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Routing Slip

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



Airbag Recall VIN Expansion

By Katie Stark and Paul D'Adamo

The Takata Airbag Recall has presented challenges and opportunities to Auto Recyclers. In the beginning, most Recyclers were not eager to jump in. Anytime you introduce a new concept, it takes time to formulate procedures, educate people, and identify the “Why” of the program. The “Why” is different for everyone. Many Recyclers see the opportunity to do the right thing so compliance is their primary motivator. The fear of being responsible for seriously injuring or killing someone who just happened to buy a defective Takata airbag from your business is also a big motivator. Believe it or not, we have done yard visits where the owners are unaware of the #yankthatbag airbag recall program. For most Recyclers, it is a combination of those motivators, plus the benefit of adding a “Recall Bounty” revenue stream that has increased participation exponentially.



Continued on Page 14...

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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.

Executive Director

Sue Schauls
2214 Regal Avenue
Waterloo, Iowa 50702

Phone/Fax: 319-233-7970
Schauls3@mchsi.com
www.Sueschauls.com



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eric@spilmanauto.com

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patsmail@patsautosalvage.com

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parts@aceautorecyclers.com

Jeff Smid, Secretary
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jeffsmid@yahoo.com

**Brad Osborn
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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
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Phone: 319-234-5207
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Dereck VanDerBrink
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Phone: 712-726-320216
dereck@lemsauto.com

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

**Past President Participants
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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

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We logged another good year in the books and now we look forward to the coming year. The metal market is looking up and although we've said good bye to some of our oldest and most loyal members due to closures and retirements, we are optimistic about the future.

We learned at the 2019 ARA Convention in Charlotte, North Carolina that then number of used auto parts being sold is staying steady and includes normal growth. **That is good news!**

It seems that the industry is going through a consolidation period, as all industries do. Often business cycles expand and contract. Consolidate and then diversify. Centralize and de-centralize in reaction to market demands.

Our change is driven by e-commerce that is pushing professional automotive recycling facilities to embrace online sales and shipping as an important part of their business plan.

Many models and resources exist that will help auto recyclers to reach those online customers. Our software providers continue to connect parts to buyers and offer insight to the best presentation of our wares. The formula is as old as time, the mechanism are so new they seem to be developing day to day.

Embrace change while maintain tradition of excellent service. The same advice given in the 1950's is good today. The tricky part is HOW?

I don't know what the answers are but I feel confident that the right people are on the job providing products and services to the automotive recycling industry today!

Thanks for listening,
Sue Schauls

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SUE SPEAKING

From desk of the Executive Director



Exciting news! The Summer Outing has been set for **June 26-27, 2020** in Waterloo, Iowa with **Waterloo Auto Parts** as the host facility!

Jordan Barkow
 Manager

4000 6th Street SW Fax: 319-366-0090
 Cedar Rapids, Iowa 52404 Local Phone: 319-364-4000
 OR: 1-800-553-8421

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Iowa Automotive Recyclers Board of Directors Meeting

October 15, 2019—Conference Call

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Members: Eric Piper, Pat Roof, Mike Garvin, Jeremy Brevard, Dereck VanDerBrink and Sue Schauls.

Call to Order, Roll Call, Anti-trust reminder by Eric Piper at 5:25 pm
I removed Mark Kaczor from the distribution list, as he has not renewed his membership - we are in need of another Board member

Review/Approve Meeting Notes from September 10, 2019 Pat moved to approve, Jeremy second, motion carried.

Old business

New Member – Steve and Amanda Leake - Buck's UPI, Inc. – attended show.

Scholarships/ Auction Success – Auction raised \$3600 including donation from Barb & Chris Staver of High Country Auto Recycling In Cherokee, Iowa. Otto the robot donated by Gary Walker of Walker's Auto Salvage in Waverly, Iowa went to Tom Quandt of Quandt's Auto Salvage in Carroll, Iowa for \$1600. The Raffle Wildlife Print drawing brought in \$1015. And the last scholarship check has cleared.

Summer Outing – Turn out was fair, good time was had by all. The Tech Lab was success and that format will be used again. The Yard show was HUGE success! THANK YOU MIKE SWIFT & FAMILY. It was reminiscent of event of many years ago.

Where/when for next year? – there are only 29 hotel rooms in Bloomfield, Iowa so other options will be looked at such as Ottumwa or a river boat cruise from Davenport or other unique venues. Yard tours will also be considered although the membership has fewer yards in eastern Iowa than the rest of the state. We will also check out GMARE for partnership for their spring show.

Promotional Committee to reconvene in anticipation of Hotlines money coming in soon. *Hotlines Status update – looking like we are about to meet threshold per Betsy.* Other funding ideas we suggested such as a rebuilt car raffle from Eric Piper to fund promotional expenses. ARA Affiliate Chapters Committee will also be working on **Recycled Original Equipment** promotion so there will be some opportunity for crossover.

Follow through items

AXE Program Plan – I declined a program from AXE as I am having issues with them getting me the payments in a timely manner and paid in full.

Board agreed to plan a LEGISLATIVE PRIORITIES meeting face-to-face for November 12 in Iowa City. Tin Roost, the venue used for Hybrid Training, requires a minimum \$300 food and beverage total to use the room.

Iowa Automotive Recyclers Board of Directors Meeting

October 15, 2019—Conference Call

State Treasurer’s office recently requested the need to have bill of sale on all transactions. In some counties the invoice does not seem to be adequate so that an additional document must be drawn up.

Motion to adjourn by Pat, second by Dereck, motion carried.

Set next meeting – 2nd TUESDAY of the MONTH

November 12, 2019 — Face-to-Face, Location: Tin Roost, Iowa City
December 10, 2019 –: Conference call 5:15pm

Respectfully submitted,
Jeff Smid
Jeff Smid, Secretary

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Iowa Automotive Recyclers Board of Directors Meeting

November 12, 2019—Conference Call

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Members: Eric Piper, Pat Roof, Joel McCaw, Jeff Smid, Jordan Barkow, Mike Garvin, Mike Swift, Jeremy Brevard, Dereck VanDerBrink, and Sue Schauls.

Call to Order at 1:03 pm, Roll Call, Anti-trust reminder by Eric Piper

Review/Approve Meeting Notes from October 15, 2019 – Motion to approve by Pat Roof, second by Joel, motion carried.

LEGISLATIVE PRIORITIES

Iowa Collision Repair Association (ICRA) has a bill Senate File 436 that addresses raising the Iowa salvage threshold from 50% to 75%. As bills carry forward from 2019 to 2020 legislative session, we expect this to be on the calendar in 2020. There was a concession made to adopt the increase at 70% before the bill failed to pass due to an amendment proposed by IIADA to attach a safety inspection process by an independent inspector to the bill. The amendment was very broad and met with considerable resistance and thus killed the bill in sub-committee.

IAR would want to go to 75% (not the concession made to 70%) because unless it gets changed to the same percentage as MOST states Iowa will still have the same Junk Salvage Insurance or JSI titling issues. JSI issues include cars that were rebuilt out-of-state get flagged as JSI when they come in to Iowa even as trade in on good title. One fix would be to accept all good title rebuilt cars as good Iowa titles without forcing back through the salvage theft inspection process. IAR may put a letter together to say we support 75% because many other states are at 75% and the low Iowa threshold causes title issues. We will seek advice from LKQ Government affairs.

IIADA – Safety Inspection amendment. IAR does not see the practical aspect of one party being willing to certify another party's automotive work by looking at a vehicle and thus assuming some liability for the repair.

NMVTIS Iowa software System – IAR will create FACT SHEET for DOT on How, Why, & Advantages to implementing state NMVTIS software. Information will include; R license to \$200-300 every 2 years to cover costs of software licensing; desktop enforcement advantages; every entity required to have NMVTIS number to buy salvage title in Iowa (this could be standalone concept if full system is not viable); easily monitored; easy to add more descriptive of damage, check box for flood car for instance; could get rid of junk certificate for R-licensed



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Iowa Automotive Recyclers Board of Directors Meeting November 12, 2019—Conference Call

dealers; court houses would be for it – could actually attach to NMVTIS record a junk cert generated by the system; surrender or destroy title; R licensees would be able to easily look up VINS in IA NMVTIS for free; R licensees would be able to report VINS in IA NMVTIS for free (or technically included in license fee).

IAR will ask DOT for update on electronic titling - call Ryan Ridout to have phone conversation and ask for a meeting. Items that need to be covered by DOT include ask when rules will be written for Iowa affidavit/NMVTIS; review types of licenses – three types exist but once license is issued there is no restriction – for instance a rebuilder or metal recycler with a license – if the criteria is the same for issuance of the R license why does the 3 type exist – if not a full recycler then they should be restricted on part sales. **(This needs more research).**

There was also discussion on insurance companies will not insure rebuilders.

Most **insurance** companies offer liability **insurance for rebuilt salvage cars**, so you **can** buy as much coverage as needed to drive the **vehicle** legally. However, few insurers **will** sell full coverage **insurance for rebuilt salvage cars**, as it's difficult to assess all existing damage to the **vehicle**.

<https://www.valuepenguin.com/how-get-car-insurance-salvage-title>

RIGHT TO REPAIR bills expected to be big issues in 2020.



An idea to create a Loyalty Program was discussed so that repair shops would get an account credit once the parts were installed and the job completed.

No new business was proposed. Motion to adjourn at 3:03 pm from Eric, second, Swift, motion carried.

Set next meeting – 2nd TUESDAY of the MONTH
December 10, 2019 –: Conference call 5:15pm
January 15, 2020 –: Conference call 5:15pm

Respectfully submitted,
Jeff Smid
Jeff Smid, Secretary



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2019 Scholarship Recipients

Congratulations!

Geoff Englin

Caroline Fidler

Grant Fidler

Anna McChesney

Sadie Sandbulte

Evan Schmidtke

Isaac Van Beek

Carson Wright

Iowa Auto Recyclers

Congratulations!

2019 Scholarship Recipients

Iowa Auto Recyclers is proud to be able to support the recipients of this year's scholarships and we invite you to Meet Our 2019 Scholarship Recipients!

Geoff Englin, who works at McChesney Auto, Somers, was awarded the IAR Scholarship. Geoff plans to study automotive restoration technology at Iowa Central Community College in Fort Dodge.

Caroline Fidler, daughter of Susan Fidler, Swift's Trail End Auto Salvage, Des Moines, was awarded the IAR Scholarship. Caroline is currently studying to be an elementary school teacher at University of Northern Iowa. Caroline plans to continue study education through the upper level degrees.

Grant Fidler, son of Susan Fidler, Swift's Trail End Auto Salvage, Des Moines, was awarded the IAR Scholarship. Grant will continue his pursuit of a Mechanical Engineering degree at Iowa State University with a goal of deigning automobile engines in the future.

Anna McChesney, daughter of Jonathon McChesney, McChesney Auto, Somers, was awarded the IAR Scholarship. Anna is currently studying to be an elementary school teacher at Dordt University. Anna plans to pursue a teaching position in a small town after graduation.

Sadie Sandbulte, grand daughter of Ed Regnerus, B & B Salvage, Sioux Center was awarded the IAR Scholarship. Sadie will study Spanish Education at the University of South Dakota. Sadie plans to work in teaching students to speak Spanish as well as working with Spanish speaking students. She also has an interest in sign language for business application.

Evan Schmidtke, who works at Waterloo Auto Parts, Waterloo, was awarded the IAR Scholarship. Evan is currently studying diesel truck technology at Hawkeye Community College. Evan plans to continue to study automotive collision repair and eventually own his own repair shop.

Isaac Van Beek, grandson of Ed Regnerus, B&B Salvage, Sioux Center, was awarded the IAR Scholarship. Isaac will study accounting and business administration at Dordt College. Isaac plans to become a Certified Public Accountant or CPA.

Carson Wright, son of Joe Wright, Spilman's Auto Parts, Bloomfield, was awarded the IAR Scholarship. Carson is studying sports management and business administration at Graceland University. Carson plans to pursue employment with a professional sports team after graduation.

A Letter from the Scholarship Chairman ...

Since the inception of the IAR Scholarship program, we have given outstanding students from member families, funds toward an educational goal. Each year it is our privilege to disperse up to \$5000 in scholarship to these fine young men and women.

Jodi Kunde, Chairman

Iowa Automotive Recyclers Scholarship Fund

The Iowa Automotive Recyclers scholarship fund was established in 2007 for the children and grandchildren of an owner or employee of an Iowa Automotive Recyclers direct members as a way to help offset the cost of their continuing education. The scholarship is open to a son, daughter, grandchild, son-in-law, daughter-in-law of an owner or employee (who has been employed for at least one year) of a direct member in good standing. The owner, an employee and their spouses are also eligible.



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Car-Part.com Awarded CIECA Company of the Year

Car-Part.com received CIECA's Company of the Year award during the 2019 Collision Industry Red Carpet Awards held in conjunction with SEMA. This is the second year that we have received this award, and we're honored to be recognized for our ongoing commitment to the collision repair sector!

[Click here to read more from Collision Repair Magazine.](#)

The Collision Industry Electronic Commerce Association (CIECA) is the primary source of collision industry data communication standards. Their vision is for the collision industry to be eCommerce-enabled, allowing all industry segments to communicate electronically, independent of platform or software used.



Let's Talk Recalls . . .

By Katie Stark and Paul D'Adamo



When the first Takata airbag inflators were replaced at the dealerships, many were the same ammonium nitrate design as the original inflators. Were you aware of this? Due to the huge volumes of airbag inflators manufactured by Takata, the Automakers could not source enough new design airbag inflators for all the vehicles they were building along with the inflators they were replacing by the millions across the US and Canada. Once Takata went bankrupt, other manufacturers scrambled to fill the void and NHTSA allowed them to use the ammonium nitrate design with the stipulation that these inflators would be on an automatic recall within a set amount of time. *For some Automakers, that time has come due.*

Two other developments have taken place recently. The first is further independent testing to help NHTSA determine if the Takata issue affects earlier model vehicles than initially believed. The second development is ongoing research into whether recalls should be expanded to other manufacturers beyond Takata.

Roughly 41.6 million vehicles equipped with 56 million defective Takata air bags are under recall because these air bags can explode when deployed, causing serious injury or even death. All vehicle owners should check for Recalls using the vehicle identification number.

With all of this information coming at us from the news and Social Media, I have noticed many Self Service and some Full Service Auto Recyclers putting a complete ban on the sale of airbags. While a very conservative move for a Full Service Auto Recycler, we believe it would be an especially prudent decision for Self-Service facilities. The confusion and mis-information does not give us a good sense of confidence that what is not on Recall today won't be 5-10 years from now.

Without naming specific Automakers, we are led to believe that the VIN Database will be expanded to include vehicles with defective airbags replaced at the Dealerships. In other words, the replacements for the original recalls will be on recall. We start 2020 knowing that additional VIN's will most likely be added in the first quarter of 2020. Please watch for alerts from RAS when this happens.

For more information on airbag recalls, call Paul the Recall Guy at 401-458-9080 or email pdadamo@coresupply.com.

Takata Recall Spotlight

Update from NHTSA

Tens of millions of vehicles with Takata air bags are under recall. Long-term exposure to high heat and humidity can cause these air bags to explode when deployed. Such explosions have caused injuries and deaths. NHTSA urges vehicle owners to take a few simple steps to protect themselves and others from this very serious threat to safety.

RECENT A separate group of defective Takata air bags was recalled in late 2019. Unlike the air bag inflators in the larger Takata recalls, the new recall involves non-azide driver inflators. The defect in the NADI inflators can result in the air bag either exploding or underinflating during deployment. <https://www.nhtsa.gov/equipment/takata-recall-spotlight>

More Takata air bags are being recalled. This new recall involves Takata air bags built with non-azide driver inflators (NADI), and is separate from the much larger and [ongoing Takata air bag inflator recalls](#).

The problem The air bags that are part of this new recall have defective inflators that could explode or cause the air bag to not inflate properly when it deploys. A faulty seal on the inflator is believed to cause the problem. If the inflator is not sealed properly, moisture can get into the propellant used to inflate the air bag and cause the inflator to malfunction. This could lead to the air bag deploying slowly during a crash, which means it won't protect you as it's designed. Or, it could also lead to the inflator deploying aggressively and even exploding. The metal parts from the exploding inflator could injure or kill someone.

Affected vehicles Vehicles containing NADI inflators were made by Toyota, BMW, Audi, Honda and Mitsubishi. Manufacturers are working to determine the exact vehicles that contain the defective air bag inflators. Mitsubishi informed NHTSA that the only U.S. vehicle with the inflator is the model years 1998 – 2000 Mitsubishi Montero.

<https://www.nhtsa.gov/recalls/takata-air-bags-nadi>

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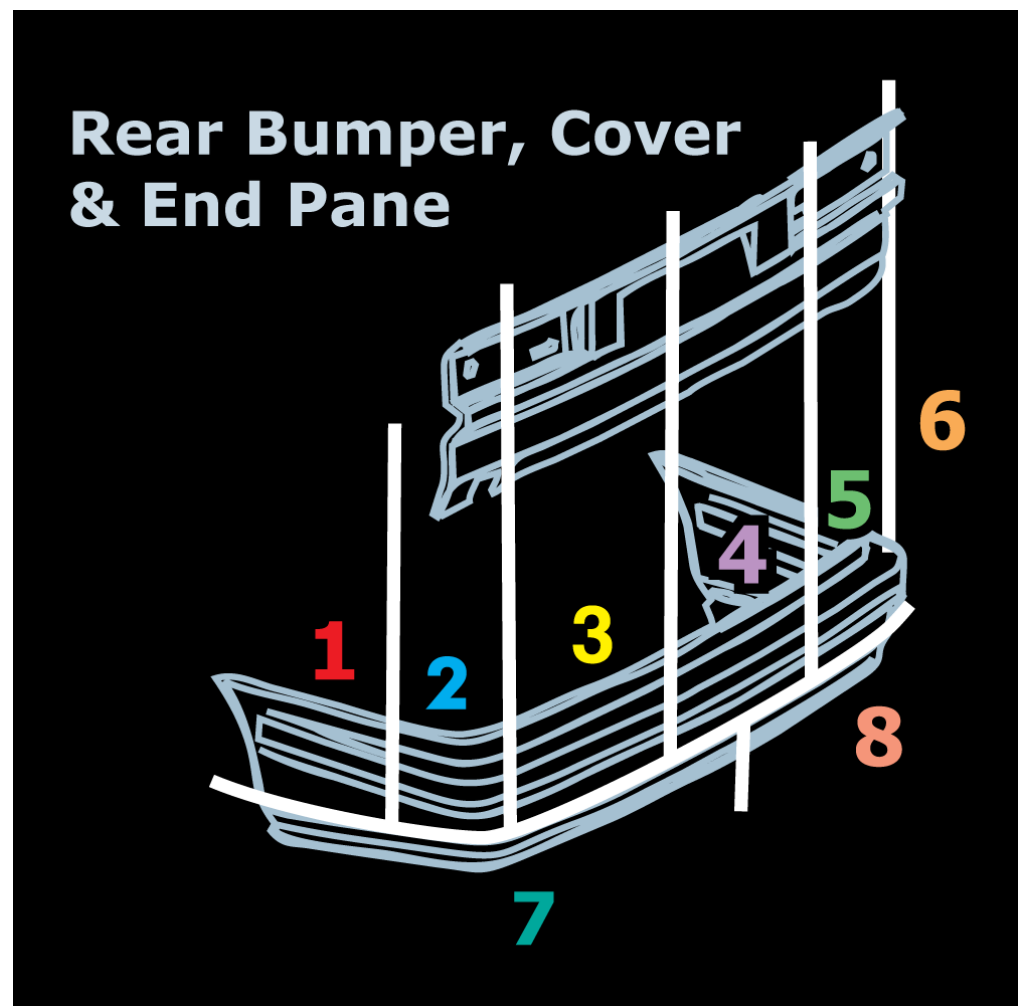
“ROE – Recycled Original Equipment” Trademark Approved and In Use

As you will have recently noticed, the trademark “ROE – Recycled Original Equipment” was approved by the U.S. Patent and Trademark Office and has been in use, as required by law, in ARA’s web, print and convention literature and signage.

The entire process for ARA from submitting the “mark” to the USPTO to approval takes over 6 months. Once reviewed and examined by the Office, the pending mark is published providing an opportunity for the public to oppose its registration. No opposition was voiced for either “ROE” or “ROE – Recycled Original Equipment”.

New Damage Codes for Rear and Front Bumper

ARA wants to make sure all members are aware of the new damage codes for rear and front bumpers, published this year by the Educational Foundation. You can find the Codes on the ARA website, under the Resources tab and below:



Industry News



**AUTOMOTIVE
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ROE – Recycled Original Equipment

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www.LKQCorp.com

MCI Core/ACE
St Louis, MO

www.mcicores.com

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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

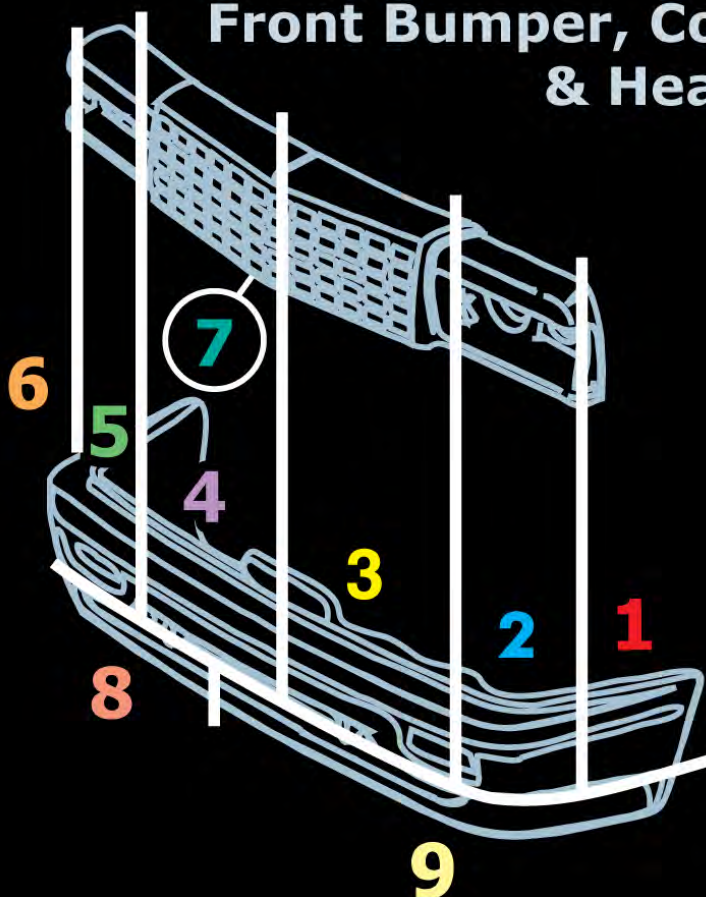
United Catalyst Corp
Greenville, SC

UnitedCatalystCorporation.com

U.S. Powertrain
Spirit Lake, IA

www.uspowertrain.com

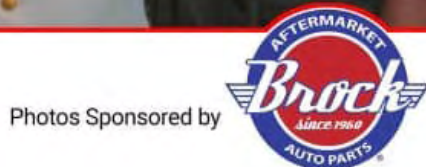
Front Bumper, Cover & Header



Industry News

Meet Your 2019-20 Top Gun Executive Committee!

Left to Right: Marty Hollingshead, Chad Counselman, Jonathan Morrow, Scott Robertson, Shan McMillon



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45 Rh Rhodium	46 Pd Palladium	78 Pt 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