



#### Inside this issue:

Summer 10  
Outing  
From the cover

Speaker 10  
Agenda

Speaker 12  
Bios

Registration 13  
Form

Industry News 18



#### Routing Slip

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



# Recyclers News Press

Iowa Auto Recyclers

May / June 2018

## 60th Anniversary Event in Okoboji June 15-16 Summer Outing 2018



[www.iowaAutomotiveRecyclers.com](http://www.iowaAutomotiveRecyclers.com)



# Car-Part Gold

***Building a profitable future together!***



- ▶ Car-Part displays over 100 million images every month.  
*Are you taking high quality pictures of the parts you want to sell?*



- ▶ 30% of Car-Part traffic is from mobile devices.  
*Are your parts on Car-Part Mobile?*



- ▶ 1400 Auto Recyclers are Car-Part Certified in Car-Part Pro.  
*Are you Car-Part Certified?*



- ▶ TOP 10 insurers in the US and Canada are asking their shops to source parts through Integrated Car-Part Pro. Shops and Insurers see more than twice as many recycled parts on Car-Part Pro which includes your brokered parts AND their delivery times. Integrated Car-Part Pro helps your buyers reduce costs by choosing recycled assemblies over equivalent components.  
*Are you optimized for Car-Part Pro?*

***Car-Part.com***



Ask your friendly Car-Part  
sales solution expert for a tune up!

**<http://products.Car-Part.com> • 859-344-1925**



Recyclers  
News  
Press

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

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

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

#### Executive Director

Sue Schauls  
2214 Regal Avenue  
Waterloo, Iowa 50702

Phone/Fax: 319-233-7970  
[Schauls3@mchsi.com](mailto:Schauls3@mchsi.com)  
[www.Sueschauls.com](http://www.Sueschauls.com)



## IAR's 2016-2018 Board of Directors

**Brad Osborn, President**  
Waterloo Auto Parts  
Phone: 319-234-5207  
[brad@waterlooautoparts.com](mailto:brad@waterlooautoparts.com)

**Eric Piper, Vice President**  
Spilman Auto Parts, Inc  
Phone: 641-664-2463  
[eric@spilmanauto.com](mailto:eric@spilmanauto.com)

**Joel McCaw, Treasurer**  
Ace Auto Recyclers  
Phone: 319-338-7828  
[parts@aceautorecyclers.com](mailto:parts@aceautorecyclers.com)

**Jeff Smid, Secretary**  
Jeff Smid Auto, Inc.  
Phone: 563-386-8290  
[jeffsmid@yahoo.com](mailto:jeffsmid@yahoo.com)

**Andy Wilken  
Immediate Past President**  
Wilken Auto Salvage  
Phone: 641-435-4077  
[wilkenauto@yahoo.com](mailto:wilkenauto@yahoo.com)

**Jodi Kunde  
Special Funds Manager**  
North End Auto Wrecking  
Phone: 563-556-0044  
[NorthEndWrecking@aol.com](mailto:NorthEndWrecking@aol.com)

**Jordan Barkow  
(2016 2nd Term)**  
Sun Line, Inc.  
Phone: 319-364-4000  
[JRBarkow@gmail.com](mailto:JRBarkow@gmail.com)

**Pat Roof (2015 2nd Term)**  
Pat's Auto Salvage  
Phone: 319-232-0704  
[patsmail@patsautosalvage.com](mailto:patsmail@patsautosalvage.com)

**Eric Piper (2015 2nd Term)**  
Piper's Auto Salvage  
Phone: 800-247-9135  
[eric@piperautoparts.com](mailto:eric@piperautoparts.com)

**Jeremy Brevard**  
Waterloo Auto Parts  
Phone: 319-234-5207  
[JeremyB@waterlooautoparts.com](mailto:JeremyB@waterlooautoparts.com)

**Tom Quandt (2014 3rd Term)**  
Quandt Auto Salvage, Inc.  
Phone: 712-792-9204  
[quandtauto@gmail.com](mailto:quandtauto@gmail.com)

**Mike Davidson (2015 3rd Term)**  
Don's Auto & Truck Salvage  
Phone: 515-262-8283  
[mike@donsautoandtrucksalvage.com](mailto:mike@donsautoandtrucksalvage.com)

**Mike Garvin (2015 1st Term)**  
Vander Haag's, Inc Des Moines  
Phone: 515-265-1451  
[MikeG@VanderHaags.com](mailto:MikeG@VanderHaags.com)

#### Past President Participants

**Brent Nugent**  
Nugent Auto Sales & Salvage  
Phone: 563-652-2231  
[Brent@NugentAutos.com](mailto:Brent@NugentAutos.com)

**Mike Waterbury**  
Sandhill Auto Salvage  
Phone: 641-484-2057  
Tama, IA 52339-9419  
[parts@sandhillautosalvage.com](mailto:parts@sandhillautosalvage.com)

**Mike Swift**  
Swift's Trail End Auto Salvage  
Phone: 515-265-5696  
[Mike@TrailsEndAuto.com](mailto:Mike@TrailsEndAuto.com)

**David Hesmer**  
Action Auto Parts  
Phone: 641-752-3395  
[david@action-auto-parts.com](mailto:david@action-auto-parts.com)

**Tom Snyder**  
Snyder's Auto Body  
Phone: 712-542-5316  
[snyder@iowatelecom.net](mailto:snyder@iowatelecom.net)

**Clyde Lems**  
Lems Auto Recyclers, Inc.  
Phone: 712-726-320216  
[clydeplems@yahoo.com](mailto:clydeplems@yahoo.com)



# Iowa Automotive Recyclers Board of Directors Meeting

April 17 , 2018—Teleconference Call—9:00 am

Ace Auto Recyclers  
Iowa City, IA  
[www.AceAutoRecyclers.com](http://www.AceAutoRecyclers.com)

Action Auto Parts  
Marshalltown, IA  
[www.action-auto-parts.com](http://www.action-auto-parts.com)

Aikey Auto Salvage  
Cedar Falls, IA  
[www.AikeyAutoSalvage.com](http://www.AikeyAutoSalvage.com)

Airline Auto Parts  
Waterloo, IA  
[www.airlineautopartsinc.com](http://www.airlineautopartsinc.com)

AWE Auto Service  
Traer, IA  
[www.awesalvage.com](http://www.awesalvage.com)

B & B Salvage  
Sioux Center, IA  
[www.BandBSalvage.net](http://www.BandBSalvage.net)

Burlington Recycling & Auto Parts  
Burlington, IA  
[burlingtonrecyclingandautoparts.com](http://burlingtonrecyclingandautoparts.com)

Charlie Brown Auto, Ltd.  
Creston, IA  
[www.CBAutoLtd.com](http://www.CBAutoLtd.com)

Chase Auto Parts Company, Inc  
Waterloo, IA  
[www.sunline-chase.com](http://www.sunline-chase.com)

Don's Auto & Truck Salvage  
Des Moines, IA  
[www.DonsAutoTruck.com](http://www.DonsAutoTruck.com)

Grab & Go Auto Salvage, LLC  
Spencer, IA  
[www.grabandgosalvage.com](http://www.grabandgosalvage.com)

Members present: Sue Schauls, Eric Piper, Mike Swift, Dereck VanDerBrink, Joel McCaw, Jodi Kunde, David Hesmer and Mike Garvin. Sue Schauls called the meeting to order at 9:10 a.m. and reminded everyone of the Anti-Trust Statement.

**IAR Scholarships** – According to Jodi, there are 9 applications for the IAR scholarship this school year. It was decided to award each of the 9 applicants a \$500 scholarship which will keep the expense within the scholarship budget.

**Midwest Runner** – Sue gave a recap of the conference call with the Midwest Runner organization. Alex is the Iowa representative for Midwest Runner. Sue said Iowa basically has three options for operating this program; 1) Have a hub in Iowa (location to be determined) – each yard would need to get their parts to this hub by a swap time. 2) Run a Peddle Route – have a truck go to each yard and drop off parts by the swap time at the hub. 3) Self-manned hub – self deliver to a self-run warehouse/hub.

There were many questions from the members on the call. Where would be the best place for the hub in Iowa? What exactly would the cost be?



**AUTO WRECKING, INC**  
Dubuque, Ia • Since 1938

**800-545-8885**



*Acres of used parts for  
foreign & domestic  
cars & trucks*



**"All cars  
run on used parts!"**



**[www.northendwrecking.com](http://www.northendwrecking.com)**



**One of the LARGEST  
Recycled Auto Parts Facilities  
West of the Mississippi!**

# Iowa Automotive Recyclers Board of Directors Meeting

April 17 , 2018—Teleconference Call—9:00 am

There are many components that make up the cost so it isn't clear what it actually costs per shipment. When that is known, each yard would want to look at their cost to get the parts to the hub and figure that into their total cost. What is the breakdown of the Midwest Runner various fees – membership fee, fuel surcharge, etc.? How do members communicate within the program?

After a lot of discussion, it was decided to have Midwest Runner present an informational meeting on the Friday of the Summer Outing, June 15<sup>th</sup> from 5 p.m. to 7 p.m. Sue asked about having a conference call with Alex in advance to voice their concerns and get more information about the program. Sue will ask Alex to come up with a concrete proposal with all the fees laid out and the logistics put together so that we have a concise document.

The board would need to get this document out to all the members urging them to come to the meeting on Friday, June 15<sup>th</sup>. Phone calls would be needed by board members inviting members to the meeting and to the Summer Outing. The overall purpose of Midwest Runner is to add more customers further out to help each of us improve our bottom line. It will take commitment to make this work.

I-CARE Gold - Sue would like to create an I-CARE Gold this summer by adding Clean Part Standards and Shipping Standards to the existing I-CARE program.

Hotlines NXG – Sue said Betsy is trying to get this up and running in Iowa. There are currently 11 members on Hotlines but 9 more are needed to get to the required 20 for a \$900/month donation back to the IAR. A couple board members shared their positive feedback with the program. The communication aspect is one of the biggest advantages of it. According to previous board minutes, the cost is \$285/month per yard. The money going to the IAR could be used in valuable ways and would also keep the membership cost down.

Promotional Committee – Sue talked about the following ways to promote the industry: TV commercials, videos, Just Ask campaign, radio ad scripts. The how-to videos have been well received. There are also the You Tube Channel and . Sue talked in particular about the I-CAN TV ads. After some

discussion about these ads, David H. made a motion to spend \$650 for one month of 100 spots with the MLB package if we own the videos used. There was a second by Mike S.; motion carried.

Hybrid Training – Sue asked if the board is

High Country Auto  
Cherokee, IA

Hogeland Auto Plaza & Salvage  
Marshalltown, IA  
[www.hogelandautoplaza.com](http://www.hogelandautoplaza.com)

Hulett & Son Auto Salvage  
Creston, IA

Jeff Smid Auto, Inc.  
Davenport, IA  
[www.JeffSmidAuto.com](http://www.JeffSmidAuto.com)

Jerry Carney & Sons  
Ames, IA  
[www.CarneyAutoParts.com](http://www.CarneyAutoParts.com)

John's Auto  
Aplington, IA  
[www.aplingtonautobodyshop.com](http://www.aplingtonautobodyshop.com)

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

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

Lems Auto Recyclers, Inc.  
Doon, IA  
[www.LemsAuto.com](http://www.LemsAuto.com)

Leon Recycling & Auto Parts, LLC  
Leon, IA  
[www.LeonAutoParts.com](http://www.LeonAutoParts.com)

Lyle's Auto Salvage  
Oto, IA

Midwest Auto Parts, Inc.  
Waterloo, IA  
[www.mw-autoparts.com](http://www.mw-autoparts.com)



1-800-257-9634

Email: [search@lemsauto.com](mailto:search@lemsauto.com)

Website: [www.lemsauto.com](http://www.lemsauto.com)

Doon, Iowa 51235

Phone: (712) 726-3202

Fax No: (712) 726-3506

## Iowa Automotive Recyclers Board of Directors Meeting

April 17 , 2018—Teleconference Call—9:00 am

Monson Salvage, Inc.  
Lone Rock, IA

North End Auto Wrecking  
Dubuque, IA  
[www.NorthendWrecking.com](http://www.NorthendWrecking.com)

Nugent Auto Sales & Salvage, Inc.  
Maquoketa, IA  
[www.NugentAutos.com](http://www.NugentAutos.com)

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

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

Pat's Auto Salvage, LLC  
Waterloo, IA  
[www.patsautosalvage.com](http://www.patsautosalvage.com)

Piper's Auto Salvage  
Bloomfield, IA  
[www.PiperAutoParts.com](http://www.PiperAutoParts.com)

Preferred Auto Sales, Inc.  
Lockridge, IA  
[www.preferredautosales.net](http://www.preferredautosales.net)

Quandt Auto Salvage, Inc  
Carroll, IA  
[www.QuandtAutoSalvage.com](http://www.QuandtAutoSalvage.com)

Sam's Riverside  
Auto & Truck Parts  
Des Moines, IA  
[www.SamsRiverSide.com](http://www.SamsRiverSide.com)

Sandhill Auto Salvage  
Tama, IA  
[www.sandhillautosalvage.com](http://www.sandhillautosalvage.com)  
Smith Auto Parts & Sales, Inc.

interested in having Andy Latham (ARA member from the UK) do a 6-hour training on hybrid dismantling, safety, marketing, etc. Sue has contacted other Midwest associations to share the cost of Andy's trip. Several ideas were discussed. Sue will continue looking into this training.

Summer Outing – Sue has a mailer going out this week then the newsletter will have the Summer Outing information in it which goes out May 5<sup>th</sup>. Attendees need to make hotel reservations well in advance due to the popularity of the Okoboji area.

Jodi made a motion to adjourn with a 2<sup>nd</sup> from Eric. The meeting was adjourned at 11:13 a.m.

Respectfully submitted,  
*Jeff Smid*  
Jeff Smid, Secretary

### ENGINE CARTS



FOB Spencer, IA

Adjustable with Heavy  
Duty, New 3" Neoprene  
Swivel Casters  
The Casters Make the  
Difference

**\$49.50 Each**  
**\$44.50 10 - 99 Qty**  
**\$39.50 100+ Qty**



Since 1939

*Vander Haag's, Inc.*

**3809 4th Ave W.**  
**Spencer, Iowa 51301-2082**

**800-831-5164**

Write or Call For Our Free Flier  
or [www.vanderhaags.com](http://www.vanderhaags.com)



# SUE SPEAKING

From desk of the Executive Director

## Greetings Recyclers!

I say this every year, **YOU MUST COME TO THE SUMMER OUTING!** And I believe it to be true every year too. The reason is that things change from year to year *and things stay the same too*.

What changes is the industry. Not since automation was the new buzz has the industry changed so rapidly. Technology is advancing at an accelerating pace. More and more software programs are being delivered via "the cloud" and desktop computers will give way to phone apps and handhelds that have processing power we could never have imagined in the past.

The customers are changing too! The target marketing is all about the Millennials and their buying preferences which have been stated to favor the environmentally friendly business and industries. **So that suit us well!** But we recently found out that saving money is equally, or MORE IMPORTANT to the new largest buying age group too! **That is also good news for us!**

So we train, and train, and train some more. Train on how to maximize the usage of our existing products and tools. Train to learn about new tools and trends too. That is what the **SUMMER OUTING 2018 AGENDA** is all about this year, **TRAINING**.

The agenda will follow the automotive salvage process from salvage acquisition, to inventory and sales, to core processing and shipping. No stone will be left un-turned! You really can't afford to miss it and neither can your staff. One low admission price of \$99 for any number of employees per member. That is one thing that stays the same!

What else stays the same? The networking, the friendship building, the sharing and of course the installation of the new officers, the scholarship auction and the beautiful Okoboji area. After 60 years of pushing and pulling to succeed and sometimes to merely exist, it is time to renew, refresh and enjoy being a member of the IOWA AUTOMOTIVE RECYCLERS. I'll see you in Okoboji, June 15-16, 2018.

Thanks for listening,  
Sue Schauls

Fairfield, IA  
[www.SmithAutoParts.com](http://www.SmithAutoParts.com)

Snyder's Auto Body  
Clarinda, IA  
[www.snyders-autobody.com](http://www.snyders-autobody.com)

Spilman Auto Parts, Inc  
Bloomfield, IA  
[www.SpilmanAuto.com](http://www.SpilmanAuto.com)

Sun Line Inc.  
Cedar Rapids, IA  
[www.sunline-chase.com](http://www.sunline-chase.com)

Sunset Beach Auto Salvage  
Des Moines, IA  
[SunsetBeachAutoParts.com](http://SunsetBeachAutoParts.com)

Swift's Trails End Auto Recycling  
Des Moines, IA  
[www.TrailsEndAuto.com](http://www.TrailsEndAuto.com)

Tourniers Recycling Inc  
Independence, IA  
[www.tourniersrecycling.com](http://www.tourniersrecycling.com)

Van Gorp Used Cars, Inc.  
Oskaloosa, IA  
[www.VanGorpIA.com](http://www.VanGorpIA.com)

Van Horn Auto Parts, Inc.  
Mason City, IA  
[www.VanHornAutoParts.com](http://www.VanHornAutoParts.com)

Vander Haag's, Inc.  
Spencer, IA  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Council Bluffs, IA  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Des Moines, IA  
[www.VanderHaags.com](http://www.VanderHaags.com)



**DAVID HESMER**

**ACTION AUTO PARTS**

WE ARE YOUR AUTO & TRUCK SALVAGE SOURCE  
FOREIGN & DOMESTIC - USED - REBUILT & NEW PARTS

**LET US \$AVE YOU MONEY**

100 S. 18th Ave., P.O. Box 264  
Marshalltown, Iowa 50158  
[www.action-auto-parts.com](http://www.action-auto-parts.com)

641-752-3395  
1-800-373-3995  
[david@action-auto-parts.com](mailto:david@action-auto-parts.com)



# 60th Anniversary Event in Okoboji

## Summer Outing 2018

Vander Haag's, Inc.  
Kansas City, MO,  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Sioux Falls, SD  
[www.VanderHaags.com](http://www.VanderHaags.com)

Vander Haag's, Inc.  
Winamac, In  
[www.VanderHaags.com](http://www.VanderHaags.com)

Walker Auto Salvage  
Waverly, IA  
[www.WalkersAuto.com](http://www.WalkersAuto.com)

Waterloo Auto Parts  
Waterloo, IA  
[www.WaterlooAutoParts.com](http://www.WaterlooAutoParts.com)

West Edge Auto Salvage  
Independence, IA  
[www.westedgeautosalvage.com](http://www.westedgeautosalvage.com)

Wilken Auto Salvage Britt  
Britt, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Iowa  
Falls  
Iowa Falls, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Nashua  
Nashua, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Wilken Auto Salvage Waukon  
Waukon, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

Yaw Auto Salvage  
Des Moines, IA  
[www.yawssalvage.com](http://www.yawssalvage.com)





# 60th Anniversary Event in Okobojoji

## Summer Outing 2018



### Friday AGENDA

4:00-7:30 pm Registration at Hotel

5:00-7:00 pm

MidWest Runner [Member Meeting](#)

7:00-11:30 pm

[Okobojoji Classic Cars](#) **RECEPTION** Sponsored by **Professional Solutions**  
*Venue Sponsored by the Shine family*

# See You in Okobojoji



✉ [INFOCC@OKOBOJICC.COM](mailto:INFOCC@OKOBOJICC.COM) | 712.332.8029



Search

[Advanced search](#)

[HOME](#) | [COMPANY](#) | [OUR PICKS](#) | [BUY A RIDE](#) | [PERFORMANCE CENTER](#) | [GEAR & GOODIES](#) | [CLASSIC CAR EXPERIENCE](#) | [WALL HANGERS](#) | [CONTACT US](#) | [MAILING LIST](#)



# 60th Anniversary Event in Okobojo

## Summer Outing 2018

### Saturday AGENDA

7:30-11:00 Registration

8:00-9:40

**Amanda Zmolek, Copart Tips & Tricks! A guided tour of time-saving features on Copart.com** - Copart is an online auto auction with more than 125,000 salvage and clean title vehicles available to bid on each day. For more information, and for videos and articles that help to spread the word about recycled parts, visit [Copart.com/AutoRecyclers](http://Copart.com/AutoRecyclers).

**Salvage Acquisition – Mike Lambert, Bid Buddy New Enhancements for Buddy Products** - Come find out how we've improved our products!

**NMVTIS Jay Svendsen, Auto Data Direct - Reporting Like a Pro**

**Recalls Paul D'Adamo, RAS Core Defective Takata Airbags – A Ticking Time Bomb in Your Yard**

**ARA Past Presidents Update, Automotive Recyclers Association**

10:00-11:40

**Inventory – Theresa Colbert, Car-Part.com What's NEW with CheckMate & PartMate** - See what's new with Checkmate, Partmate, and Photomate. Learn how to virtually move parts and vehicles from your cell phone or tablet!

**Inventory – Drew VanDevender, Car-Part.com MyPartsApp** - Optimize your business' web presence, for your mobile customers, with your own personalized Recycler App.

**Sales – Betsy Heckert, PartCycle, Ecommerce in the Recycling Industry**  
**PartCycle.com: The Innovated New Way to Seller More Parts Online**

The world of professional automotive recycling is evolving, and part of the evolution is seeing sales beyond the shop counter and moving online. The industry needs to keep up with this eCommerce trend if it hopes to sustain business for generations to come. [PartCycle.com](http://PartCycle.com) offers a simple and easy way to increase online sales through a marketplace that offers 100% fraud protection on all orders, a free 15-minute sign-up process (start selling in 24hrs), no sign-up fees or contracts, and marketing to a nationwide network of Buyers. The time is now to start expanding your eCommerce business—let PartCycle help ensure the longevity of your company.

**Sales –Betsy Finnell, Hotlines NXG – Improve Trading with Partners**

# 60th Anniversary Event in Okobojo

## Summer Outing 2018

### Saturday AGENDA

#### Noon Lunch Address **Cosponsored by MCI CORE & Hollander**

**Amanda, Urban, Hollander Increasing eBay Profitability with Hollander** - If you want to sell more parts off of each vehicle faster, you need easy access to more buyers. eBay offers just that—an online global marketplace already filled with 150+ million active buyers, and with **three (3) car parts sold on eBay every second**, you have a serious opportunity to sell more! Which is why Hollander has exclusively partnered with eBay Motors to make selling online faster, easier and more profitable for the automotive recycler. If you want your parts seen and sold, you can't afford to miss this session.

**Hollander Powerlink™: Evolving to Meet the Needs of Tomorrow** - Like any industry, Recycling is constantly changing and evolving to best meet the demands of a volatile marketplace. This means the tools and processes you use to manage your business need to evolve with—or even ahead of—the industry. **Hollander is constantly innovating our Powerlink™ system** to meet, and exceed, the needs of your recycling business. Join an expert from Hollander to learn how Powerlink can help keep your business moving forward.

#### Connect to Success, **Maegan Quinn, URG**

1:20-3:00

Cores - **Dan Miller, Legend Smelting** - **Questions to Ask Your Converter Buyer**

Shipping - **Shelly Perez, UPS** -  
Rightsize to Reduce Re-Class & Re-Weight

Shipping - **Betsy Finnell, Hotlines NXG** – HotSHIPPER  
Saves Money

Shipping - **Jim McKinney, MidWest Runner**

**I-CARE** 10 Years of Compliance

**5:30 Summer Outing Dinner & Museum Tour –**  
**Sanborn, Iowa** - Officer Installation, Scholarship Auction,  
Networking – **Sponsored by Vander Haag family**





# 60th Anniversary Event in Okobojo

## Summer Outing 2018

**Amanda Zmolek, Copart** Amanda is the industry relations analyst for Copart. She started her career with GreenLeaf Auto Recyclers in 2006 and has a marketing degree from San Diego State and a marketing MBA from UT Arlington. In 2015, after spending a few years working for a professional football team in their pro shop e-commerce department, she decided that auto salvage is her home and has been at Copart ever since.



Amanda is on the ARA Awareness Campaign Committee and is proud to serve as the Copart account representative for auto recyclers. Contact Amanda at 972-391-5759 or [amanda.zmolek@copart.com](mailto:amanda.zmolek@copart.com).

**Jay Svendsen, Auto Data Direct** is the National sales manager for Auto Data Direct Inc. ADD (as it is commonly called) is one of the three approved data consolidators for reporting to the national NMVTIS database and is responsible for the collection of over 50% of all the Junk, Salvage, and Insurance information reported to NMVTIS since the start of the program. Jay has been at most the industry shows and tries to help explain the NMVTIS reporting requirements and what must be reported. ADD was the only data consolidator that was fully operational from the start date, has become the sole consolidator for the state of GA and TN, and has worked actively with the industry, software providers, and associations trying to make meeting the reporting requirement as easy as possible for the parties affected, plus providing a solution which is very helpful in the event of an audit. Jay continues travel throughout the



country to explain the present status of NMVTIS reporting, how recyclers can use NMVTIS information for making decisions, and how reporting to NMVTIS will benefit recyclers in the future. When Jay isn't traveling for ADD, he spends his time fishing, boating, or gardening.

**Paul D'Adamo "Recall Guy" RAS Core**

Paul joined Rebuilders Automotive Supply (RAS) as the "Recall Guy" in January 2018. His Mission is to promote Safety and rid the planet of defective Takata airbags.



Paul is a 27 year veteran of the Auto Recycling Industry. Former owners of Bill's Auto Parts in Cumberland, RI, Paul and wife Lynn sold their award winning business to a national auto recycling company in 2013. After two years serving as Regional Manager for Pick-n-Pull, Paul and Lynn founded Recycling Growth, a consulting and training company serving the auto recycling industry. He currently serves as Adjunct Faculty/Speech Consultant at Babson College.

**Theresa Colbert, Car-Part.com** Theresa Colbert is an on-the-ground representative for Car-Part.com. She goes into the dismantling yards and helps the customers decide which of the products in the Car-Part suite best fits their needs. Trading Partners, Brokering, Coremate and Core Pricing programs are Theresa's pet projects. With her background in aftermarket and being "on the other side of the counter" at the yard and repair shops, Theresa is a firm believer in Brokering and in the huge value cores have in today's market.

Theresa has been with Car-Part.com almost 8 years. Previously, she worked at Nu-Parts Automotive Products for 10 years. Prior to Nu-Parts, she was the manager at Winter Auto Japanese Engines in Glendale, Arizona, and at AAA Econ-



# June 15-16, 2018

**Vander Haag's Museum, Sanborn, Iowa**  
**Okoboji Classics Cars, West Okoboji**  
**Arrowwood Resort & Conference Center**  
**Okoboji, Iowa**

*Friday Museum Tour and Vendor Reception*  
*Saturday Speaker Agenda, Museum Tour, Dinner*  
*& Scholarship Auction*

**www.IowaAutomotiveRecyclers.com**

**To register Only \$99 per Member**

**Arrowwood Resort & Conference Center - (712) 332-2161** -1405 US-71, Okoboji, IA 51355

**AmericInn Okoboji (712) 332-9000** 1005 Brooks Park Dr, Okoboji, IA 51355 **(Next door)**

**Okoboji Commons Hotel (712) 332-2222** 1302 US-71, Okoboji, IA 51355 **(Across street)**

**Vintage Block Inn & Suites (712) 332-8040** 1107 Sanborn Ave, Okoboji, IA 51355 **(by car)**

**Boulders Inn & Suites (712) 338-4424** 3400 Okoboji Ave, Milford, IA 51351 **(close by car)**

**Bridges Bay Resort (712) 332-2202** 630 Linden Dr, Arnolds Park, IA 51331 **(close by car)**

**The Oakwood Inn (712) 332-8057** 2625 41st St, Spirit Lake, IA 51360

Email to: [Sue.Schauls@gmail.com](mailto:Sue.Schauls@gmail.com) or Send to: Iowa Auto Recyclers, 2214 Regal Ave, Waterloo, IA 50702

Company Name: \_\_\_\_\_

Attendee Name(s): \_\_\_\_\_

Address: \_\_\_\_\_

City, State & Zip: \_\_\_\_\_

Email: \_\_\_\_\_

☐ **Member Registration** ..... \$99 per yard

☐ **Non- Member Registration** ..... \$99 per person

☐ **Speaker Sponsor** ..... \$500

☐ **Event Sponsorship with signage** ..... \$500

**Total Enclosed or ☐ Invoice** ..... \$ \_\_\_\_\_

☐ **Credit Card #** \_\_\_\_\_ **expire** \_\_\_\_\_ **csc** \_\_\_\_\_

**Name on credit card** \_\_\_\_\_ **Zip** \_\_\_\_\_

# 60th Anniversary Event in Okobojo

## Summer Outing 2018

omy Auto Parts in Phoenix, Arizona. With over 25 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa is on the Pennsylvania association event board, the Colorado association event board, speaks at industry trade shows, and writes a monthly article in The Recyclers Power Source, the Toolbox and several state association publications. When she is at home, she loves to spend time with her family, play with her dogs, cook, and watch football.



**Drew VanDevender, Car-Part.com** Drew has been a Sales Representative with Car-Part.com since 2000, and has been involved in the recycling industry since 1993. After graduating from the University of North Alabama in 1992, he began his career in the automotive recycling industry and never looked back. Drew resides in Sheffield, AL with his wife Gina and Son Gavin. Away from work, he enjoys all outdoor activities and is a big fan of College Football. He also likes to unwind by playing acoustic guitar and singing a few tunes. You just might catch him performing with the "world-renowned" VW Beetles (aka: the Car-Part Band).



**Waterloo  
Auto Parts**



USED, NEW, REBUILT...WE'LL TRACK IT DOWN

**319-234-5207**  
**800-728-5207**  
1501 Grandview Ave  
Waterloo, IA 50703

**W**aterloo 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.

**WATERLOOautoparts.com**



*"Fast & Courteous Service"*

free: 800-627-8788  
toll free: 800-717-6505

fax: 515-265-5696  
tel: 515-262-8860

[www.trailsendauto.com](http://www.trailsendauto.com)  
[www.swiftautosalvage.com](http://www.swiftautosalvage.com)



**1600 NE 44th Avenue**  
**Des Moines, IA 50313**





# 60th Anniversary Event in Okobojo

## Summer Outing 2018

**Amanda Urban, Hollander** - Amanda is one of Hollander's expert eLink and eBay Specialists, and plays a crucial role in the success of Hollander's online sellers. She focuses on training customers to best utilize their eBay and eLink accounts to maintain best practices, remain current on the online parts marketplace, and optimizing accounts to maximize online sales.



[www.vanderhaags.com](http://www.vanderhaags.com)

**Trucks, Parts & Equipment**

## DOING BUSINESS WITH INSURANCE ADJUSTERS?

Since 1979 the **Casualty Adjuster's Guide of Iowa/Nebraska** has been and continues to be distributed, FREE of charge, to all identified claims managers, company adjusters and claims handlers in Iowa and Nebraska.

For targeted **ADVERTISING** that works all year  
**One Ad = PRINT + WEB + SMARTPHONE**

Contact

**Paul Lorang, Publisher**

**Phone: 507-215-2687**

[paull@cagworld.com](mailto:paull@cagworld.com)

[www.cagworld.com](http://www.cagworld.com)



**CASUALTY  
ADJUSTER'S GUIDE®**

**Claims • Disaster • Recovery**

**Don't let NMVTIS reporting wreck your day.**

**ADD is your source for salvage vehicle reporting and more.**

Free and Full Service NMVTIS reporting  
Vehicle History Reports with Lien & Theft data  
Owner/Lienholder search in 28 states

Enter Promo code **JSI2013**  
to receive \$50 off account activation.

For additional information, visit [ADD123.com](http://ADD123.com)  
or contact us at [salvage@add123.com](mailto:salvage@add123.com)



**AutoDataDirect, Inc.**

# 60th Anniversary Event in Okobojo

## Summer Outing 2018

### Associate Members of IAR

*Alter Metal Recycling*  
Des Moines, IA  
[www.altertrading.com](http://www.altertrading.com)

*Auto Data Direct, Inc.*  
Tallahassee, FL  
[www.add123.com](http://www.add123.com)

*Bank Iowa Insurance LLC*  
Waterloo, IA  
[www.bankiowainsurance.com](http://www.bankiowainsurance.com)

*Car-Part.com*  
Ft Wright, KY  
[www.car-part.com](http://www.car-part.com)

*Casualty Adjuster's Guide*  
of Iowa/Nebraska  
Waseca, MN  
[www.cagworld.com](http://www.cagworld.com)

*DeVries Equipment*  
Ankeny, IA

*EZ Crusher*  
Annandale, MN  
[www.EZCrusher.com](http://www.EZCrusher.com)

*Holiday Wrecker Service, Inc.*  
Tiffin, IA  
[www.holidaywreckerandcrane.com](http://www.holidaywreckerandcrane.com)

*Hollander*  
Plymouth, MN  
[www.HollanderParts.com](http://www.HollanderParts.com)

*IIADA*  
Panora, IA  
[www.iowaiada.com](http://www.iowaiada.com)

*Kabele Truck & Auto Parts*  
Spirit Lake, IA  
[www.Kabele.com](http://www.Kabele.com)

*Legend Smelting & Recycling*  
Joliet, IL  
[www.LegendSmelting.com](http://www.LegendSmelting.com)

**Maegan Quinn, URG** URG's Director of Member Relations who is passionate about Cajun food, football and helping members understand what their URG Membership can do for them.

URG's Message "CONNECT TO SUCCESS: URG offers unparalleled business tools, partnerships and resources for automotive recyclers across the U.S. and Canada. Let us help you run your business better."



CORE SUPPLIER TO THE AUTOMOTIVE REBUILDER



# 60th Anniversary Event in Okoboji

## Summer Outing 2018

**Dan Miller, Legend Smelting** Dan is the Executive Director for Legend Smelting and Recycling, Inc, the leading buyers and processors of catalytic converters and dealers/brokers of non-ferrous metals in the industry. Dan prides himself on maximizing profits for his customers through education, transparency, trust and customer support.

He started with Legend in 2000 and currently oversees several major operations including customer relations and company representation at state, regional and national industry trade shows. Prior to helping Legend open a location in the Los Angeles area, Dan began his career as a core buyer.

He resides with his family in Illinois and is an avid outdoorsman who enjoys spending time with his family.



### Associate Members of IAR

LKQ Corporation  
Chicago, IL  
[www.LKQCorp.com](http://www.LKQCorp.com)

LSB Financial  
Waterloo, IA  
[www.mylsb.com](http://www.mylsb.com)

MCI Core  
St Louis, MO  
[www.mccicores.com](http://www.mccicores.com)

Metro Salvage Pool  
Des Moines, IA  
[www.metro salvagepool.com](http://www.metro salvagepool.com)

Nordstrom's Automotive, Inc.  
Garretson, SD  
[www.nordstromsauto.com](http://www.nordstromsauto.com)

OverBuilt, Inc.  
Huron, SD  
[www.Overbuilt.com](http://www.Overbuilt.com)

Professional Solutions  
Clive, IA  
[www.psis-ins.com](http://www.psis-ins.com)

QRP Salvage Solutions  
Tomahawk, WI  
[www.qrp1source.com](http://www.qrp1source.com) &  
[www.QRPVMS.com](http://www.QRPVMS.com)

Recyclers Power Source  
Spirit Lake, IA  
[recyclerspowersource.com](http://recyclerspowersource.com)

Shine Bros. Corp.  
Spencer, IA  
[www.shinebros.com](http://www.shinebros.com)

Sioux City Compressed Steel  
Sioux City, IA  
[www.CompressedSteel.com](http://www.CompressedSteel.com)

The Locator Magazine  
Whiting, IA

## Safety Subscription

EMAIL SUE SCHAULS AT [SUE.SCHAULS@GMAIL.COM](mailto:SUE.SCHAULS@GMAIL.COM)

Monthly Safety Subscription for employee training material that meets your OSHA and CAR certification requirements. Each month you receive an email loaded with automotive salvage specific training material to make your Safety Program easy!



**CALL SUE NOW TO SUBSCRIBE 319-290-7843 ONLY \$229 PER YEAR!**



## Industry News

from the Automotive Recyclers Association

### ARA Press Release Addresses Attacks on Recycled Parts; FTC Letter to Hyundai

On May 21, 2018, ARA issued a press release expressing disappointment with a recent revision by Hyundai Motor America to its policies regarding the use of replacement parts and manufacturer warranties. In the release, ARA strongly urged the Federal Trade Commission (FTC) to take swift action in response to what appears to be automotive manufacturers' coordinated efforts to force recycled original equipment manufacturer (OEM) parts out of the market.

"We understand that the revisions to Hyundai's policy statements come in response to an April 9 letter from the FTC expressing concern that warranty language on a Hyundai website aimed at consumers could be a violation of the Magnuson Moss Warranty Act, which clearly spells out that the use of recycled parts does not void warranty coverage," said ARA Interim CEO Sandy Blalock. "While ARA applauded the FTC's action in April, unfortunately, the revised language published by Hyundai continues to purposefully mischaracterize recycled OEM parts and mislead consumers. We believe that a full investigation by the FTC is still needed," said Blalock. ARA has met several times with the FTC to protect the industry's position in the replacement parts market and discuss concerns that auto manufacturers have become more aggressive in their attacks on the use of recycled OEM parts. OEMs have launched these attacks by releasing position statements, repair specifications and procedures that are both biased and based on weak or no apparent

scientific research claiming that genuine recycled OEM parts are inferior to new OEM parts. Please visit the ARA homepage to read the full statement:

**www.a-r-a.org. ARA urges all members to share this press release with customers, business partners, and other colleagues to help hold auto manufacturers accountable for their attacks on recycled OEM parts utilization.**

### Deputy NHTSA Administrator Awaits U.S. Senate Confirmation Vote for Top Spot

The National Highway Traffic Safety Administration's (NHTSA) Deputy Administrator, Heidi King, is awaiting a final U.S. Senate Commerce Committee vote to be confirmed as Administrator amidst some Con-

gressional and consumer advocate opposition. King has been acting as Administrator for several months and has testified frequently on Capitol Hill before being named as the nominee by President Trump. At her Senate Commerce Committee confirmation hearing, Ms. King was questioned extensively about the Administration's handling of numerous safety issues, particularly the Takata airbag recall. Ranking member Bill Nelson (D-FL) asked King several times if she would insist that "...automakers submit detailed plans and with specific steps..." to address the "Takata fiasco". She was also grilled by other committee members on the lack of final action and implementation of many 2015 FAST Act provisions. Last week the Senate Commerce Committee postponed a vote on her nomination in an effort to shore up support for her confirmation.



**AUTOMOTIVE  
RECYCLERS  
ASSOCIATION**  
ESTABLISHED 1943



**SIoux CITY COMPRESSED STEEL CO**  
2600 Boulevard of Champions  
Sioux City, IA 51111

**Competitive Pricing**  
**on all your Metals and Steel Scrap**

**Rolloff and Luger Service**

**712-277-4100**  
**712-277-1210 (fax)**  
**800-889-8848**



**CHASE  
AUTO**

**Bob Schoof, General Manager**

1041 Sheffield Avenue  
Waterloo, IA 50702  
**319-234-2445 • 800-728-2568**  
Fax: 319-234-1977  
Email: [chase@qwestoffice.net](mailto:chase@qwestoffice.net)

# SHINE

BROS. CORP.

*Small enough to know you,  
Large enough to serve you.*

**Call us for top  
scrap prices on:**

- ☒ Car Bodies
- ☒ Alum. Auto Wheels
- ☒ Radiators
- ☒ Alternators
- ☒ Starters
- ☒ Harness Wire
- ☒ & all other scrap metal

**800-262-5579**

**712-262-5579**

**Mike Mowery Ext. 123  
Mike Wycoff Ext. 121**

**225 10th Avenue SE  
Spencer, IA 51301  
[www.shinebros.com](http://www.shinebros.com)**





Sue Schauls  
Iowa Auto Recyclers  
2214 Regal Avenue  
Waterloo, Iowa 50702



*Servicing the  
Recycling Industry  
since 1982*

**The art and science of catalyst recycling**  
**LEGEND SMELTING & RECYCLING**

[LegendSmeltingRecycling.com](http://LegendSmeltingRecycling.com)

**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?

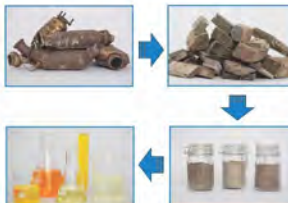
**Have you ever wondered  
how an assay works?**

**Ask us how**

45	46	78
<b>Rh</b>	<b>Pd</b>	<b>Pt</b>
Rhodium	Palladium	Platinum

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**