



Recyclers News Press

Iowa Auto Recyclers

March / April 2018

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Routing Slip

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



Core Means More



California Dreaming

By Dan Miller, Legend Smelting

Ocean Beach Pier, Mission Beach Roller Coaster, big waves at Sunset Cliffs, snowboarding weekends at Big Bear, and races up Glamis made California the best place to grow up. Oh wait...I forgot to tell you... that is where I grew up...La Mesa, California.

Continued on page 8...



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Transmission	2420		A.T., 4x2, 8-318 (5.2L)	--	--	\$30		\$30 <input type="checkbox"/>		--
Engine Computer	3134		Elec Cont Unit (ECU), (L. fender), 8-360 (5.9L), Calif, MT	--	--	\$30		--	53008939	\$30 <input type="checkbox"/>

* Sample Data

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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

January 30, 2018—Teleconference Call—5:15 pm

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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AWE Auto Service
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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

Members present: Sue Schauls, Eric Piper (Piper's), Mike Swift, Mike Waterbury, Dereck VanDerBrink, Andy Wilken, Jordan Barkow, Joel McCaw, Tom Quandt, Tom Snyder, Clyde Lems, Jodi Kunde and Jeff Smid.

Sue Schauls called the meeting to order at 5:19 pm and reminded everyone of the Anti-Trust Statement. Sue welcomed the newest IAR Board member, Derek VanDerBrink, from Lems Auto.

Hybrid Training – Sue said Andy Latham, head of the ARA Technical Advisory Committee, from the UK would like to do a training for hybrid/electric vehicles on safety, part values and the general how-to and why of these vehicles. He would like to combine it with a few other organizations in the Midwest. Following some discussion, Tom S. made a motion to have Sue ask neighboring state organizations if they're interested then contact Andy and proceed from there. The motion was seconded by Mike S.; motion passed.

NORTH END

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Iowa Automotive Recyclers Board of Directors Meeting

January 30, 2018—Teleconference Call—5:15 pm

“Be A Part Of The Movement” – When Mike S. and Sue attended the ARA Convention, they received materials for establishing this new promotional/marketing campaign. Jim Davis who put together the campaign is willing to do a webinar/conference call to explain the material. Sue suggested the board put together a promotional committee and do a tradeshow booth when promoting used auto parts. Mike S. asked that we incorporate Sue’s “Just Ask” concept with this campaign. Mike said the “Just Ask” idea is a key component to promotion. It was decided Sue, Mike S. and Jordan will be on the committee. Sue will talk to Jim to check his schedule and do a follow-up with the board after she obtains additional information.

*High Country Auto
Cherokee, IA*

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

*Hulett & Son Auto Salvage
Creston, IA*

Hotlines NXG – This new program is currently being tested. It’s a yard-to-yard training tool with enhanced and high tech software. Benefits include auto matching, enhanced photos, live inventory updates, instant messaging and lower shipping between yards with DLS. The cost will be \$285/month per yard with \$45 of that going to the IAR. Betsy Finnell with Hotlines NXG would like to start with a minimum of 20 Iowa yards. There is no contract; yards pay month to month. Mike S. said it makes communication between yards much better. It was decided Sue will arrange a webinar for all IAR members with Betsy for demonstration and training in February.

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

*Jerry Carney & Sons
Ames, IA
www.CarneyAutoParts.com*

Midwest Runner – This new program is a hub distribution for yard-to-yard sales. It’s estimated to take 85 parts per month to see the savings. Jim McKinney with Midwest Runner would like to do a presentation to explain the program to the IAR. Currently it runs out to eastern PA, down to NC and east to IL. They would like to establish (at our suggested location) an Iowa hub to expand that territory. Once parts get to that hub, they get delivered between yards overnight. The main advantage to Iowa is the opening of the Chicago area market. Dereck asked if there is a map of the Iowa members and how we can better serve our members by choosing the best location for that hub. Sue will check into getting a detailed map from Jim McKinney. Sue will also check with Jim about a date in February to do a webinar training for all IAR members.

*John’s Auto
Aplington, IA
www.aplingtonautobodyshop.com*

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

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

Mike S. made a motion to adjourn with a 2nd from Eric. The meeting was adjourned at 7:05 pm.

*Lems Auto Recyclers, Inc.
Doon, IA
www.LemsAuto.com*



1-800-257-9634

Email: search@lemsauto.com

Website: www.llemsauto.com

Doon, Iowa 51235

Phone: (712) 726-3202

Fax No: (712) 726-3506

Respectfully submitted, *Leon Recycling & Auto Parts, LLC
Leon, IA*

Jeff Smid

www.LeonAutoParts.com

Jeff Smid, Secretary

*Lyle's Auto Salvage
Oto, IA*

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

SUE SPEAKING

From desk of the Executive Director

Greetings Recyclers!

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www.NorthendWrecking.com

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www.NugentAutos.com

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

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www.patsautosalvage.com

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

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

Quandt Auto Salvage, Inc
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www.QuandtAutoSalvage.com

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

Sandhill Auto Salvage
Tama, IA
www.sandhillautosalvage.com

A new day is dawning! Spring is in the air and with it renewal from the long winter's sleep. Iowa Automotive Recyclers is moving forward with more focus than ever before.



At the national level, two important initiative are taking place. The first is the all important and game changing effort of securing OEM Parts Data and Build Sheet information so that VINs may be used to supply the exact match replacement part to consumers wishing to buy lower cost car repair with options beyond new OEM replacement parts from their monopoly.

The second national effort is the campaign to promote the cost savings benefits directly to consumers. So come on BE A PART OF THE MOVEMENT! A friend, Scott Robertson, of the

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SUE SPEAKING

From desk of the Executive Director

Massachusetts Auto Recyclers, has been working very hard utilizing the large grant given to the national Automotive Recyclers Association (ARA) by his association. The result is a **suite of promotional products** that each and every automotive salvage members can use on their website, in radio or television ads, or in reception room videos, on YouTube or other social media or in print (yes, people still read printed advertising!)

At the state level Iowa Automotive Recyclers Board Members have targeted their volunteer efforts on bringing resources to our members to **SELL MORE PARTS!** New programs and a new Promotions Committee are busy working on bring more and better benefits to the membership.

Those projects include getting more sponsored program such as the new **Hotlines NXG Next Generation** group up and running in Iowa. The Hotlines project is just one effort to address rising shipping costs and group buying discount programs IAR has engaged. Watch for more information soon. But other Sponsored Programs with Legends, S&L and Car-Part.com have also been operating successfully in Iowa, not only providing benefit to the recyclers' bottom line but supporting IAR and keeping dues down too.

The Summer Outing will be here again before you know it when spring turns to summer. This is a special year for us as we are celebrating out **60th Anniversary Year!** And where else but in Okoboji with receptions at both the Vander Haag Museum and Conference Center and also at Toby Shine's Man Cave! **I can't wait.** Make those hotel reservation early folks. Okoboji can sell out on any nice weekend in the summer.

The fun stuff will wrap around the business of the **Summer Outing** too. Networking opportunities will abound. **This year we are running a heavy training schedule.** Speakers will put on a full day of seminars on Saturday, June 16, 2018 at the Arrowwood Hotel and Conference Center in Okoboji. Speakers will present information about products and processes that **WILL IMPROVE YOUR PROFITS** from salvage acquisition, to inventory management, sales and shipping, you will not want to miss this agenda. **I'll see you there!** Or **call me**—I'd love to hear from members on what they want the association, the Board of Directors and me to be working on next! *Meanwhile, enjoy the warmer weather and watch for your storm water sample kit to arrive soon!*

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www.SmithAutoParts.com

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SunsetBeachAutoParts.com

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Thanks for listening,
Sue Schauls

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California Dreaming

By Dan Miller, Legend Smelting

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www.wilkenandsons.com

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

Yaw Auto Salvage
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www.yawssalvage.com

The average temperature there is 72 degrees all year long. I say that just as it finished snowing for 24 hours straight here in the Midwest. It is hard to believe that I left the lifestyle of big waves and fun in the sun, and yet, I would not have it any other way.

While studying criminal justice at San Diego State (Go Aztecs), I

joined the Marine Corps Reserves and entered the PLC Program. I was for sure to be the new "Ice Man." To all of the Millennials that have no idea what I just said, you need to just watch the movie Top Gun. I guess that sequel never got written. That is okay because being a police officer was my second choice. This seemed to be a perfect fit since I always, even to this day, have to run toward the scene rather than run away. At that time, I thought anything would be better than working part time at the muffler shop and struggling financially while attending college.

Soon after college, an exhaust distribution company hired me as a sales representative for San Diego County. Shortly after starting as a sales representative, I got this idea that I should talk to the Core Buyer that bought the converters from the muffler shop where I used to work. So I called Legend Smelting and Recycling and arranged a meeting with Mark Sasko. I figured he was buying old junk from the muffler shops, I was selling new junk to the muffler shops and was hoping that we could help each other out by referring accounts to one another.

After this meeting, I had a great idea. I went home and told my older brother that we have plans this weekend. He asked me what I meant. I explained to him that we were going to start a business buying catalytic converters. We were going to go out to all of the muffler shops in southern California and I am going to introduce you as the converter expert. We would start buying converters on the weekend and sell them to Legend Smelting and Recycling. So, that next Saturday, we took off early with what money we could scrounge together. I think we bought two converters that first day. The next Saturday, we bought six. This was the start of Miller's Cat House.



California Dreaming

By Dan Miller, Legend Smelting

After two years of growing the business from two converters and one truck, we had grown to two trucks separately purchasing converters every Saturday. Even though we were still only going out one day a week, we were now buying 300 to 400 converters every week. Without me even knowing it, I was now a Core Buyer and my new career was born. Around the year 2000, Mark asked me if I would like to work for Legend Smelting and Recycling and open up their third location in the Los Angeles area. I agreed to take the job if I could keep the routes in San Diego that I ran on Saturdays.

For the next five years, my wife Alysha and I worked seven days a week. I worked at Legends during the week and bought converters on Saturdays. In our spare time, we got licensed in life/health insurance and securities. We started our own office and hired representatives. This, on top of everything else, kept us extremely busy. However, this all changed as Alysha found herself homesick as she had left everything she knew behind to get married and move out to California.

We sold Miller's Cat House, gave up the financial services business and moved to Illinois to start over and be around her family. Shortly after moving, Legend Smelting and Recycling approached me again about opening up what I think at the time was their sixth location. I agreed and have been there ever since. I guess now that I explained how I became a Core Buyer, let me talk a little about cores.

Times Gone By

When I was approached to write an article on Cores Mean More, I thought it should encompass more than just catalytic converters, but catalytic converters are all I know. Do not get me wrong, we at LSR know about other cores and we purchase a lot of them. However, generally we purchase the scrap alternators, scrap starters, scrap air compressors etc. However, we have found that being an expert at one thing is better than dabbling a little in a lot of different ones. But let me give it a shot. When I started in this industry, small parts were not a big deal. Salvage yards stocked some popular parts and placed them on the shelf. The rest were just

scrapped. Of course, there was always hope that while the car was waiting to get scrapped someone would come over the squawk box wanting one of those parts. During this time I remember a lot of little shops around town that would rebuild the small parts and sell them to "Hot Rodders". Then it seemed like the rebuilders were gone and small parts died out. Also during this time, catalytic converters were sold to the local core guy and bought on an average. I think when I started buying converters, there were 10 categories.

Today's Market

Since then, technology evolved and changed the whole salvage and recycling industry. Small parts became important and started producing a major revenue stream for salvage yards. I am sure many of you remember keeping your catalytic converters and

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small parts in truck beds and leaving them outside. That definitely does not happen anymore. The converters would be stolen and the small parts would be ruined from the weather. Technology enabled "Junk Yards", now known as "Salvage Yards", to simply enter a VIN into a tablet and see who was willing to pay what for every remanufactured part on a vehicle, allowing yards to increase their profits on parts that might have previously been scrapped. In doing my due diligence for this article, I called many salvage yards to find out what kind of increased revenue stream was created (I only called late model yards so this may not apply to your yard). Amongst the yards that I contacted, the numbers seemed to be pretty similar. Over and over again, the yards told me that their core and crush program added up to 20% to 30% of their overall profits.

If that is the case, then converters should account for about half of that core and crush program profit. Anyone that is still using the local core guy should consider making a change. Technology has not only affected small parts, it has affected catalytic convert-



ers as well. However, just like with small parts, some people still want to take advantage of the yard owners when it comes to catalytic converters. While companies like Legend Smelting and Recycling (LSR) have embraced technology, others have not or are still in the begging stages.

The Infamous Assay

There are many companies out there advertising that they will pay on assay for larger loads. However, what the majority are really doing is picking up the converters and then shipping or selling them to a company like LSR. To truly assay a converter, a company has to have not only very specialized equipment but knowledgeable individuals who understand the process. Just being able to cut material is not the same thing. Here are some questions that every yard should ask when considering which company to use to sell their converters on assay:

- ⇒ What kind of dust collection system do they use and are they paying their customers for the dust?
- ⇒ Can they produce an assay in house, and, if so, what kind of assay do they perform (a Niton Gun, an x-ray fluorescence analyzer or an inductive coupled plasma spectrometer)?
- ⇒ What type of sampling system do they use?
- ⇒ Do they have an in-house lab?

If a company is not able to offer any of the above, perhaps they are not the best company to use. For



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California Dreaming

By Dan Miller, Legend Smelting



example, if they do not pay their customers for the dust, then the purchaser, not the yard, is profiting from the precious metal that is contained within that dust. Additionally, the type of assay performed as well as the sampling system can also affect a yard's profits. The more precise the equipment and system used, the more money in a yard's pocket.

The Whole Unit

If a yard is more comfortable selling converters as a whole unit or has only smaller loads that do not qualify for assay, it is important to know how the purchaser determines what each individual converter is worth. LSR, for example, after assaying thousands of converters, has developed a database of converter values. For customers who prefer to or need to sell by the whole unit, LSR simply locates the serial number or code on the shell of the converter and refers to their database as to the value of that particular unit. This gives a yard not only the potential benefit of choosing to sell as a whole unit, but provides the yard with the preciseness only offered through assay. I think most yards would agree that most companies offering to buy converters on an average are not adjusting that average in the yard's favor.

Cores Really Can Mean More

If cores really mean more and make up 20% to 30% of total overall profits, I would recommend not only asking questions, but visiting their facility and seeing

the process itself. After that, it really boils down to trust. I am pretty sure that if I was throwing your aluminum wheels on my truck I would not be able to toss one on and pay you half the going rate or convince you that the aluminum wheel is really something else. Unfortunately, this happens too often in the converter industry. Core buyers and companies might give you a high price on certain converters or, if on assay, a seemingly high return. But in truth, what is the bottom line? The only way for a yard to truly know that their cores mean more is to education themselves as to all of the advances in the industry.

So, if you want your Core program to really ride the wave, I invite you to visit our facility, meet our experts, get all of your questions answered and then decide if you are getting the most out of your Cores.

Later dudes!

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June 15-16, 2018

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Save the Date
June 15-16, 2018



60th
Anniversary



IAR
Iowa Auto Recyclers

June 15-16, 2018

60th Anniversary Event in Okobojoji

Summer Outing 2018

Saturday AGENDA (draft)

7:30-11:00 Registration

8:00-9:40

Salvage Acquisition – **Amanda Zmolek**, **Copart**
 Salvage Acquisition – **Mike Lambert**, **Bid Buddy**
 NMVTIS Reporting Like a Pro
 Recalls – *with RAS Core*
 OEM Parts Data Update

10:00-11:40

Inventory – *with Hollander*
 Inventory – *with Check Mate*
 Sales – **Todd Ensworth**, **CarEggs** – **Selling More Part Types than Ever Before**
 Sales – **Andy Alonso**, **PartCycle**, **Ecommerce in the Recycling Industry**
 Sales – **Betsy Finnell**, **Hotlines NXG** – **Improve Trading with Partners**

11:40 - 1:00 pm

Automotive Recycling **Excellence** LUNCHEON

1:00-3:00

Core Sales – **Dan Miller**, **Legend**- **Questions to Ask Your Converter Buyer**
 Core Sales – **More Cores More Sales**
 Shipping - **Shelly Perez**, **UPS**- **Rightsize to Reduce Re-Class & Re-Weight**
 Shipping - **Betsy Finnell**, **Hotlines NXG** – **HotSHIPPER Saves Money**
 Shipping - **Jim McKinney**, **MidWest Runner**

3:15-4:00

HR – **Appropriate Work Behavior**
I-CARE 10 Years of Compliance

5:30 Summer Outing

BBQ Dinner, Museum Tour, Officer Installation, Scholarship Auction –

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60th Anniversary Event in Okobojoji Summer Outing 2018



Friday AGENDA

4:00-7:30 pm Registration at Hotel

6:00-7:30 pm
Member Meeting (tentative)

8:00-11:30 pm
Okobojoji Classic Cars VENDOR RECEPTION
Meet the Pro Rebuilders of Classic Cars (tentative)

See You in Okobojoji

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Helping Successful Recyclers Get More for Their Converters

By Becky Berube

In converter recycling, the best recyclers know their numbers and partner with companies that educate. Knowing key metrics about your converter loads safeguards you against misleading key metrics, like your average price per unit, and increases your bottom line.

Every recycler looks at his or her average converter price. It's an easy metric to track but an even easier number to get wrong if you didn't get an accurate whole-body count before you shipped. You would be surprised how many recyclers consider the average sales price as gospel, but do not take the time to count their load before selling it. Relying on your processor to count for you, could be costing you.

The average unit price is just one of many key metrics when it comes to converter recycling. There are many more. Each key metric effects your profits and how you view and choose your processing company. Unfortunately, it is very easy to be misled in converter recycling. To avoid common pitfalls in converter recycling, we suggest the following actions.

Know your count before you sell. Train a key person to count and inspect the converters before you package them up. Teach him or her the difference between the ceramic and metallic (foil/wire) converters. And if you are selling on assay recovery, send in the empties if they have just a little catalyst in them. A good processor will cut those and add that material. Also, if it's genuinely empty, you and the processor will both agree that it is.

Become an educated seller. Work with a company that believes in educating you about your loads. A good company will not hesitate to explain your invoice and how the numbers are derived. With selling on assay recovery, your results can be verified. That's the beauty of the program. However, as with all science and commodity sales, we are taking something complex and simplifying it for ease. This lack of uniformity across companies that process and refine, makes you an easy target for skimming weight, actual value, and YOUR profits.

Audit your program. Become a data junkie. Learn all the key metrics to avoid misleading data, like your average converter price, and track true sales. You will be amazed as you gain data points, how easy it is to get misled. At United Catalyst Corporation, we educate recyclers every day. Stephen R. Covey once said, "If the ladder is not leaning against the right wall, every step we take just gets us to the wrong place faster." We believe data doesn't lie IF you know how it was derived and how to interpret it.



If you have questions about this article or converter recycling in general, visit www.unitedcatalystcorporation.com.



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Why are Cores More Valuable than Ever?

By Theresa Colbert

Associate Members of IAR

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My favorite subject is CORES! With scrap prices finally rising, we still want to get every dollar we can from our purchases. Car-Part offers two core programs, **Coremate and Core Pricing**. Coremate and Core Pricing are two separate products that provide different services, and both are included in Car-Part Gold.

Coremate is a product for core buyers that helps them buy many parts from you in a single transaction. When you subscribe to Car-Part Gold, your parts are listed as available cores to these core buyers when they are using their Coremate service. What you will see is an email letting you know that you have a bid ready – the email includes your stock numbers and locations so you



can find the exact part.

Coremate™ allows core buyers to buy many parts from a recycler in one easy transaction. Just authorize your parts to be displayed during a Coremate search - there is nothing else to do! Core buyers like Phoenix



Cores and Knopf can search for and bid on your parts.

Core Pricing™ is an exciting new tool that helps recyclers make better business decisions during the dismantling process by quickly determining which parts they want to sell as cores.

Core Pricing is also available for an additional fee to customers not using Car-Part Gold services.

Core Pricing is a web-based program for recyclers. It helps you make better decisions during the dismantling process by quickly determining which parts you want to sell as cores.

Search by a VIN or by make/model/year, and Core Pricing shows you what you have in stock *and* compares the offering prices from multiple core buyers on one screen. Prices are good for 30 days (up to 90 days with some of our core buyers).

Core Pricing allows the recycler to:
Search for part prices by automobile year and model
Compare the current offering price for parts from multiple core buyers on the same screen!
Print a report of the part prices you are selling to simplify the dismantling process
Go mobile with our Core Pricing app (iOS / Android). The Core Pricing app is available to customers who subscribe to Car-Part's Car-Part Gold service package.

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ISRI

Why are Cores More Valuable than Ever?

By Theresa Colbert

Are you charging a CORE CHARGE?

If not, then why? Dealerships, after-market companies, the walk in-auto parts stores, and even your competition are ALL CHARGING CORES! I want to cry when someone tells me "Cores are too much trouble!"

I was speaking to a recycler at a trade show. I said to him: "You will pull a 2001 CRV rack and deliver it to a shop 20 miles from here, take a chance that it's good, and charge him \$75?"

His answer was, "Absolutely!" My next question: "I have a core buyer that will pay \$100 for that rack today, but you won't pick up the old one from him or send someone out to the yard for the other 3 you have and drop them into a Gaylord box?" He said "Oh, no! That's way too much trouble!"

I would like to leave you with a few questions to ask yourself:

- Do you know the ACTUAL value of the vehicle before you buy it? Including core value?
- Are you checking core prices during inventory?
- Are you CHARGING customers a core charge?
- Do you have a process in place to handle and store your cores during dismantling?
- Are your salespeople charging cores on every valuable item?
- Checking cores before you scrap?

Advanced Core Pricing

If you are not answering "YES" to each question, PLEASE contact me, your Car-Part.com salesperson, or your core buyer and get a program in place to make sure that you are getting the most out of your vehicles!

The LAST thing I want to tell you is to have a HAPPY and BLESSED 2018! As always, call me, text me, or email me if you have any questions!

Email: TheresaC@Car-Part.com

Cell: 859-802-2382

Advanced Core Pricing™ is an exciting new core pricing tool designed for self-service and hybrid yards.

- Quickly calculate value and determine whether a vehicle should have core parts removed before it is sent to the "u-pick" lot or crushed.
- See how core buyers value parts.
- No need for a yard management system!
- Automatically download vehicle data from salvage pools or import a list of vehicles.
- Automatically selects interchange numbers over 70% of the time with SmartVin™ and the first 10 digits of the VIN.
- Based on Bidmate buying technology.
- Stand-alone software - you do not need any of our other products or services to use Advanced Core Pricing!

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Airbags: Let's Talk Recall

By Paul D'Adamo & Katie Stark



Legal Questions

- Q Is there a penalty or fine if I sell a recalled part?
 A It is illegal to sell a known/documentated recalled part. Fines can run up to \$21,000 per violation. More importantly, sales of airbags could result in injury or death.

Materials and Shipping Related Questions

- Q Is there a fee for shipping materials?
 A No, ALL shipping and shipping materials are covered by RAS.
 Q How often do I need to ship my air bags and what is the maximum number of airbags I can ship at one time?
 A Most recyclers ship monthly as part of their process and while we can ship smaller quantities, most recyclers accumulate bags weekly or monthly. 110 airbag boxes can fit on a standard pallet.
 Q Can I deliver airbags to RAS on my delivery truck?
 A Due to DOT and HazMat regulations, we ask that you call us for pick up through one of our certified freight carriers.

Process and Procedures Questions

- Q There are airbags on recall but they are not on my RAS list for purchase.
 A RAS can only purchase bags for Automakers that are on our list. See our website for the most current list. Each Manufacturer determines their level of participation.
 Q I want to know which cars have recalls ASAP. How do I Identify recalls on incoming vehicles?
 A We do recommend verifying VINS for recall upon arrival at yards. There are several ways to verify VINS:

Log in to rascorepro.com to view active recalls in your inventory

Hollander issues monthly email blasts specific to your yard inventory on Eden

URG has a Recall Hot Key that works with Checkmate, Pinnacle PRO and Powerlink. The Hot Key is available to URG Members and Non-Members

For higher volume self-serve operations, RAS can provide additional data integration services

- Q Is there a Best Management Practice when selling non-recalled airbags?

A Yes, run the VIN through the previously mentioned check points at the Point of Sale. Once the report displays that there are no recalls on the airbag, print and attach to your invoice. Some recyclers scan that report and attach to their YMS.

Payment for Recalls

- Q Do I get paid for the air bags we remove from our vehicles?
 A Yes, current pricing \$55 Driver's, \$60 Passenger Side. All bags must be validated at check-in. Note: Recalls are not Cores. Recalls are subject to VIN Validation, set pricing, and special hazmat packaging requirements
 Q When can I expect a check?
 A Checks are paid within 30-45 days of Check-in at our facility, not from time of pick up.

Certifications

- Q What training and/or certifications are available for our employees?
 A ARA offers ARA PRO which covers Airbag Training & Certification, Hazardous Materials Training & Certification, and Airbag Inspection (see airbagresources.com for more info) VET Environmental also offers stand-alone training (vet-env.com)

Cash Flow

- Q Will pulling Airbags help my Cash Flow?
 A Absolutely! The average ticket for a set of airbags is \$115. What is your average ticket?
 A What is your average cost per vehicle? Buying Vehicles in the \$300 range, \$115 represents almost 40% of your purchase price. If you are a full serve dismantling shop; put Recalls on your dismantle report; 1 Parts for Stock, 2. Cores, 3. Recalls. EZ as 1-2-3!



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- ✓ 2018 Summer Outing Convention– 60th Anniversary Event in Okoboji, Iowa

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- Direct Member (Iowa business which dismantles and sell used automotive parts)

Associate Membership \$250

- Vendor of goods and services to automotive recyclers

Friends of IAR Membership \$75

- Out-of-state trading partner (dismantle and sell used automotive parts)
- Iowa Rebuilder, Collision Repair Shop, Automotive Service Center or Trade Association

Signature _____ Date: _____, 20____

Membership is subject to approval by the IAR Board. Please return form and the membership dues to:

Iowa Automotive Recyclers – 2214 Regal Avenue – Waterloo, Iowa 50702

Phone & Fax 319-233-7970

Support of Industry Trade Associations a Must for Survival

Michael E. Wilson, CEO, Automotive Recyclers Association

The landscape of the professional automotive recycling industry is changing literally before our very eyes. Why is this happening? What's coming next? How do you best adapt to these changing times? You can get answers to many of these questions through involvement in your local and national trade association membership!

Now more than ever, membership in specific industry trade associations pays for itself several times over. Automotive recyclers around the globe must work together to address outside forces seeking to cut into market share and profit centers or alter the way our product is delivered. It should be our decisions that drive the future of the automotive recycling industry; not the desires of individuals with conflicting interests.

Automotive recycling trade associations play a significant role in the local, domestic and international marketplace. Trade associations like yours and the Automotive Recyclers Association (ARA) actively engage industry partners to help advance the automotive recycling profession and, at the same time, bridge gaps between professional automotive recyclers and those entities that have minimal interest in supporting policies that promote the utilization of Original Equipment Manufacturer (OEM) recycled parts.

The state, provincial and national associations that make up ARA's vibrant affiliate chapters community provide a critical link to individual recyclers at-large. Stakeholders rely on these associations to support the industry with member benefits, including relevant news on a variety of media platforms, networking opportunities, legislative and regulatory representation, marketing tools, employee training and educational resources that provide recyclers with increased industry credibility and tools to grow their business.

Industry trade associations focus on providing their members with skills and knowledge to meet the challenges that new, more complex motor vehicles and an increasingly dynamic and global marketplace bring to professional automotive recycling facilities.

Working together, we increase public awareness of the need to conserve natural resources and protect the environment for future generations through automotive recycling and to promote the industry's value to the automotive consumer. Our mutual members continue to provide consumers with quality, low-cost alternatives for vehicle replacement parts, while preserving the environment for a "greener" tomorrow.

It is important that recycling trade associations continue to work collaboratively with stakeholders in the insurance estimatics' community to increase the availability of recycled OEM parts in software platforms used by repair professionals. ARA is committed to the enhancement of industry access to and supply of more reliable, consistent, and accurate parts data. Access to quality OE data as well as enhancing insurance-quality parts data through greater utilization of parts grading codes, standards and certification programs should be a top priority of every association.

When talking with others in the industry, we are good -will ambassadors on behalf of our organizations. Each of our associations' success rely directly on the success of each other. The larger and more influential our associations become, the more programs and benefits can be provided that help each and every member. We appreciate recyclers support and continue to strive to make these the best associations for you the members.



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Ask us how

45	46	78
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PERIODIC TABLE

The Process



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