



Recyclers News Press

Iowa Auto Recyclers

July / August 2018

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- Owner(s)
- Manager(s)
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- Stormwater Mgr
- Bookkeeper



No Tariff on Used Auto Parts

“On June 29, the Auto Care Association urged the Trump administration to consider the severity of unintended consequences that may ensue by imposing tariffs on imported autos and auto parts, including the negative impact it would have on not only both the U.S. automotive industry and the jobs created by these imports, but also the U.S. economy at large.”¹ **No mention was made of the used auto parts affect.**

Continued on page 16...



Scholarship Recipients 2018

As always, the Scholarship Auction was another fun-filled success at the 2018 Summer Outing! Thank you so much to all those who donated items and purchased at the auction. Hats off to our energetic Auctioneer Bob Boettger. We are lucky to have him help us out for this special cause.

Continued on page 8...

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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 DOT Makes Staff Changes

New Director Named

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Grab & Go Auto Salvage, LLC
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June 2018—Des Moines—

Mike Athey, Director, Bureau of Investigation & Identity Protection, Motor Vehicle Division, Iowa Dept. of Transportation retired on May 31, 2018 after over 30 years with the DOT.



Also, Andy Lewis, formerly with the Office of Vehicle and Motor Carrier Services has transferred to Traffic Operations within the DOT Highway Division.

On June 27, **Ryan Ridout**, became the Director of the Bureau of Investigation and Identity Protection, after having served as the Deputy Director since 2017. Ryan has been with the DOT for 15 years and the Iowa auto Recyclers looks forward to working with Ryan in his new position in the coming years.

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2018 Board of Directors Elected

Iowa Automotive Recyclers

Welcome to the newly elected Iowa Automotive Recyclers Board of Directors. A new Board of Director Officer was elected at the recent Summer Outing in Okoboji, Iowa.

Eric Piper, of Spilman Auto Parts in Bloomfield, was elected **President** after serving as Vice President for the past two years. **Pat Roof**, from Pat's Auto Salvage in Waterloo, was elected as **Vice President**. Pat has served on the Board for several years. And staying on in service is **Joel McCaw**, Ace Auto Recyclers in Iowa City, as **Treasurer** and **Jeff Smid**, Jeff Smid Auto Inc in Davenport, as **Secretary**. Both Joel and Jeff have served well in the capacity for many years.

Welcome new Board of Directors, **Ermin Alagic** from Aikey's Auto Salvage in Cedar Falls, **Mark Kaczor** from KAR Parts, LLC in Garner, and officially electing **Dereck VonDerBrink** from Lems Auto Recyclers in Doon who has been serving as a volunteer over the past year and **Jeremy Brevard** from Waterloo Auto Parts. *Welcome & Thank you for volunteering.*

Thank you to **Mike Davidson** from Don's Auto & Truck salvage in Des Moines for your years of participation. We will miss your wit and straightforwardness at meetings!

Continuing service is Special Funds Manager, **Jodi Kunde** of North End Auto Wrecking in Dubuque, **Tom Quandt** from Quandt Auto Salvage in Carroll, **Eric Piper** from Piper's Auto Salvage in Bloomfield, **Jordan Barkow** from Sun Line, Inc. in Cedar Rapids, **Mike Garvin** from Vander Haag's Inc. in Des Moines.

In addition to these elected Board members active past presidents participate in Board decisions including a vote on issues and motions duly put forth for consideration.

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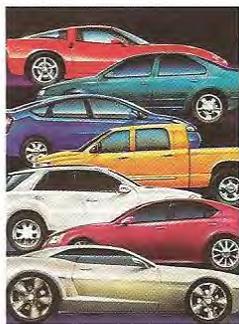
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SUE SPEAKING

From desk of the Executive Director

Greetings Recyclers!

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We had a great **SUMMER OUTING** again this year. The speaker agenda was like no other with 20 minutes sessions from 17 different presenters. We got down to business and stayed at all day. The museum events were wonderful. The collections we toured at the Vander Haag Museum and Okoboji Classic Cars were a rare treat few have had the privilege to see.

Planning for next year has already begun by the new Board of Directors under the leadership of Eric Piper as President and Pat Roof as Vice President. *Look for the 2019 date and location announcement this fall.*

The Board will also be meeting at the end of the summer to set the goals and objectives for the next two year period. Take a moment and think about what you want from your association and share those thoughts with your new Directors.

Some of the plans the association will be working on were announced at the annual event. Those include the work of the Marketing Committee that has accomplished utilizing the ARA prepared material to BE A PART OF



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SUE SPEAKING

From desk of the Executive Director

THE MOVEMENT, an advertising campaign for promoting used auto parts as a cost savings options to consumers for car repair.

We have already drafted a website call **www.BuyUsedAutoParts.org** to direct traffic from the television and smartphone pop up advertisements to help facilitate the consumer experience.

We announced the active Hotlines NXG Iowa group project that will pay the association once 20 Iowa yards are online and trading parts. Those funds will pay for the advertising campaign that will target young adult car owners.

We also announced that **part quality and shipping standards** will be look at as an enhancement to the I-CARE Program. On Hotlines 300 engines and 400 transmission are being sourced on any given day. We want to make I-CARE standards speak out to buyers on Hotlines and say "BUY FROM IOWA BECAUSE WE HAVE GOOD PARTS" with the standards of performance to prove it.

Thanks for listening,
Sue Schauls



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60th Anniversary Event in Okoboji

Summer Outing 2018



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60th Anniversary Event in Okobojoji

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60th Anniversary Event in Okoboji

Summer Outing 2018



Copart

You have to get up pretty early in the morning to keep up with the Iowa Auto Recyclers! As the first speaker of the day, I was delighted to have a crowd to present to at 8am, and everyone had great questions and feedback throughout the show. Copart tool help the early bird get the worm.

ADD

NMVTIS is being used by states as a double check. Be sure to report correctly and don't be too quick to amend a report unless it is truly wrong or you may be assisting a clone vehicle thru the titling process.



RAS Core

TAKE ACTION! Many Iowa recyclers have jumped on board the Recall program. Thanks for the opportunity to address such an esteemed group.

From the desk of the RECALL GUY

We are proud to announce that Ford Motor Company has joined the RAS Takata Airbag Recovery Program for Auto Recyclers. Ford, Lincoln, and Mercury models affected are part of the program. There are approximately **3.5M air bags** represented in the Ford Air Bag Recovery Program. Ford has also put a bounty on the exceedingly dangerous 2006 Ranger Airbags.

Feel free to call me with any questions. #yankthatbag

Paul

PS – have you checked your VIN lately? Your family and friends?
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THANK YOU SPEAKERS!



60th Anniversary Event in Okobojoji

Summer Outing 2018



Buddy Automotive

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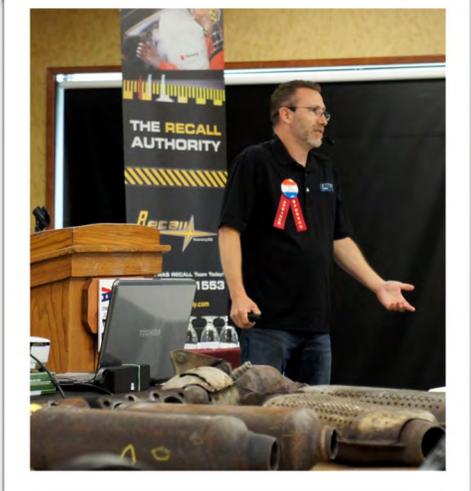


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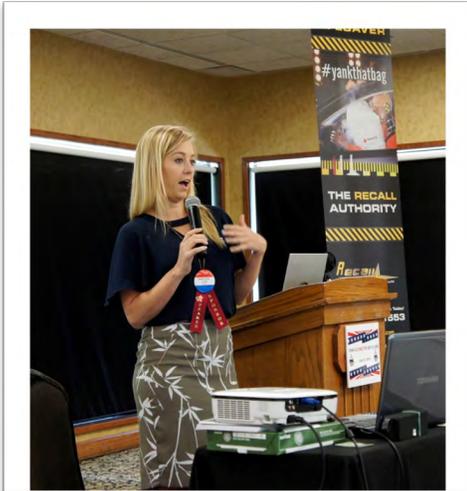
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In comments submitted to the government, the association explained that the auto care industry's "ability to source parts... keeps vehicle repair and maintenance costs affordable for working families."¹ **No mention was made of used auto parts as an alternative product that lifts the U.S. economy, supports environmental goals for reduced pollution from new product creation and transportation emissions nor the value-added benefit to consumers in car repair.**

'The association's comments further explained that "the availability of affordable high-quality parts from foreign sources creates thousands of jobs that might be threatened should the Trump administration move forward with a tariff on vehicles and vehicle parts."

Included in the comments was a recent economic study completed for the Auto Care Association by John Dunham and Associates, which found that a 25 percent tariff on imported auto parts could cause a reduction of 17,800 jobs in the auto parts manufacturing sector, resulting in \$1.4 billion in lost wages. The study further predicts that 6,800 jobs would be lost by

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No Tariff on Used Auto Parts

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vehicle repair shops... These are mostly small family-owned businesses that would suffer severe economic harm should a 25 percent tariff be levied on autos and auto parts.¹ READ The story at <https://autobodynews.com>.

The commissioned study may not be *inaccurate* but it is certainly bias by not including the “Used Auto Parts Affect” and the impact sourcing domestic used auto parts would have on reducing the predicted scarcity.

The threat or promise of tariff is creating an uncertain business environment. This uncertainty is also an unprecedented opportunity for automotive recyclers to reach out to your repair shop customers with a message. The message is **OFFER USED AUTO PART OPTIONS ON ALL QUOTES** to build consumer confidence in car repair in an era of uncertainty.

The oversight reminds me of the story John C Vander Haag tells about an era long ago when a man from the government or “G Man” came out to his yard to justify stopping used auto parts sales so that more metal could go to the war effort. John immediately told the fellow “No Sir!” And explained that used auto parts were more important than ever to give the people low cost options to keep their cars running. As well as helping folks to not be affected by the parts scarcity that would inevitably follow when manufacturers were tied up in wartime production. The story goes that Mr. Vander Haag then proceeded to give that G Man a swift kick in the, well, let’s just say that those were days of action and not of figuratively speaking...

Today should also be a time of action. Send a letter to repair shops, both customers and non-customers including dealerships, to tell them that automotive recycling is still here providing used auto parts for affordable car repair options.

Reference: <https://autobodynews.com/index>.

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Industry News

from the Automotive Recyclers Association

ARA Responds to General Motors Ban on Recycled Bumpers

ARA issued a press release on June 15 calling a recent position statement by General Motors (GM), in which the automobile manufacturer bans the use of aftermarket, reconditioned, or salvage Bumpers/Fascias on vehicles equipped with advanced driver assistance systems (ADAS), a disservice to consumers. GM references the company's commitment to safety and says that such parts might have "different material specifications than what was designed, tested and validated for use with ADAS." "The fact is," said ARA Interim CEO Sandy Blalock, "the genuine, original equipment manufacturer (OEM) recycled parts that ARA members sell are the very same parts manufactured by General Motors. They are genuine GM parts, designed by GM and built to meet their requirements for fit, finish, durability, reliability and safety. For the company to effectively ban the reutilization of their own parts speaks not to a commitment to safety, but rather a commitment to forcing lower-cost alternative parts out of the market." Following the GM action, Honda updated

its position statement on June 21 regarding the repair of vehicles with ADAS to state that using anything other than an OEM part for windshield and grill repairs would put the vehicle at risk. These are just the latest examples of auto manufacturers' taking aggressive steps to monopolize their market share. ARA continues to dialogue with stakeholders in the federal government and broader repair industry to build support for holding automakers accountable for their actions, and to promote the automotive recycling industry's important role in a fair and competitive repair market.



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Buyers of Catalytic Converters in a Whole Unit or on Assay

Can your Converter Buyer:

- De-can, mill, and sample converters with their equipment?
- Use an onsite lab?
- Complete an assay at their facility?
- Let you choose between assay or whole unit?

Have you ever wondered how an assay works?

Ask us how

45 Rh Rhodium	46 Pd Palladium	78 Pt Platinum
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PERIODIC TABLE

The Process



LOCATIONS

Headquarters Hebron Ohio

BUYING CENTERS

- Newark Ohio
- Liberty Hill Texas
- Ypsilanti Michigan
- Spring Valley California
- Edinburgh Indiana
- Santa Fe Springs California
- Joliet Illinois
- Lodi California

Contact: Dan Miller - 815-641-7661