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



Recyclers News Press

Iowa Auto Recyclers

September / October 2018

HYBRID Dismantlers Training

High voltage vehicles come in all shapes and sizes, performance and range. From the very small, like the Renault Twizy, to high-performance hyper sports cars from McLaren and Ferrari.

These vehicles are running battery voltages up to 400vDC with plans to move to 800vDC in the near future, in excess of 1000vDC in a few years. More than enough to cause serious issues and injury or death if handled incorrectly.



Salvage Wire has designed a one-day training course for all auto recyclers to provide the *knowledge, information and re-sources* to safely and confidently handle hybrid vehicles - right from the first notification of acquisition through collection, storage, depollution and dismantling. Learn what to do with these vehicles and *what NOT to do*, learn how to keep dismantlers and your business safe from injury, harm or fire.

6 Hour Hybrid Dismantlers Training Class

by **Salvage Wire expert Andy Latham**

To register Only \$129 per Attendee

Hybrid and electric vehicles have components and wiring containing hundreds of volts and hundreds of amps of current in both DC and AC forms. For that reason these vehicles can be hazardous or even lethal for service and recycling technicians who don't follow prescribed safety procedures.

Continued on page 12...



Scholarship Recipients 2018

Continued on page 8...

www.iowaAutomotiveRecyclers.com



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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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SUE SPEAKING

From desk of the Executive Director

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Ace Auto Recyclers
Iowa City, IA
www.AceAutoRecyclers.com

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www.action-auto-parts.com

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www.AikeyAutoSalvage.com

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Don's Auto & Truck Salvage
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Spencer, IA
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Greetings Recyclers!

The new Board of Directors is an active group of concerned auto recyclers and the membership is sure to benefit from the new ideas and energy surrounding it. Already we have made great strides in the Iowa Hotlines NXG group 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 are at 17 last count. The first peer-to-peer discussion group conference call focused on techniques and short cut to making the most from the Hotlines NG software. We may even have hit the 20 mark following the call. But there is still time to sign up and get the first month free as well as getting those additional sales moving out of your inventory. The yard-to-yard sales with roll call monitoring are easy sales to make when quoting auto matches to your inventory. The members on the discussion call affirmed that IF YOU USE IT, YOU WILL MAKE MONEY!

The second project out the gate is the upcoming HYBRID DISMANTLERS TRAINING class that will be held in two locations in early October. On **October 11, 2018 Andy Latham of SalvageWire** will come in from the United Kingdom to conduct a class the eastern/central part of the state near Iowa City. At Tin Roost in North Liberty to be specific. The second class will be held in the Northwest corner, well technically so far north it will be in South Dakota at Nordstrom's new facility.

If you didn't make it to the grand opening event at **Nordstrom's the Hybrid class on October 12, 2018** will give you another chance to see the beauty state-of-the-art



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SUE SPEAKING

From desk of the Executive Director

facility, post-fire remodeling project that Shannon Nordstrom has been consumed with of late. Registration is open for the classes and seating is limited so register early. Non-members are also welcome. In my opinion, this is mandatory training as the number of hybrid and electric vehicles continues to grow we will see more and more come through.

The scholarship checks have gone out. Once again, on behalf of the Board of Directors, the Officers, the members' students, and myself THANK YOU for your generous and continued support of this program. Look at page 8 this month for the scholarship recipients list, there was a printing error last edition and some of the copies accidentally had two page 9s printed. So I felt it was important enough to run again. Congratulations to the students!

Thanks for
listening,

Sue Schauls

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Iowa Automotive Recyclers Board of Directors Meeting

August 21 , 2018—Teleconference Call—5:15 pm

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www.SamsRiverSide.com

Sandhill Auto Salvage
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Smith Auto Parts & Sales, Inc.
Fairfield, IA
www.SmithAutoParts.com

Snyder's Auto Body
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Members present: Eric Piper (Spilman's), Sue Schauls, Joel McCaw, Jodi Kunde, Derek VanDerBrink, Eric Piper (Piper's), Jordan Barkow, Tom Quandt and Jeff Smid.

President Eric Piper called the meeting to order at 5:20 p.m. and reminded everyone of the Anti-Trust Statement. He also welcomed the new board members.

Hybrid Training Class – Sue said Andy Latham (ARA member from the UK) will do a 6-hour training on hybrid dismantling in Iowa on Thursday, October 11th followed by a 2nd class at Nordstrom's in Garretson, SD on Friday, October 12th. Andy's fee is \$1500 per class. The more participation we have the lower the cost per individual to attend the class. The lunch at Nordstrom's will be covered by them.

After some discussion, it was decided to have the Iowa class at a location in the Iowa City area. The venue and lunch will add cost. Sue will determine the venue (with Joel's help) and then each out to vendors to see if they want to participate. Vendors discussed included Dorman and MCI/ACE Core. Sue will send out a flyer to the Iowa membership and advertise it as \$129/attendee.

Midwest Runner Update – Sue asked if we will be re-scheduling the meeting with the Midwest Runner organization. The majority opinion among the members was that the added cost of getting a driver to a hub daily is not cost efficient. Sue will request a proposal on a petal route.

Sue also shared information Tom Snyder sent about an upcoming CIECA webinar that Jim McKinney was putting on for the collision repair industry promoting used auto parts and the ease of parts shipping through MidWest Runner.

Hotlines NXG – There are 17 Iowa yards using this program. Jodi questioned whether the shipping portion has savings over any other shipping options as she compared (she is not using Hotlines currently). Betsy with Hotlines has given a report to Sue on the usage by Iowa members that highlighted that some yards are not quoting the auto matches. Eric also noted that he uses the eCommerce Toolbox feature for sales to the public and that Hotlines called him to remind him that he has orders to attend, which he was a nice benefit. A few pros and cons voiced by the members on the call were:

It is a good way to sell some older inventory at a discount.

The auto-match works well but matches must be quoted which takes some time monitoring.

It seems to need a dedicated attention from staff to use Hotlines effectively.

It's a less time-consuming way to advertise than EBay.

Iowa Automotive Recyclers Board of Directors Meeting

August x , 2018—Teleconference Call—9:00 am

It was decided to have a full membership Peer-to-Peer Discussion conference call next Tuesday, August 28th at 5:15 p.m. That should bring in more suggestions, pros and cons to hopefully educate all of us and also to take some of these suggestions to Betsy for improvements to the program. Sue will get out an invitation to the members.

Items From Sue – Sue reported that the scholarship checks have gone out. She would like to get a couple of meetings set up in the next 2-3 weeks, one for the promotional committee and one for an I-CARE Gold committee.

Next Meeting – We will have a face-to-face meeting on Tuesday, September 25th in Pleasant Hill (Des Moines area) with a lunch followed by the meeting.

Jodi made a motion to adjourn with a 2nd from Joel. The meeting was adjourned at 6:25 p.m.

Respectfully
submitted,

Jeff Smid

Jeff Smid, Secretary

Members of IAR

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www.SpilmanAuto.com

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Des Moines, IA
SunsetBeachAutoParts.com

Swift's Trails End Auto Recycling
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Scholarship Recipients 2018

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Congratulations!

Caroline Fidler
Grant Fidler
Isabelle Fidler
Sadie Sandbulte
Bailey Scheuermann
Isaac Van Beek
Cole White
Cameron Wilson
Taylor Wright

Congratulations!



Action Auto Parts is Open for Business!

Tornado Devastation Won't Stop Them



I am sure we will be leaning on our friends in the auto recycling industry to make it though this difficult time!

Our buildings are all but destroyed, but we were able to save our computers/data! The cars in the yard, many are still okay! Some did not fair so well.

Please continue to use Action Auto Parts, we are will not be as organized as we were, but we will do everything we can to still get parts sent out on time.

We will be using our trading partners as much as we can to help the other victims in Marshalltown that lost door glasses, tail lights etc....from the tornado.

Our storage building that houses our engines and transmissions etc.....is badly damaged, but our racks are still standing, and we think most of the parts stored in there are still fine.

I have had the phone numbers forwarded to my cell phone, so you can still contact us. I will be the only one waiting on customers! Email address david@action-auto-parts.com is working also.

This is a devastating time, but we are hard workers and we will get through as best as we can.

Thank you!

David Hesmer



DAVID HESMER

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Get Organized

Improve productivity by providing a clean, organized environment for your employees. Using floor tape or paint will help you create order in your workplace. Signs can help make sure employees know where things are kept as well as making them aware of workplace hazards.



Make Forklift Safety a Priority

Every year in the United States, nearly 100 workers are killed and another 20,000 seriously injured in forklift-related incidents. Multiple violations will involve costly penalties. Protect employees by warning them of oncoming forklift traffic with signs, safety mirrors and collision alert systems. Train employees, both operators and non-operators, on the hazards of forklifts' limited visibility when loaded, wide turning radius and difficulty stopping to heavy weight of the loaded vehicle. Ensure compliance of forklift operators with certification training a least every three years.



Steps to a Safe and Compliant Warehouse

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Maintain a Safety Program

Maintaining a comprehensive workplace safety program will help you foster a culture of safety among your employees, boost morale and minimize lost time. It pays to make sure your workers are well-trained in tasks such as forklift safety, slip, trips and falls, floor markings, lock out tag out, personal protective equipment and more. Your I-CARE Safety Subscription provides you with the tools you need to train employees to see safety as second nature, and their first priority.



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Hybrid Dismantlers Training

October 11 & 12, 2018

Excerpt from the ARA guide:

“properly recycle end of life hybrid batteries”

With the introduction of the first Hybrid Electric Vehicles (HEV) from Honda in 1999 and then Toyota in 2001, the job of the automotive recycler became more complex regarding the dismantling of the HEV for the purpose of resale and recycling of the high voltage batteries in these types of vehicles. Although every HEV uses a 12-volt battery to operate the majority of the electrical accessories on the vehicle, the HEV also is equipped with a High Voltage (HV) battery pack. Voltage levels of these battery packs range from 36 volts on some mid 2000's GM BAS (Belt Alternator Starter) light hybrid versions to up to over 350 volts found in the 435 pound lithium ion battery pack seen in the Chevy Volt. *The EV1 Electric Vehicle (EV) predated the HEV as the first EV built by General Motors in the late 1990's. GM's EV1 contained 1,300 pounds of lead-acid batteries to have a total HV battery pack voltage level of slightly over 300 volts.* Production for the EV1 ended in the early 2000's, but before production ended the EV1 had transitioned to the technology that HEVs from Japan had begun utilizing – the Nickel Metal Hydride (NiMH) battery pack.



October 11, 2018

Tin Roost, 840 W Penn St, North Liberty, IA

October 12, 2018

Nordstrom's Automotive, Garretson, SD

**6 Hour Hybrid Dismantlers Training
by Salvage Wire expert Andy Latham**

www.IowaAutomotiveRecyclers.com

To register Only \$129 per Attendee

Factors That Contribute to Electrical Injury

Current: The higher the current, the more likely it is lethal. Since current is proportional to voltage when resistance is fixed (ohm's law), high voltage is an indirect risk for producing higher currents.

Duration: The longer the duration, the more likely it is lethal—safety switches may limit time of current flow.

Pathway: If current flows through the heart muscle, it is more likely to be lethal.

High voltage (over about 600 volts): In addition to greater current flow, high voltage may cause dielectric breakdown at the skin, thus lowering skin resistance and allowing further increased current flow.

Electrical burns often burn from the inside out. The trauma from a high voltage injury can sometimes lead to limb amputation.

Many electrocution wounds have an entry and an exit spot similar to gunshot wounds.

Never work alone—always have someone near by who can assist you if you are injured working on a high voltage circuit.

Always remove jewelry and watches when working around electricity (even 12-volts)

If someone is shocked, turn off the voltage source, call 911 for help and administer CPR if victim is not breathing.

Always practice the Live—Dead—Live Test

Test something that IS live . . . Something like a 12V battery to make sure your meter is working. Then test the HV circuit you are wanting to test. Then go back to the known good live item tested to make sure your meter is still working properly.

Practice the 1 Hand Rule—

Instead of having both hands on the vehicle's HV cables/components, use an alligator clip with one hand to secure one lead, then use that same hand keeping the other hand away from the HV area.

Hybrid Dismantlers Training

October 11 & 12, 2018

Personal Protective Equipment—PPE

Eye protection should be worn due to flashover risk.

Class 0/1,000 volt rated isolative rubber gloves and leather shells: The gloves protect you while the leather shells protect the gloves.

Technicians working in automotive recycling operations should decide if purchasing new rubber insulation gloves every 6 (six) months or attaining a certification every 6 (six) months is more cost effective. Class 0 gloves can be purchased through numerous suppliers (e.g., Grainger) or manufacturer direct (e.g., Salisbury).

Properly inspect the gloves prior to every use.



**ALWAYS wear gloves
WHENEVER working with HV!**

Either roll up the gloves to make sure they hold air or blow them up with your mouth to make sure there are no pin holes.

The insulation (rubber) gloves must be recertified every 6 months by an accredited laboratory (see ASTM F496). If recertification is not possible, new gloves should be purchased. After recertification, the laboratory will indicate the date of certification on each rubber glove.



The gloves should never be used without leather protectors. Never use the leather protectors without the rubber insulation gloves to ensure protection against electrical shock.

Never expose the gloves to petroleum products. Products such as detergents, hand soaps or powders may contain petroleum and should not come in contact with the gloves.

The gloves WILL make your hands sweat. Do NOT use normal talcum powder. Most electrical supply companies can send you isolative talcum powder to assist with sweaty hands.

Category III / 1,000 volt Meters AND leads/ends should ALWAYS be used on HV circuits!



Used Car Dealer License Renewal Class 2018

5 Hour Dealer Continuing Education

Classes Must Be Taken Prior to 12/31/2018

Used Car Dealers may select one of the classes listed below – **any one of these classes will qualify for certification for your license renewal.** On the website classes appear as 5-Hour *Pre-licensing* Class but are the 5-Hour *Continuing Ed* Class required by each licensed used car dealer for renewal of their dealer license. Auto salvage dealer license does not have a continuing education component. IIADA decided not to offer Sue's Environmental & Safety class this year.

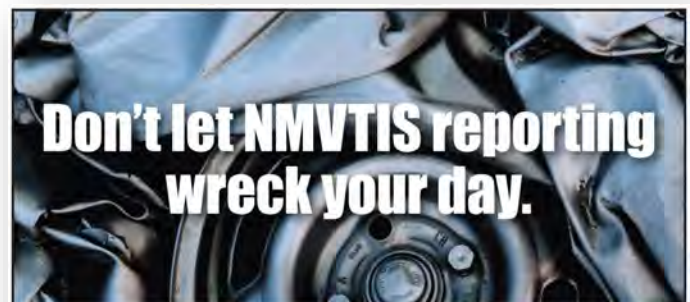
5-HOUR CONTINUING EDUCATION CLASS MUST BE TAKEN PRIOR TO 12/31/18 - AND START IN JUNE OF 2018. During 2018 the 5-hour dealer continuing education classes will again be held at the community colleges throughout Iowa. The following is an overview of the specialty classes dealers may select from:

UNDER THE HOOD - DEALER 101 - This class will be the basic refresher course and provide all the necessary items to renew your dealer's license. Updates to state and federal rule, regulation and law will be shared. Dealers will become familiar with new laws enacted during the 2018 legislative session.

TURBOCHARGED DEALER DETAILS - DEALER 102 - This class will serve as a refresher course, plus provide training on vehicle title compliance and dealer compliant paperwork. The class will provide an overview of dealer responsibilities with lenders and consumers. The course will provide updates to state and federal rule, regulation and law. New laws enacted during the 2018 Iowa legislative session will be shared with attendees.

A MAJOR TUNEUP - BUY HERE PAY HERE OPERATIONS - DEALER 103 Attendees will be provided updates of state and federal law, rule and regulation. The trainer will provide an overview of regulations, policies and procedures for compliant buy here pay here dealerships. New laws impacting Iowa auto dealers enacted during the 2018 legislative session will be reviewed. The importance of using compliant forms in buy here pay here operations will be discussed. This class will be beneficial for existing buy here pay here dealers as well as dealerships giving consideration to establishing buy here pay here operations.

CLASS LOCATIONS, CLASS TIME AND COURSE NUMBERS WILL BE POSTED ON THE IIADAWEB-SITE www.iowaiada.com and will also be included in Street Smart magazine throughout 2018.



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Used Car Dealer License Renewal Class 2018

Classes Must Be Taken Prior to 12/31/2018

<u>ICCC – Fort Dodge</u>	September 07, 2018
<u>NICC – Manchester</u>	September 10, 2018
<u>IVCC – Marshalltown</u>	September 14, 2018
<u>DMACC – Southridge</u>	September 17, 2018
<u>SWCC - Creston</u>	September 20, 2018
<u>SWCC - Creston</u>	September 21, 2018
<u>IWCC – Council Bluffs</u>	September 24, 2018
<u>IWCC – Council Bluffs</u>	September 25, 2018
<u>NICC – Cresco</u>	September 28, 2018
<u>ILCC – Spencer</u>	October 04, 2018
<u>ILCC – Emmetsburg</u>	October 05, 2018
<u>SEICC- Burlington</u>	October 11-12, 2018
<u>NWICC – Sheldon</u>	October 19, 2018
<u>DMACC-Southridge</u>	October 22, 2018
<u>IHCC – Ottumwa</u>	October 25, 2018
<u>IHCC – Ottumwa</u>	October 26, 2018
<u>NICC – Dubuque</u>	November 01, 2018
<u>NICC – Dubuque</u>	November 02, 2018
<u>HCC – Cedar Falls</u>	November 08, 2018
<u>HCC – Cedar Falls</u>	November 09, 2018
<u>WIT – Sioux City</u>	November 15, 2018
<u>WIT – Sioux City</u>	November 16, 2018
<u>DMACC-Southridge</u>	November 19, 2018
<u>KCC – Cedar Rapids</u>	November 29, 2018
<u>KCC – Cedar Rapids</u>	November 30, 2018
<u>DMACC – Southridge</u>	December 03, 2018
<u>EICC – Urban Campus Scott Community College Davenport</u>	December 06, 2018
<u>EICC – Urban Campus Scott Community College Davenport</u>	December 07, 2018
<u>IWCC - Council Bluffs</u>	December 07, 2018
<u>DMACC - Southridge</u>	December 10, 2018

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Adam Lindley Appointed New President at SAS Forks

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LUXEMBURG, Wis.--(**BUSINESS WIRE**)--Builtrite Holdings, LLC announced the appointment of **Adam Lindley** to serve as President of its subsidiary, SAS Forks, located in Luxemburg, WI. Adam previously served for fourteen years as Manager, Sales and Marketing at SAS Forks, and is the first non-family member to lead the company since it was formed in 1972. He replaces Paul Secker, son of the founder of SAS Forks, who will remain with the company and assume the new role of Senior Advisor.

Bill Van Sant, Executive Chairman and CEO of Builtrite Holdings, LLC stated that, "We are very pleased to promote a person with Adam's extensive experiences and achievements in markets served by SAS Forks to serve as the company's President. Adam is well prepared to lead the SAS Forks organization as the company continues to grow and introduce unique products and services for its base of new and long-time valued customers. We are also pleased that Paul Secker will continue to contribute his expertise and experiences to the organization while serving in the new role as Senior Advisor."

SAS Forks joined Builtrite Holdings LLC, in April 2017 as a sister company to Builtrite Manufacturing located in Two Harbors, MN. The alliance is contributing to the corporation's primary strategic goal, that is to grow and build value for all stakeholders. Since 1972, SAS Forks has traditionally introduced advanced market leading attachments serving the Auto Recycling, Scrap Processing and broad niches of the material handling markets.

Contact Adam at
adam@sasforks.com

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Checkmate Top Management System for Car-Part.com Recyclers

FORT WRIGHT, KENTUCKY – Car-Part.com is happy to announce that Checkmate is the #1 management system on Car-Part.com, with more recyclers in its recycled parts marketplace running Checkmate than any other management system. Checkmate is designed to maximize recyclers' sales on Car-Part.com (the #1 recycled parts marketplace).

The Checkmate inventory management system helps auto recyclers manage their businesses, buy profitable vehicles, maintain inventory, and sell parts efficiently. Checkmate's end-to-end workflow provides tools to buy, inventory, price, sell parts, manage production, track business information with dashboards and reports, and sell parts in online marketplaces such as Car-Part.com and eBay. Checkmate integrates with other software solutions by Car-Part.com such as Partmate and Photomate, which allow recyclers to inventory and manage parts and images with tablets and smartphones. These features and more have contributed to Checkmate's popularity with auto recyclers who sell parts on Car-Part.com, with more auto recyclers than ever relying on Checkmate to run their businesses.

"Car-Part and Checkmate yard management software has been one of the best business decisions we've made," says Elgin Frye of Viking Used Auto Parts in California. "We're able to inventory and list to eBay twice as much thanks to their intuitive and easy to use software. Their customer service is exceptionally responsive and always friendly...We couldn't be happier with making the switch! We would recommend it to anyone, especially if you list items on eBay."

Car-Part.com purchased the Checkmate inventory management system in October of 2003 and has systematically redesigned and enhanced Checkmate for the past 15 years while keeping Checkmate's many great innovations. Car-Part.com has built popular Checkmate add-on products to simplify recyclers' workflows (including Bidmate and Order Trakker), enhanced interchange with Car-Part Interchange Plus, and formed peer Recycler Executive Roundtable groups for Checkmate users. In 2016, Checkmate Sales Pro was unveiled, featuring a brand-new graphical interface and a completely redesigned sales workflow optimized for both single and multi-part sales. 2,000 recyclers use Checkmate as their management system, making it the top inventory management system on Car-Part.com. Car-Part Exchange offers recyclers more exchange yards than other exchange services.

"With Checkmate, we have better internet sales, great customer service, and a company that's willing to change to make it better for recyclers - and all at a cheaper price!" says Dale Gregg of Strange Auto Parts in Tennessee.

Car-Part.com is the leading recycled parts marketplace and currently serves 185 million parts from 4,400 parts providers throughout North America. Online marketplaces by Car-Part.com (including Integrated Car Part Pro, the marketplace designed for professional repairers and insurance adjusters, and Trading Partners, the marketplace designed for recyclers) power over \$5 billion in part searches per month. Car-Part.com is currently displaying 150 million images per month in its marketplaces, and its mobile apps and websites power \$1 billion in part searches per month.

Jeff Schroder, CEO of Car-Part.com says, "I am deeply humbled by recyclers' support for both the Checkmate management system and the Car-Part.com marketplaces, and I am very proud of the hard work our Checkmate and Car-Part.com teams have put forth serving our customers."

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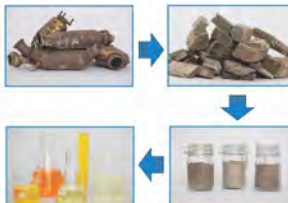
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45	46	78
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PERIODIC TABLE

The Process



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