

Recyclers News Press

Inside this issue:

Big 12
Equipment
Show
From the cover

Board of 6
Director's 12
Notes

Summer Outing 10
Registration

Let's Talk 13
Recalls

It Pays to Go 14
Green

Industry 18
News
from ARA



Routing Slip

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



Connecting auto recyclers for over 60 years!

If you are serious about the automotive recycling business, you'll attend industry events to keep pace with the future of the recycled parts business!



See you at the [Iowa Auto Recyclers Summer Outing](http://www.IowaAutoRecyclers.com/Events.html)
BIG EQUIPMENT SHOW
September 20-21, 2019
www.IowaAutoRecyclers.com/Events.html
REGISTER TODAY!

BIG EQUIPMENT SHOW Registration in Open

Much discussion is focused on the benefit of attending an industry focus conference or trade show. The reality is that conferences are the most cost-effective methods of obtaining education and information, and in establishing a network.

Conference sessions allow you to learn firsthand from industry experts that have successfully implemented technology solutions. This year at the Iowa Automotive Recyclers Summer Outing we are also offering a technology learning laboratory setting. Software program vendors and technical support trainers will be on-hand to provide hands-on learning and software demonstrations at the host hotel on Saturday morning from 9 am to Noon. This session alone will help professional recyclers keep up to date on new and emerging technologies. As well as discover new products that can decrease expense and increase revenue.

Continued on page 4...

Registration Form on Page 12

www.IowaAutomotiveRecyclers.com



Photomate

Photomate is a powerful new tool fully integrated in Checkmate coupled with a Photomate app. It quickly and easily adds photos to your inventory using your phone's camera.

OVER
1000
USERS!

Photomate works hard for you:

- ▶ Identifies parts that need photos along with their location
- ▶ Assigns photos to be taken to a specific employee along with your comments
- ▶ Marks photos as "primary thumbnail" to be seen on Car-Part.com or "private" for in-house use in Checkmate only
- ▶ One tap sends all part photos to Checkmate
- ▶ Photos automatically sent to Car-Part.com with your nightly upload!
- ▶ Use with or without Wi-Fi to accommodate working out-of-range
- ▶ Android or iPhone



PICTURES SELL PARTS!

Enjoy more sales now!



Photomate is included in the Advanced Partmate bundle.
Contact your friendly Car-Part salesperson for more information.

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 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
www.Sueschauls.com



IAR's 2018-2020 Board of Directors

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

Pat Roof, Vice President
Pat's Auto Salvage
Phone: 319-232-0704
patsmail@patsautosalvage.com

Joel McCaw, Treasurer
Ace Auto Recyclers
Phone: 319-338-7828
parts@aceautorecyclers.com

Jeff Smid, Secretary
Jeff Smid Auto, Inc.
Phone: 563-386-8290
jeffsmid@yahoo.com

Brad Osborn
Immediate Past President
Waterloo Auto Parts
Phone: 319-234-5207
brad@waterlooauparts.com

Jodi Kunde
Special Funds Manager
North End Auto Wrecking
Phone: 563-556-0044
NorthEndWrecking@aol.com

Jordan Barkow
Sun Line, Inc.
Phone: 319-364-4000
JRBarkow@gmail.com

Eric Piper
Piper's Auto Salvage
Phone: 800-247-9135
eric@piperautoparts.com

Tom Quandt
Quandt Auto Salvage, Inc.
Phone: 712-792-9204
quandtauto@gmail.com

Mike Garvin
Vander Haag's, Inc DSM
Phone: 515-265-1451
MikeG@VanderHaags.com

Jeremy Brevard
Waterloo Auto Parts
Phone: 319-234-5207
JeremyB@waterlooauparts.com

Dereck VanDerBrink
Lems Auto Recyclers, Inc.
Phone: 712-726-320216
dereck@lemsauto.com

Mark Kaczor
KAR Parts
Phone: 641-925-1250
GarnerKarParts@gmail.com

Ermin Alagic
Aikey Auto Salvage
Phone: 319-266-4763
ErminAlagic21@gamil.com

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

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

Mike Waterbury
Sandhill Auto Salvage
Phone: 641-484-2057
parts@sandhillautosalvage.com

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

David Hesmer
Action Auto Parts
Phone: 641-752-3395
david@action-auto-parts.com

Tom Snyder
Snyder's Auto Body
Phone: 712-542-5316
snyder@iowatelecom.net

SUE SPEAKING

From desk of the Executive Director

Members of IAR

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
Waterloo, IA
www.airlineautopartsinc.com

B & B Salvage
Sioux Center, IA
www.BandBSalvage.net

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

High Country Auto
Cherokee, IA

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

Hulett & Son Auto Salvage
Creston, IA

The Iron Mine
Waukon, IA

The big equipment show at Swift's Trail End Auto Recycling will also showcase new products and equipment. Equipment will be on display both Friday night and Saturday after lunch.

Trade Show / Exhibition Events allow you to:

See the latest in technology
Hear new product announcements
Visit all of your vendors in one location
Get answers directly from vendors on the exhibition floor
Do some comparison shopping
Seek solutions and find new technologies
Talk with others who are using a product or service you are researching

At a conference, innovative ideas are thrown about and new information is exchanged among experts. Talking with other provides an opportunity to create a professional network, hone talking points to communicate more effectively with service providers, and finally to get immediate answers and solutions to issues within your business. Conference attendees also provide feedback to our dedicated product supplies.

By attending other presentations, you will learn from others and improve your own skills and knowledge about your field. It is also important to engage with their work, ask questions and perhaps go and see them after the panel. Like in any other profession, networking is very important in our field. Attending an event has numerous benefits, including improving communication skills, gaining expert knowledge, networking with others and renewing motivation and confidence.

So what are the main reasons people attend conferences? A big reason for going to conferences is to meet with likeminded people and industry peers. ... At a conference you will be able to get together with people from a wide range of backgrounds, but with a common set of goals, plus it is nice to put a face to the voice on the telephone.

Thanks for
listening,
Sue
Schauls



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

SUE SPEAKING

From desk of the Executive Director

Iowa Automotive Recyclers

www.IowaAutomotiveRecyclers.com

**Exhibitor Space
Available!**

Iowa Summer Outing

**Big Equipment Show
September 20-21, 2019**

**Swift's Trails End Auto Salvage
Des Moines, Iowa**



Members of IAR

Jeff Smid Auto, Inc.
Davenport, IA

www.JeffSmidAuto.com

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

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>

Lambirth Enterprises, Inc.
Bussey, IA
Lambirthtruckspartsandtowing.com

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

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

Lyle's Auto Salvage
Oto, IA

McChesney Auto
Somers, IA
www.mcchesneyauto.com

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

Monson Salvage, Inc.
Lone Rock, IA

North End Auto Wrecking
Dubuque, IA
www.NorthendWrecking.com

Nugent Auto Sales & Salvage, Inc.
Maquoketa, IA
www.NugentAutos.com

Iowa Automotive Recyclers Board of Directors Meeting

May 1, 2019—Montana Mike's - Des Moines, Iowa

Members of IAR

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

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

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

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

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

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

Sandhill Auto Salvage
Tama, IA
www.sandhillautosalvage.com

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

Snyder's Auto Body
Clarinda, IA
www.snyders-autobody.com

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

Sun Line Inc.
Cedar Rapids, IA
www.sunline-chase.com

Swift's Trails End Auto Recycling
Des Moines, IA
www.TrailsEndAuto.com

Pre meeting visit to Summer Outing venue Baymont Inn, 4685 Ne 14th St, Des Moines, for short tour of facility was available before meeting at Montana Mike's (up the street). Both locations are very close to Swift's Trail End.

Members: Eric Piper, Pat Roof, Joel McCaw, Andy Wilken, Tom Quandt, Mike Swift, and Sue Schauls.

Called to Order, Roll Call, Anti-trust reminder by President Eric Piper at 1:00 pm. Meeting notes were reviewed from April 10, 2019 - distributed on 4/30/2019.

Treasurer's Report Joel McCaw provided the Treasurer's Report for review with a projection for the balanced budget for calendar year 2019. Copies of the annual budget were distributed. The Treasurer's report was approved and accepted. The Scholarship applications were discussed. Vice President Pat Roof moved to fund all approved applicants at \$500 per student. Andy Wilken second the motion. Motion carried by unanimous consent. The sponsorship programs were discussed. The revenue from these non-dues sponsorships is important for keeping dues fee low.

NORTH END

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



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

Iowa Automotive Recyclers Board of Directors Meeting

May 1, 2019—Montana Mike's - Des Moines, Iowa

SCHOLARSHIPS WE HAD 8 APPLICANTS THIS YEAR THEY ARE:

EVAN SCHMIDTKE--WORKS AT WATERLOO AUTO PARTS
SAIDE SANABUTHE--B & B SALVAGE (GRANDFATHER)
CARSON WRIGHT -- SPILMAN AUTO (FATHER WORKS THERE)
ANNA MC CHESNEY -- MC CHESNEY AUTO (FATHER OWNS)
ISAAC VAN BEEK -- B & B SALVAGE (GRANDFATHER)
GEOFF ENGLIN -- WORKS AT MC CHESNEY AUTO
GRAND FIDLER -- SWIFTS TRAILS END (MOTHER WORKS THERE)
CAROLINE FIDLER -- SWIFTS TRAILS END (MOTHER WORKS THERE)

Old business.

Pat Rooff, Mike Swift, Sue Schauls attended the annual used car dealer IIADA event held in the Amana Colonies. Iowa Auto Recyclers donated an auction item for their scholarship program. IIADA had a good meeting with DOT and Attorney General speakers.

Summer Outing Planning continues. Now is a good time to make hotel reservations so that we can book out the hotel 100% and thus have free access to all areas of the hotel. This is especially important for after hours events and in the case of inclement weather. Registration is open. Information will be in the next two editions of the newsletter.

There was a lengthy discussion on action items from previous meetings. It was decided these items will be brought up at the next conference call and assigned to a volunteer and set a completion date.

Legislative Summary & Planning. A packet of legislative planning material was distributed prior to the meeting. The packet included the summary of the Nussbaum Report or Auto Recycling Manifesto and Iowa administrative Code Chapter 321H Vehicle Recycler rules. In October 2014, the recommendations from the report were summarized and prioritized by the IAR Board. The #1 priority was stated to be making NMVTIS law a state law. That was accomplished in conjunction with the new rule that allows licensed auto recyclers to buy vehicles without title (often called "affidavit Rule").

Members of IAR

Tourniers Recycling Inc
Independence, IA
www.tourniersrecycling.com

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

Van Horn Auto Parts. Inc.
Mason City, IA
www.VanHornAutoParts.com

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

Vander Haag's, Inc.
Council Bluffs, IA
www.VanderHaags.com

Vander Haag's, Inc.
Des Moines, IA
www.VanderHaags.com

Vander Haag's, Inc.
Kansas City, MO,
www.VanderHaags.com

Vander Haag's, Inc.
Sioux Falls, SD
www.VanderHaags.com

Vander Haag's, Inc.
Winamac, In
www.VanderHaags.com

Walker Auto Salvage
Waverly, IA
www.WalkersAuto.com

Waterloo Auto Parts
Waterloo, IA
www.WaterlooAutoParts.com

West Edge Auto Salvage
Independence, IA
www.westedgeautosalvage.com



1-800-257-9634
Email: search@lemsauto.com
Website: www.lemsauto.com

Doon, Iowa 51235
Phone: (712) 726-3202
Fax No: (712) 726-3506

Iowa Automotive Recyclers Board of Directors Meeting

May 1, 2019—Montana Mike's - Des Moines, Iowa

Members of IAR

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

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

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

Yaw Auto Salvage
Des Moines, IA
www.yawssalvage.com

The Board agreed that clean up to the Vehicle Recyclers Code IAC 321H was still a priority. **The main focus from the association will be to get the rules written on the Affidavit Rule.** Additionally, IAR would like to revisit the concept of an Iowa NMVTIS system with the DOT. An Iowa NMVTIS could be funded with an increase in license fees and would allow for free reporting as well as free look up options as a benefit to licensed recyclers. But the main benefit of an Iowa NMVTIS software system would be to aid the DOT in "desktop" enforcement of unlicensed violators of Iowa recycling rules. An Iowa system would allow for additional data to be captured such as buyer name, address, recyclers license or government identification number, etc. The system would routinely provide information on unlicensed buyers of more than five vehicles per year, open ended VINs, and most importantly stopping theft and title cloning across state lines.

Also discussed was the failed bill that would have moved the salvage threshold from 50% to 75% as well as the clarification on all insurance total losses being issued salvage titles in Iowa. This led to a lengthy discussion on the "JSI" (Junk, Salvage, Insurance) designation that often ties up title transfers on vehicles that are total loss but with retained title that is not sal-



**Waterloo
Auto Parts**



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

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

Waterloo Auto Parts has been providing quality used, new and rebuilt parts for our customers since 1980. Our company motto "We'll Track It Down" holds strong in everything we do. We make every effort to find your part, no matter how small. We are able to locate used and new auto and truck parts at a reasonable price. We pride ourselves on quality, on-time delivery and customer service for every customer every time.

WATERLOOautoparts.com

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

paul@cacworld.com

www.cagworld.com



**CASUALTY
ADJUSTER'S GUIDE®**

Claims • Disaster • Recovery

Iowa Automotive Recyclers Board of Directors Meeting

May 1, 2019—Montana Mike's - Des Moines, Iowa

vage. Subsequent JSI sales then get snagged in Des Moines as not having had the proper salvage title and Salvage Theft Exam post repair causing loss in value, loss of sales or indefinitely holding up transfers from street buys or trade-ins.

Licensing clarification was also discussed as a legislative priority. The designation between rebuilders and parts dealers is blurred allowing some R Licenses to be issued under one type yet practicing as a full auto recycler. One suggestion is also to add the Strom Water Permit Number to license renewal similar to the NMVTIS number requirement added recently.

Regularly scheduled meetings will be moved to 2nd Tuesday of the month due to scheduling conflicts over the summer months.

Set next meeting –

June 18, 2019 – Conference call 5:15pm

July 9, 2019 (2nd Wednesday due to Holiday) - Conference call 5:15pm

August 13, 2019 – Conference call 5:15pm

September 10, 2019 – Conference call 5:15pm

September 20, 2019 – Summer Outing Des Moines
Face-to-Face, Noon-3 pm

October 15, 2019 – Conference call 5:15pm (Moved due to ARA Expo)

November 12, 2019 – Conference call 5:15pm

December TBD, 2019 – Face-to-Face,

Respectfully
submitted,

Jeff Smid

Jeff Smid, Secretary



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
or contact us at salvage@add123.com

 **AutoDataDirect, Inc.**

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

641-752-3395
1-800-373-3995
david@action-auto-parts.com

Iowa BIG Equipment Show

September 20-21, 2019

Swift's Trails End Auto Recycling

Baymont by Wyndam Des Moines North



www.IowaAutomotiveRecyclers.com

To register Only \$99 per Member

Big Equipment Show Exhibitor Space \$500

Technology Lab Spot \$500 (*limited space!*)

Baymont by Wyndam Des Moines North ----- **\$89 per night**
4685 NE 14th Street, Des Moines, Iowa ----- **515.265.4777**

Registration

Email to: IowaAutoRecyclers@gmail.com

Send Check to: Iowa Auto Recyclers, 2214 Regal Ave, Waterloo, IA 50702

Company Name: _____

Contact Person: _____

Additional Attendee Name(s): _____

Address: _____

City, State & Zip: _____

Phone: _____ Website: _____

Email: _____

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

☐ Non-Member Registration \$99 per person

☐ Big Equipment Show Exhibitor \$500

☐ Technology Lab Trainer..... \$500

☐ Event Sponsorship with signage \$ _____

Total Enclosed or ☐ Invoice \$ _____

☐ Credit Card # _____ expire _____ csc _____

Name on credit card _____ Zip _____

Big Equipment Show AGENDA

September 20-21, 2019

Friday AGENDA

September 20, 2019

Noon-6:00 pm – Equipment & Training Room Set up

4:00-7:00 pm **Registration at Baymont Inn**

5:00-6:00 pm **Member Meeting Roundtable** at Swift's Trails End Auto Recycling
Dinner *Sponsored by Mark DuBay Insurance*

6:00-9:00 pm **Big Equipment Show** Swift's Trails End Auto Recycling
Sponsored by the Swift family

Saturday AGENDA

September 21, 2019

7:00-11:00 am Registration at Baymont Inn

9:00 – Noon TECHNOLOGY LAB

Software training stations and demonstrations at Baymont Inn Conference Room

Noon – 3:00 pm LUNCH at **Vander Haag's Des Moines** Location with DYN0 DEMO

4:00 pm – Midnight BIG EQUIPMENT SHOW at **Swift's trails End Auto Recycling**
Equipment demonstrations and trade show booth

5:00 pm Dinner & Drinks

5:30-6:30 pm **Member Meeting Roundtable** 3rd Party Brokers Discussion

6:30 pm Scholarship Auction

9:00 Dancing & Band *til the cows come home!*

Registration is OPEN

<http://www.iowaautomotiverecyclers.com/Events.html>



Iowa Automotive Recyclers Board of Directors Meeting

June 18, 2019 – 5:15 pm

Teleconference (218) 339-7800 Code: 588 0801

Members: Eric Piper, Pat Rooff, Joel McCaw, Jeff Smid, Jodi Kunde, Eric Piper, Jordan Barkow, Mike Garvin, Mike Swift, and Sue Schauls.

Anti Trust Policy Statement

It is the policy of this Association, and it is the responsibility of every Association member company, to comply in all respects with federal and State antitrust laws. No activity or discussion at any Association meeting or other function may be engaged in for the purpose of bringing about any understanding or agreement among members to (a) raise, lower, or stabilize prices; (b) regulate production; (c) allocate markets; (d) encourage boycotts; (e) foster unfair trade practices; (f) assist monopolization, or (g) in any way violate federal or State antitrust laws. Any questions regarding the meaning or applicability of this policy, as well as any concerns regarding activities or discussions at Association meetings, should be promptly brought to the attention of the Association President.

Called to Order at 5:17pm, Roll Call, Anti-trust reminder by President Eric Piper

Approved Meeting Notes from May 1, 2019 distributed on 6/13/2019. Jordan moved to approve notes, Mike Garvin second. Motion carried.

Old business.

Summer Outing Planning will continue in earnest with vendor registrations and outreach. Large equipment vendors should be registered by July 31st so we can plan the layout at Swift's Trails End Auto Salvage. Board members should make hotel reservations ASAP to secure rooms. The goal is to get 90% of the hotel filled early so that no other guest will be booked at the venue. Postcards will go out soon.

Each Board member will be asked to call five direct members to encourage them to attend the Summer Outing with employees this year. The hotel costs are very low and the opportunity for staff to receive one-on-one training at the technology lab is a huge benefit. Networking face-to-face is also important to strengthen yard-to-yard sales.

Sue will donate a signed and numbered Maynard Reece print that will be framed and raffled off with the winning ticket being pulled at the Summer Outing.

Misc. follow-up items will be prioritized, assigned, and a deadline for completion will be set, addressing one item per conference call or during committee meetings per the list distributed from the summary of last year's conference call notes. The items from this call was to focus on setting up periodic webinars and providing email outreach to members' employees as well as owners. Employees will be given an opportunity to OPT-IN to email notices based on their duties.

New Business.

Legislative – IAR will set up a meeting with ICRA to discuss their salvage threshold bill that was defeated last session.

ARA Convention – Who is going to Charlotte? Registration for the annual ARA convention is open. Sue encourages anyone that has not attended to consider it this year as the schedule is reduced so just a weekend trip could provide huge opportunity for training sessions and networking.

Website – Our website platform has announced an upgrade so www.IowaAutomotiveRecyclers.com will undergo some changes. Please provide any suggestions or ideas to Sue during the process. The website will likely be similar to www.BuyUsedAutoParts.com which sparked a lively discussion about 3rd party brokers and how we can market to that buying group. It was decided that 3rd party brokers and selling more used auto parts will be the roundtable topics at the Summer Outing.

Jordan moved to adjourn Jodi second motion carried at 6:37 pm. Regularly scheduled meetings will be moved to 2nd Tuesday of the month due to scheduling conflicts over the summer months.

Set next meeting – 2nd TUESDAY of the MONTH

July 9, 2019 - Conference call 5:15pm

August 13, 2019 – Conference call 5:15pm

Respectfully
submitted,

Jeff Smid

Jeff Smid, Secretary

Let's Talk Recalls . . .

“Ain't No Cure For the Summertime Blues”

By Paul D'Adamo and Katie Stark



In the 1960's song "Summertime Blues", a son laments about all the things he wants to do over the Summer like going on a date, taking out the family car for a Sunday ride, or taking a fun vacation. Each time he is chastised for either not working hard enough, being too young to vote, or having to work late. Hence the refrain "But there ain't no cure for the summertime blues". I encourage you to check out this classic by Eddie Cochran and Jerry Neal Capehart on YouTube. Most of us fondly look back at our childhoods for the great Summers we had but most of us probably had to give up some of those times due to working a summer job, possibly at the family recycling business.

While we hope your Summer is filled with family fun, vacations, and other warm weather merriments, the fact is our work never stops. Maybe you haven't really kicked in your Airbag Bounty Recovery yet??? Hint, hint. Let's put those enterprising young souls on the latest and greatest mission . . . Be a Lifesaver, Yank That Bag!

The fact is there is never a good time to launch a new project. Winter is fraught with ice, snow, and other hardships. Spring means that business gets a good kick in the pants and everyone is so busy, we spend our Fall ratcheting up our preparations for Winter, and the vicious cycle continues.

Hmmm. Hold on. Did you say that we might have some High School or perhaps College age family members working for the Summer? Might that same generation enjoy using technology, like App's? See where I am going? How about we introduce them to the new RAS YAPP (Yard Airbag App). What better idea to finally scan the yard for any additional Bounty Revenue. Yes!, Eureka!, Hallelujah! Finally, a job that will challenge them, make the company some money, and provide a mission to save lives . . . one airbag at a time. You are probably paying for their phone and monthly service anyway, might as well get some productivity out of it.

Our New Recall App, the YAPP (Yard airbag APP)

Have you heard about our new YAPP? The App allows you to use your cell phone to identify valid recalls right at the vehicle. Printed tags are a thing of the past. The YAPP proceeds to walk the user through the process of taking some basic photos, airbag removal, and then marking the bags to "Add to Cart". As easy as Amazon, except this is putting Bounty Revenue in your checkbook versus pulling it out. Contact pdadamo@coresupply.com to get set up.

Bonus Round – Did you hear??

Oh my gosh, let's not forget that we just launched our **Deployed Airbag program** where you get paid for taking additional photos of Deployed and/or missing airbags. Yes, it's true. Right now, we have soft launched the program with Ford, Lincoln, Mercury vehicles but additional automakers will be coming on board very soon.

Summary

Let's avoid the "Summertime Blues", allow our children to feel a sense of mission by saving lives, and put a few dollars in the checkbook. #yankthatbag.



It Pays to Go Green

Getting recognized for it adds benefit too!

When coming up with new business goals, we tend to look for ways to improve our deliverables, work ethic, or processes to benefit the bottom line. But we rarely take the time to get our teams together and find ways to benefit the environment around us. As it turns out, it pays to go green.

During economic crisis, executives at companies around the world looked for ways to increase their bottom lines. Businesses stretched the dollar and adopted a “less is more” attitude. Some opted to implement green initiatives as part of that strategy. From small companies attempting to stay afloat with dwindling revenues, to large companies such as Dell and Yahoo! that initiated *corporate social responsibility* practices, these businesses benefitted in ways greater than imaginable.



For one, greener workplaces mean healthier and more productive places to work, which is good news for a company's bottom line. Second, during the long recovery period folks coming of age were drawn to eco-friendly companies. **When “Going Green” consider all stakeholders in a business not just employees but families and customers as well.**

A *Green Plan* does not need to be complex, but it does need to be measured. Simple measurements such as energy usage and waste produced are easily tracked through utility bills and dumpster fees then use these as benchmark numbers.

To develop objectives and record the plan's effectiveness, employing the **triple bottom line (TBL)** concept is often encouraged. Triple bottom line is a term coined by John Elkington, founder, director and chief entrepreneur of SustainAbility Ltd., a strategy consultancy and independent think tank specializing in the business risks and market opportunities of corporate responsibility and sustainable development. *The TBL concept holds that a corporation's responsibility is to its stakeholders more than its shareholders.* In short, TBL measures people, planet and prof-

it, or risks derived from economic, environmental and social developments. The term “people” refers to human capital, in addition to the fair and beneficial approaches to labor and the community in which the company conducts its business. “Planet” represents a company's responsibility to operate in a way that will not compromise the Earth's resources for future generations. Finally, “profit” is the impact the company has on its economic environment—the corporation's bottom line that is shared by all commerce and is therefore not limited to internal profits generated by a single company.¹

Clearly part of any automotive salvage facility's Green Plan would include engaging local fleet vehicle managers to utilize recycled auto parts as an integral part of the auto repair plan therefore increasing the economic and environmental benefit in the community.

While clarifying objectives, a standard of core reporting elements should surface for reporting across economic, environmental and social aspects. As it is important for companies to report both gains and losses on their financials, it is equally important to determine the lack of standards. Additional information regarding this topic can be found at www.globalreporting.org, an organization aspiring to make sustainability reporting routine and comparable to financial reporting

In automotive recycling, going green should have a twofold purpose. First is the conservation of resources and cost savings, a fundamental philosophy so deeply rooted in this industry that we often forget about it. “Can't see the forest for the trees” as Nathaniel Hawthorne once said. Second, **the opportunity to raise awareness of this fundamental environmental and economic stewardship by the auto recycling industry.**



It Pays to Go Green

Getting recognized for it adds benefit too!

What are some brass tactics to implement? Energy cost is one of an organization's most controllable expenditures. The three "Rs" (reduce, reuse and recycle) can lead to substantial savings for organizations implementing an effective performance measurement system. For example, the Scottish Environmental Protection Agency recently estimated that Scottish businesses could increase their annual profits by as much as \$2,000 per employee through the introduction of aggressive waste reduction, energy efficiency and recycling programs.

Energy Audits. An energy audit is a thorough accounting of the energy use of a building. Energy assessments are a powerful way to improve the energy efficiency and comfort of a home, business, or industrial plant. Every locale has some sort of energy audit available to it. Either through a local non-profit group or the local utility company. Many have online self-assessments too.

Remember to "close the loop" and participate in the recognition part of the energy audit program or create a news story with a testimonial for the local chamber of commerce newsletter, the local paper, online sharing or any (and all) other outlets available to you.

Many local chambers conduct a **Green Business Recognition Program** that provides marketing and promotional support to encourage local businesses to implement sustainable practices. Companies can adopt environmentally friendly strategies to increase energy efficiency, conserve resources, reduce waste, and prevent pollution. With the help of the program they can also receive recognition.

To assess energy guzzlers in an office building, perform a simple walk-through of each room. Begin by analyzing your building and identifying energy guzzlers such as heated entrances, drafty windows, unused electronics or appliances and unoccupied lighted rooms, and gather data about energy usage. In an effort to reduce energy usage, try employing a few simple practices such as shutting down computers and turning off monitors, printers, fax machines, etc., every night; using energy-efficient light bulbs and turning off lights when not in use; and keeping thermostats set a couple degrees cooler in the winter or warmer in the summer. In general, small businesses

could save up to 20 percent through simple initiatives that produce quick results. **According to The Carbon Trust organization, this 20-percent cut in energy costs represents the same bottom-line benefit as a five-percent increase in sales for many businesses.**

Use Portable Air Conditioners. In an area with mild summers, consider using a portable air conditioning system for your office. By using a portable air conditioner to cool only the most used areas can save money and help the environment.

Optimizing the energy-saving settings on computers and other devices can be more than a modest energy saver. For instance, shutting down computers before leaving each day will save on electricity costs, as "standby" settings will continue to draw power even when a computer is not in use. Utilizing "smart power strips" allow an entire desktop setup and printers to be turned off each night.



"Fast & Courteous Service"

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

local: 515-265-5696
 515-262-8860

www.trailsendauto.com
www.swiftautosalvage.com



1600 NE 44th Avenue
Des Moines, IA 50313



It Pays to Go Green

Getting recognized for it adds benefit too!

Associate Members of IAR

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

Auto Data Direct, Inc.
Tallahassee, FL
www.add123.com

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

Car-Part.com
Ft Wright, KY
www.car-part.com

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

DeVries Equipment
Ankeny, IA

EZ Crusher
Annandale, MN
www.EZCrusher.com

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

Hollander
Plymouth, MN
www.HollanderParts.com

IIADA
Panora, IA
www.iowaiada.com

Junk Car Medics
Rochester, NY
www.junkcarmedics.com

Legend Smelting & Recycling
Joliet, IL
www.LegendSmelting.com

Major energy savings can be derived from using energy saving light bulbs and dimming the lights can also save an extraordinary amount of electricity expenditures. For example, if there are three light bulbs in each overhead light, removing one light bulb could save businesses approximately one-third of energy costs for the normal electrical operations on a day-to-day basis.

Rethink Eco Friendly Lighting. Compact fluorescent bulbs use 75% less energy than incandescent bulbs, and they last longer. Conserve energy, reduce waste and save money by using them. Or utilize natural light. Although this depends on facility layout and window space or skylighting in warehouse spaces, using natural light is a great way to go green in the office. 40% of electricity consumption in a typical office building is from artificial lighting, so open those blinds and let natural sunlight be a source for lighting.

Install Motion Sensors. Walk around the shop and notice lights on in rooms that nobody uses. Consider installing motion-activated light switches or motion sensors throughout the facility including warehouse space. If someone isn't using an area for a specified amount of time, the lights will turn off on their own.

Rebates for LEDs are available across the country. Depending on your location, you may be eligible for a sizeable rebate when installing LED solutions in your existing facility or new construction project. A company called BriteSwitch can analyze your project and make sure the products meet the necessary incentive program requirements. Things to keep in mind for LED rebates:

Product Eligibility. Rebate programs often have requirements products must meet in order to qualify. They may require a certain wattage, shape, warranty or listing by an organization such as Energy Star or Design Lights Consortium.

Pre-approval and timing. Many programs require that you receive pre-approval before you purchase or install any lighting. The average time it takes to get pre-approval across North America is 29 days. You should make sure to start the process early so you don't miss out on any money.

Cost Caps. Some programs may advertise a flat \$40 per lamp rebate, but often these rebates are capped at a certain percentage of project cost. Other programs may promise a rebate of "up to" a certain percentage in project cost, but it will be limited by the financial payback time of the project.

BriteSwitch was founded to help businesses take full advantage of the numerous utility and state rebate programs that exist across the United States and Canada. <http://www.briteswitch.com>

It Pays to Go Green

Getting recognized for it adds benefit too!

Recycling at the Office. Start recycling throughout the facility. That seems counter intuitive at an automotive recycling facility, but you'd be surprised. If needed, help coworkers understand what can and cannot be recycled by posting guidelines in the kitchen or gathering areas. You can even start a recycling drive at your office. With so many everyday items used in offices you'll want to ensure they are recycled in the best way. This includes any electronic waste as well as toner cartridge recycling. If your office becomes eco-friendly, some programs may even pay you for recycling your e-waste.

Promote recycling efforts at your business and minimize trash as much as possible by bringing in reusable plates, silverware and mugs—and do not forget to bring extra for visitors. If proper green methods are successfully implemented, businesses will spend less on energy costs and cleaning and office supplies, while creating a healthy workspace for both employees and the environment. Inform employees and clients of your success to boost morale and differentiate your company from competitors.

Cut Back on Paper-Usage. Believe it, or not, the average U.S. office goes through 10,000 sheets of copy paper a year, according to the US EPA. Instead of printing out endless copies of documents for your employees, consider saving them on a shared drive or create a presentation that can be viewed collectively during a meeting. Another great way to cut back on paper-usage in the office is to use recycled paper. Recycled paper uses 60-70% less energy to produce than paper from virgin pulp. Recycled paper looks denser than new paper, making the print on both sides easier to read. Eliminate paper process when possible. **Digital invoices.** Instead of mailing or faxing invoices, email them. Invoices get delivered the same day and use an email delivery confirmation so clients cannot say they did not receive it as an excuse to delay payment.

Use Green Office Equipment. Your office equipment uses a lot of energy every year. Buy refurbished ink cartridges. Refurbished or remanufactured ink cartridges cost about 15-20% less than new ones. This not only saves on the cost of buying new ink cartridges throughout the year, but it also helps eliminate wasted materials during the manufacturing process.

Filtered tap water. Bottled water costs 2,000 times more than tap water. If your office stocks the refrigerator with bottled water, consider installing a water-filter or water dispenser instead. This can help reduce the amount of wasted plastic and cost associated with purchased bottled water.

By taking these simple steps and improving on them over time, the facility will create a culture of sustainability visible to employees and customers alike. No matter which green methods are chosen for a company, the key is to get everyone informed and involved, follow through and measure the program's progress. Overall, the best plan for change is simple, doable and measurable.

1 <http://www.americanbusinessmag.com/2010/03/going-green/>

2 <http://www.briteswitch.com/index.html>

3 <https://www.verticalmeasures.com/blog/digital-marketing/7-ways-your-business-can-help-the-environment/>

Associate Members of IAR

LKQ Corporation
Chicago, IL

www.LKQCorp.com

MCI Core/ACE
St Louis, MO

www.mcicores.com

Metro Salvage Pool
Des Moines, IA

www.metro salvagepool.com

Nordstrom's Automotive, Inc.
Garretson, SD

www.nordstromsauto.com

OverBuilt, Inc.
Huron, SD

www.Overbuilt.com

QRP Salvage Solutions
Tomahawk, WI

www.qrp1source.com &
www.QRPVMS.com

Recyclers Power Source
Spirit Lake, IA

recyclerspowersource.com

SAV Transportation
Coon Rapids, MN

www.savtrans.com

Shine Bros. Corp.
Spencer, IA

www.shinebros.com

Sioux City Compressed Steel
Sioux City, IA

www.CompressedSteel.com

The Locator Magazine
Whiting, IA

www.PartsLocator.com

United Catalyst Corp
Greenville, SC

UnitedCatalystCorporation.com

U.S. Powertrain
Spirit Lake, IA

www.uspowertrain.com

Industry News

from the Automotive Recyclers Association

ARA Adds New **Member Relations** Staff Member

ARA is excited to have announce the hiring of **Vince Edivan as Director of Member Relations** effective June 3, 2019. In his new position, Vince will be working closely with ARA leaders and Senior Director of Member Services, Kelly Badillo, to grow the Association membership and increase communication to existing ARA members.



"We are delighted to have Vince on board," said Executive Director, Sandy Blalock.

"Vince has a proven history of being a results-oriented team leader with over 15 years of experience in the auction and insurance industries.

We look forward to putting his insight and talents to use for the ARA membership."

Vince is familiar with the professional automotive recycling industry and ARA, having worked as Director of Vehicle Management with COPART from 2016-2018. He will be travelling around the country to meet with existing and prospective ARA members as well as engaging with the current membership through multiple communication platforms.

"I am excited for the opportunity to join the ARA team," said Vince. "My goal will be to work directly with members and non-members to share ARA's exciting changes and hard-fought victories that continue to enhance its ability to serve and protect the recycling industry at large, as well the individual recycler."

Vince can be reached via email at vince@ar-a.org or 571-208-0428 x 8.

ARA Launches New Association Membership System and Website

ARA is excited to announce the debut of a new top-of-the-line association management system powered by WebLink Connect. Weblink is one of the association industry's most powerful association management software systems and among other benefits, offers a fully integrated website complete with searchable Membership Database and Members-Only Portal.

"We are excited about the many user-friendly aspects of the system and website that will be available to the membership," said Executive Director, Sandy Blalock. "We look forward to using the system for the upcoming dues renewal season as well as registration for the upcoming 76th Annual Convention."

ARA members are encouraged to visit the redesigned ARA website (www.a-r-a.org) and log into the Member Portal to view their individual business profile. Login information from the prior Timberlake system has been carried over to WebLink and can be used as your username and password. To visit the Member Portal directly, please click the following link: <https://web.a-r-a.org/portal>. Should you need to reset your password, you will see a link to do so entitled "Click here for login information."



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



Benefit From SAV

- Pricing Built for Automotive
- Built in Google Mapping
- YMS Integration in Work Flow



www.savtrans.com

Contact Josh Reed / 763-489-4258 / josh@savtrans.com

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

Cale Hermiston ext 114

Mike Mowery ext 123

Mike Wycoff ext 121

225 10th Avenue SE

Spencer, IA 51301

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

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?

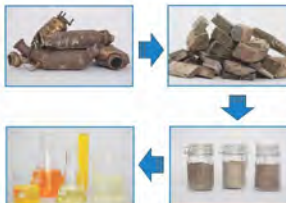
**Have you ever wondered
how an assay works?**

Ask us how

45	46	78
Rh	Pd	Pt
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