Brown Auto, Ltd. Creston, IA <u>www.CBAutoLtd.com</u>

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

Don's Auto & Truck Salvage Des Moines, IA <u>www.DonsAutoTruck.com</u>

Grab & Go Auto Salvage, LLC Spencer, IA <u>www.grabandgosalvage.com</u> Members present: Eric Piper, Joel McCaw, Jeff Smid, Andy Wilken, Brent Nugent, Jodi Kunde, Tom Quandt, Tom Snyder, Pat Rooff, Jordan Barkow, Mike Swift, Clyde Lems, Dave Hesmer, Mike Waterbury, Dereck VonDerBrink (un-announced), and-Sue Schauls.

Anti-Trust reminder – Sue called the meeting to order at 9:04 and took roll call. She asked Eric Piper, Vice President, to conduct the meeting.

#### Lobbyist Contract:

Eric stated the purpose of the meeting was to discuss the Lobbyist contract. Jim has been paid one half of his contract amount (\$10,000) and has not been paid the other half for 2017. \$10,000 is due to Jim as the Association is under contract to make full payment.

As last reported in the 9-6-17 Board minutes, Jim reported receiving information on the DOT five year review and on several items including work on definitions, salvage title situations, and salvage theft exams. Jim had planned to set up a meeting between DOT and IAR Board but the meeting never transpired.



#### Iowa Automotive Recyclers Board of Directors Meeting January 26, 2018—Teleconference Call—9:00 am

There was discussion as to what the next contract should include such as better communication between the contracted lobbyist and the Board, the expectation set forth with monetary consequences, and more oversight by the Legislative Committee. The Board also thought they could do better with communication between themselves and the Lobbyist.

It was decided that 2018 will be either a gap year or a monitoring legislative year. The Board also decided to have the 2019 contract ready for review by October 1, 2018 (as had been discussed in previous years) so that everyone is aware of the goals and expectations in advance of the new contract year.

After a lengthy discussion on Jim's performance issues, Tom S moved to the Legislative Committee of Mike S, Pat and Sue to meet with Jim face-toface to do the following: pay Jim the balance due for 2017, to discuss the fee for future "monitor only" contract, and to discuss the 2019 contract that outlines expectation more clearly. Eric P seconded the motion. Motion carried. Mike S will initiate the meeting time and place. After that there will be a conference call to discuss the outcome of the meeting and make plans to move forward.

#### **Upcoming Meetings:**

Sue will arrange a teleconference call for Tuesday, January 30th at 5:15 pm to follow up on agenda items from this meeting that did not get discussed. She will also arrange a face-to face Board Meeting in Des Moines in April.

There was a motion to adjourn and a second. Meeting was adjourned at 10:27 am.

Respectfully submitted,

Jeff Smíd

Cherokee, IA

High Country Auto

Hogeland Auto Plaza & Salvage Marshalltown, IA <u>www.hogelandautoplaza.com</u>

> Hulett & Son Auto Salvage Creston, IA

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

Jerry Carney & Sons Ames, IA <u>www.CarneyAutoParts.com</u>

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

> KAR Parts, LLC Garner, IA https://garnerkarparts.com

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

> Lems Auto Recyclers, Inc. Doon, IA <u>www.LemsAuto.com</u>

Jeff Smid, Secretary

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

> Lyle's Auto Salvage Oto, IA

Midwest Auto Parts, Inc. Waterloo, IA <u>www.mw-autoparts.com</u>



## SUE SPEAKING From desk of the Executive Director

#### **Greetings Recyclers!**

Happy New Year! The Iowa Automotive Recyclers is off and running with new program ideas and tools that will help members make more money this year! Stay tuned for upcoming webinars from Hotlines and



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Nugent Auto Sales & Salvage, Inc. Maquoketa, IA <u>www.NugentAutos.com</u>

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

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

Pat's Auto Salvage, LLC Waterloo, IA www.patsautosalvage.com

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

Preferred Auto Sales, Inc. Lockridge, IA <u>www.preferredautosales.net</u>

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

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

Sandhill Auto Salvage Tama, IA www.sandhillautosalvage.com

#### SUE SPEAKING From desk of the Executive Director



Smith Auto Parts & Sales, Inc. Fairfield, IA <u>www.SmithAutoParts.com</u>

Snyder's Auto Body Clarinda, IA <u>www.snyders-autobody.com</u>

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

Sun Line Inc. Cedar Rapids, IA <u>www.sunline-chase.com</u>

Sunset Beach Auto Salvage Des Moines, IA SunsetBeachAutoParts.com

Swift's Trails End Auto Recycling Des Moines, IA <u>www.TrailsEndAuto.com</u>

> Tourniers Recycling Inc Independence, IA www.tourniersrecycling.com

Van Gorp Used Cars, Inc. Oskaloosa, IA www.VanGorpIA.com

Van Horn Auto Parts. Inc. Mason City, IA <u>www.VanHornAutoParts.com</u>

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

> Vander Haag's, Inc. Council Bluffs, IA <u>www.VanderHaags.com</u>

> Vander Haag's, Inc. Des Moines, IA <u>www.VanderHaags.com</u>

#### Scholarship Program Appreciation of Members Contributions

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 <u>www.VanderHaags.com</u>

Walker Auto Salvage Waverly, IA www.WalkersAuto.com

Waterloo Auto Parts Waterloo, IA <u>www.WaterlooAutoParts.com</u>

West Edge Auto Salvage Independence, IA <u>www.westedgeautosalvage.com</u>

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

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

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

Wilken Auto Salvage Waukon Waukon, IA <u>www.wilkenandsons.com</u>

Yaw Auto Salvage Des Moines, IA www.yawssalvage.com Both owners and employees' college-bound student can apply. Applications are accepted from high school students as well as college students, including previous recipients.

Funding for the IAR Scholarship Program is raised from a variety of fundraising activity by IAR Members. Last year the 2ND IAR Raffle was held to help fund the program in 2017. The Raffle was a huge success and along with the auction at the Summer Outing just goes to shows how much our members care about the next generation in the auto recycler family.

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. Increased applications from students and in the legislative activity have driven us to look to fun alternatives to help keep each program growing and enhancing the lives of members of our associations!

#### Pac donation must be made from individuals or LLC, not corporations

Of course, all donation large and small are appreciated. So consider a scholarship donation from corporate funds in lieu of a PAC donation.

\$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 (even when they do not attend).

So giving is easy. Most importantly, we are blessed by each donation.

THANK YOU!







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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#### IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP

#### APPLICANT CRITERIA:

- Be a graduating high school senior or equivalent, or a college student who has been accepted to an accredited university, state college, community college, business or liberal arts school
- A minimum 3.0 GPA during high school or first year college.
- Applicants (or their eligible dependent/relative) must be affiliated with the Iowa Auto Recyclers Association to participate by meeting ONE of two criteria:
- Be a recycling yard owner or relative of the recycling yard owner who is a direct member of the Iowa Auto Recyclers. The owner of the recycling yard must be employed at the recycling yard, and not at other enterprises owned by the recycling yard. "Relatives" may include a son, daughter, grandchild, son-in-law, daughter-in-law, or spouse of the owner. Brothers, sisters, uncles, aunts, nieces, or nephews of the owner will not be eligible to participate unless employed in the business.

#### OR

2) Be an employee or dependent of an employee of the member salvage yard who has been employed for one year or more. Applicant must remain a degree-seeking student, enrolled at least full-time (a minimum of 12 credit hours per term).

#### APPLICANT GUIDELINES:

- Complete attached application, download at <u>www.lowaAutoRecyclers.com</u> under SCHOLARSHIP
- Enclose an official copy of the applicants' high school transcripts (in separate sealed envelope) with application.
- Include a one page essay on one of the following topic:

## Do you think that young people know about, understand and/or support the environmental benefits of automotive parts recycling? How do you think the message can be spread to the younger generation about these benefits and the cost savings of used auto parts for car repair?

- Two recommendation forms filled out from a school counselor, school official, employer or high school teacher who is familiar with the applicant.
- Applicants must remain enrolled in the same accredited four-year college, accredited university, state college, community college or business or liberal arts school for at least one year after accepting scholarship funds to be eligible for the full award.
- Obtain a letter from your parents' employer confirming date of hire with the firm. Your parent must have been or will be employed with a full member of the Iowa Automotive Recyclers for at least one year prior to application.

All candidates will be required to submit a complete application package, which includes a completed application form, transcripts, essay and two recommendation forms to:

IAR SCHOLARSHIP COMMITTEE ATTN: JODI KUNDE 55 WEST 32<sup>ND</sup> STREET DUBUQUE IA 52001, you can e-mail any questions to Jodi at iarscholarship@gmail.com.

DEADLINE DATE: The deadline for receipt for all application materials must be received by the IAR scholarship committee by midnight MARCH 15TH. Up to \$5000.00 will be awarded in scholarships for the fall term. The winners will be notified in writing in April and will be posted on the IAR website.

The scholarship award check will be forwarded to the scholarship recipient's school upon written certification of his/her enrollment for the fall term of the year the scholarship was granted. If the scholarship winner does not provide enrollment verification for the fall term the scholarship monies will be forfeited.

SCHOLARSHIP SELECTION: The scholarship will be awarded based on review of the following: course work in high school, course distribution, activities, the one page essay and recommendations. *Standardized test scores will NOT be used as a factor in the selection process.* 

## IOWA AUTO REYCLERS SCHOLARSHIP APPLICATION

NAME:	
(First)     (Middle)     (Last)       MAILING ADDRESS:	
HOME PHONE: E-MAIL ADDRESS:	
DATE OF BIRTH: GENDER: MALE / FEMALE	
CURRENTLY ATTENDING:	
(INDICATE HIGH SCHOOL OR OTHER SCHOOL) HIGH SCHOOL HONORS, AWARDS, AND ACTIVITIES:	
COMMUNITY SERVICE AWARDS AND ACTIVITIES:	
STATE YOUR FINANCIAL NEED. WHAT PORTION OF EDUCATION WILL BE FUNDED BY YOU	
SCHOLASTIC INFORMATION:	
ACT TEST SCORESAT TEST SCORE	
RANK IN CLASS OF CURRENT GPA: HONORS AND AWARDS (STATE NATURE AND YEAR OF AWARD OR HONOR):	
OFFICES AND POSITIONS OF LEADERSHIP (NAME OF ORGANIZATION AND YEAR, EX: BAN	ID 9, 10)
WHAT ARE YOUR SHORT AND LONG-TERM CAREER OBJECTIVES?	

## **IOWA AUTO REYCLERS** SCHOLARSHIP APPLICATION

WHAT DO YOU SEE YOURSELF DOING FIVE YEARS FROM NOW?

ANY ADDITIONAL INFORMATION WHICH MAY BE USEFUL TO SCHOLARSHIP COMMITTEE:

SCHOOL YOU WILL BE ATTENDING:

ANTICIPATED MAJOR: \_\_\_\_\_

EXPECTED GRADUATION DATE: \_\_\_\_\_

WHICH DIRECT MEMBER/YARD ARE YOU AFFILIATED?

NAME OF PARENT (EMPLOYED BY A DIRECT MEMBER OF IAR FOR AT LEAST ONE YEAR? START DATE?

**NOTE:** transcripts, essay, and recommendation forms should accompany scholarship application.

APPLICANT SIGNATURE:\_\_\_\_\_\_DATE: \_\_\_\_\_

Essay question: Do you think that young people know about, understand and/or support the environmental benefits of automotive parts recycling? How do you think the message can be spread to the younger generation about these benefits and the cost savings of used auto parts for car repair?



## International Safety Standard ISO 45001 Publish Date Set for March 15, 2018

The International Organization for Standardization is the system that is widely known for the ISO 9000 Quality Standards in manufacturing. ISO 140001 is the Environmental Standards. ISO 45001 Occupational Health and Safety Management Systems Standard will be published on March 15, 2018. OHSAS 18001 will be withdrawn, leaving a 3 year period for transition to the new standard.

The burden of occupational injuries and diseases is significant, both for employers and the wider economy, resulting in losses from early retirements, staff absence and rising insurance premiums.

To combat the problem, ISO is developing a new standard, ISO 45001, *Occupational health and safety management systems - Requirements,* that will help organizations reduce this burden by providing a framework to improve employee safety, reduce workplace risks and create better, safer working conditions, all over the world.

The standard is currently being developed by a committee of occupational health and safety experts, and will follow other generic management system approaches such as ISO 14001 and ISO 9001. It will take into account other International Standards in this area such as <u>OHSAS 18001</u>, the International Labour Organization's <u>ILO-OSH Guidelines</u>, various national standards and the ILO's international labour standards and conventions.

Reference: https://www.iso.org/iso-45001-occupational-health-and-safety.html

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## OSHA releases statement on fatal occupational injuries in 2016

#### Fatalities decline in the waste and recycling industry

Occupational Injuries" reports 5,190 workplace fatalities occurred in 2016, a 7 percent increase from 2015. The fatal injury rate also increased from 3.4 per event in 2016, accounting for about 1 out of every 4 100,000 full-time equivalent workers in 2015 to 3.6 in 2016. The census was based on data from the (OSHA).

Despite this overall increase, in the public and private waste and recycling industry, fatalities declined from 50 in 2015 to 42 in 2016.

"This should give our industry a little encouragement that our organizational commitment to a strong safety culture and our safety processes are having an impact," National Waste & Recycling Association President and CEO Darrell Smith says in a news release responding to the OSHA data. He says the NWRA

# 

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The Bureau of Labor Statistics' "Census of 2016 Fatal and its members will continue to look for opportunities to improve. "Zero is possible." More workers lost their lives in transportation incidents than any other fatal injuries, OSHA says.

> Reference: http://www.wastetodaymagazine.com/article/osha-2016-workplace-fatalities-waste-recycling/

> POST the Workplace Injury and Illness Report or OSHA 300A Log from February 1 through April 30 each year. The Log should be posted in an area accessible to all employees.



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## Hotlines' Betsy Finnell Speaks about her passion for the industry

#### Associate Members of IAR

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

Auto Data Direct, Inc. Tallahassee, FL <u>www.add123.com</u>

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

Car-Part.com Ft Wright, KY <u>www.car-part.com</u>

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

DeVries Equipment Ankeny, IA

EZ Crusher Annandale, MN <u>www.EZCrusher.com</u>

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

Hollander Plymouth, MN www.HollanderParts.com

IIADA Panora, IA <u>www.iowaiada.com</u>

Kabele Truck & Auto Parts Spirit Lake, IA <u>www.Kabele.com</u>

Legend Smelting & Recycling Joliet, IL <u>www.LegendSmelting.com</u> I've been in the industry my entire business career. Mom's lifelong mission to champion the industry and help the individual recyclers made a huge impression on me. She was the best business mentor a young women could have asked for, and a continuation of her work is the reason I'm here today. I continue to remain very passionate about the industry.

In 1984 I joined mom, to create and market a nationwide parts locator, DataNet, which was one of the first nationwide used auto parts locating networks for recyclers. I would make presentations to groups of recyclers around the country telling them about our network. I made my first presentation by myself to a group of 89 recyclers in North Carolina when I was 24. I was terrified. Mom had taken out a second mortgage her home to finance the cost of creating DataNet and it was a do-or die deal as far as I was concerned. I was convinced that if I wasn't able to convince the group to join our network that mom would be eating dirt and turnips for the rest of her life I made an impassioned presentation and the group ended up voting unanimously to go with our network.No dirt and turnips for mom!

In 1986 mom sold the business to AutoInfo (the creators of the Checkmate inventory system). I served on the AutoInfo team as Group Vice President, Sales & Marketing from 1986 through 1995, when Auto-Info divested its Automotive Recycling Division to ADP Hollander, I ioined the ADP Hollander team as Director, New **Business Develop**ment Auto Recycling Division from 1995 through 2002. I stayed with



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## Hotlines' Betsy Finnell Speaks about her passion for the industry

the ADP team until 2003 when Mike Vande Voort, owner of Hotlines, Inc., approached me about becoming his partner. I've been co-owner of Hotlines ever since.

Hotlines is a network of the top recyclers across the country and uses realtime, live access to member inventories for the most accurate parts buying and selling in the nation. One of the major things that make Hotlines special and different from the other networks is that Hotlines is made up of member recyclers. Each member is voted on based on his business practices. We have a monthly collection roll call that is *second to none* in the industry. We work with members to help keep their bills to other members current. If someone is delinquent we stay on top of it to get the other members paid, but at the same time we don't treat the person who owes the money like a criminal. We've been in the industry long enough to know that even the best yards can run into issues from time to time.

We also provide Hotlines members with part requests from our more than 15,000 daily buyers on our Hotlines website, PartsHotlines.com.

My partner Mike originates from Pella, Iowa. He has also been in the recycling industry since 1984. He is equally passionate about championing the recycler's cause. Whenever we work with another vendor in the industry to explore potential opportunities for the recyclers, the first thing my partner, Mike Vande Voort asks them is, "Who is your master?" He explains in no uncertain terms, "our master is the recycler. We're not in this to profit from the



#### Associate Members of IAR

LKQ Corporation Chicago, IL <u>www.LKQCorp.com</u>

> LSB Financial Waterloo, IA <u>www.mylsb.com</u>

MCI Core St Louis, MO <u>www.mcicores.com</u>

Metro Salvage Pool Des Moines, IA www.metrosalvagepool.com

Nordstrom's Automotive, Inc. Garretson, SD <u>www.nordstromsauto.com</u>

> OverBuilt, Inc. Huron, SD <u>www.Overbuilt.com</u>

Professional Solutions Clive, IA <u>www.psis-ins.com</u>

QRP Salvage Solutions Tomahawk, WI <u>www.qrp1source.com</u> & <u>www.QRPVMS.com</u>

Recyclers Power Source Spirit Lake, IA <u>recyclerspowersource.com</u>

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

Sioux City Compressed Steel Sioux City, IA <u>www.CompressedSteel.com</u>

> The Locator Magazine Whiting, IA <u>www.PartsLocator.com</u>

## Hotlines' Betsy Finnell Speaks about her passion for the industry



very large contribution to ARA. We have similar very long term relationships with the state associations in Kansas, Connecticut, Maine, New Hampshire, Rhode Island and a group in the Carolinas to name a few. Our most recent partner is the Indiana Automotive Recyclers. We are in the process of working with them to form a Hotlines group in Indiana. We have 19 new members signed up so far in Indiana who will be joining the network shortly.

We are all very excited about a new version of Hotlines we're going to be rolling out very soon. We're calling it **Hotlines NG for Next Generation** It's extremely easy to use and packed with all kinds of profitable new features. Iowa is one of the states we're looking at to showcase it.

Everything we do at Hotlines is run through the filter, "will this help the recyclers?" If the answer isn't 'yes', then we don't do it. It's that simple. I hope as we continue to offer services to the industry, such as our Hotlines Network or AutoMatch for PartsTrader, *in so many ways I'm continuing in mom's footsteps.* 

For more information about the Hotlines system and how it works, contact us at (866) 355 - 5350.

insurance carriers, the large consolidators, or collecting and re-selling the recycler's data.We're in it for the recycler. Period. If the recycler is not YOUR master, then we have nothing else to talk about."

Because of mom's work with the Kansas State Recyclers association and my involvement with the various state associations over the years I have a strong understanding of the value of industry associations. We continue these association ties through Hotlines with long and valuable partnerships with many of the state associations. For example, we have a wonderful 20 year partnership with Automotive Recyclers of Massachusetts. Our monthly contributions to their Association enabled them to just recently make a





## **Iowa Automotive Recyclers**

Your partners in advancing the auto recycling industry lowa!

Media Products Benefits:

- ✓ Who's Who in Salvage Membership directory with distribution to 400 buyers
- ✓ The Iowa Automotive Recyclers NEWSPRESS 6 publications per year
  - Members are encouraged to submit a company profile to the newsletter with picture!
- ✓ www.lowaAutomotiveRecyclers.com website
- ✓ 2018 Summer Outing Convention– 60<sup>th</sup> Anniversary Event in Okoboji, Iowa

## **Iowa Automotive Recyclers**

## **Membership Application**

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Phone & Fax 319-233-7970

### E-Commerce Company of the Year Car-Part.com Wins Award by CIECA

The Collision Industry Electronic Commerce Association (CIECA) Board of Trustees, presented the 2017 Electronic Commerce Company of the Year award to Car-Part.com, for its outstanding leadership, dedication and contribution.

Award winning Integrated Car-Part Pro connects the Car-Part marketplace and its 4500 parts suppliers with collision estimating, shop management and workflow systems. Integrated Car-Part Pro's 2017 assembly optimized workflow simplifies replacing components with an assembly, helping recyclers sell more assemblies while reducing costs for buyers.

#### About CIECA

CIECA, the source of all the Collision Industry data communications standards, develops collision industry Information Technology standards and provides implementation guides for electronic commerce. CIE-CA is composed of members of the automobile collision repair industry; repairers, insurers, vehicle manufacturers, parts and material suppliers, information and software providers, general service providers and related segments and industries.

For More information about CIECA, please visit <u>http://CIECA.org</u>

#### About Car-Part

The Car-Part.com recycled parts marketplace has been live since May 1998. Car-Part Pro, designed to provide an alternative parts marketplace to professional repairers, went live in 2012. It is now integrated with collision estimating, workflow, and shop management systems and serves over 60,000 collision and mechanical repairers.

For more information about Car-Part.com or Car-Part Pro, please call Roger Schroder at 859-344-1925 or visit <u>http://products.car-part.com/</u>



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