



Recyclers News Press

Inside this issue:

From the cover 10
Coronavirus
Unemployment
Compensation

Board of 6
Director's
Notes

Coronavirus 12
Protocol

Mercury 13
Switch
Bounty Ends

Industry 16
News
from ARA



Routing Slip

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



Coronavirus Unemployment Compensation

Iowa Auto Recyclers are trying to navigate this economic downturn due to Coronavirus COVID-19. Given that **auto repair has been deemed as an essential service**, in all likelihood, parts suppliers such as used auto parts stores will be able to remain open during the crisis. That however, does not mean that each facility will be functioning at full capacity due to loss of sales as the general public practice social distancing and observe stay-at-home protocols.

Continued on page 10...



BuyUsedAutoParts.com

Look What's New at Car-Part.com!



Checkmate 2019 Release 4

100 enhancements in 2019 including enhanced quoting and core processing!
Automatic notification of interchange and software updates!



Photomate

Mobile loose parts workflow
for OE and recycled parts
Use your mobile phone to add
CP Interchange to parts in resolution!



Bidmate

Easy detection of rerun and relisted
vehicles to avoid fraud problems



Car-Part Interchange+

Version 85.2 Option: Allows recyclers to inventory
100 more parts with enhanced or new Interchange
including Mazda and Mitsubishi!

Sell more parts on Car-Part.com,
Trading Partners, and eBay



CrashLink

Redesigned with CPI+, OE Interchange, ACES
models and parts, color coded diagrams,
price history, Google search, multi-part
lookup and optional labor hours



MyPartsApp

Mobile enhancements for Apple and Android
Works with new Apple and Android
App Store requirements



Trading Partners

Enhancements perform CPI+ searches from
Checkmate, Powerlink and Pinnacle
Optional CPI+ application within Trading Partners and
One Click CrashLink Integration (CrashLink required)



iPro increased recycled parts usage
by 45% from Insurer and Collision
Estimating Systems



Now serving 200 million images per month!

For more info, call **859-344-1925** or visit **<http://products.Car-Part.com>**



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

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

Buck's UPI
Mason City, IA

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

THUD! That's the sound of the shoe dropping amidst the Coronavirus pandemic that has triggered an economic downturn not see, well, since the last global pandemic, war or other sudden impact event.

So the only response is to take stock on how best to protect your family and your employees. For me, it's about protecting my family and our members.

At the Iowa Auto Recyclers we are keeping up on the news, monitoring state and federal guidelines, investigating options and resources. Admittedly these things are changing hour by hour so I'm trying to make references available to mitigate your losses and leverage resources as they become available. *Watch your email for updates from the association.*

The best advice I can offer is to stay connected *albeit remotely* and keep an open mind as to how your business will participate. And do not lose sight of the fact that your actions or non-actions will protect our most vulnerable people!

Thanks for listening,
Sue Schauls

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!

SUE SPEAKING

From desk of the Executive Director

Tuesday Training Time to embrace the “social” part of social distancing! Iowa Auto Recyclers’ I-CARE program will provide a group training event on Tuesdays at 11:30 a.m. (CDT) as a “brown bag” lunch series. Training material will include Safety, Environmental and Sales training provided by guest speakers!

April 7, 2020 11:30 a.m. CDT
HazMat Airbag Shipping Certification

April 14, 2020 11:30 a.m. CDT
 First Aid Kit
 PPE - Personal Protective Equipment

April 21, 2020 11:30 a.m. CDT
Storm Water Permit Compliance

April 28, 2020
 11:30 a.m. CDT
 Eye Wash Station
 Spill Cleanup Kit

Please register for the event via email to Sue.Schauls@gmail.com to receive the print material ahead of time. Each student in the class will need to have the material printed for them before class begins. Upon completion of Certification training each participant will receive a certificate. Please provide the list of names in the registration email.

Join FreeConference.com Meeting:

<https://hello.freeconference.com/conf/call/5880801>

One tap mobile: 1 641-426-1600,,5880801#

Dial-in using your phone: 1 641-426-1600 Access code: 588 0801

Connection Test: <https://hello.freeconference.com/system/test>

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

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



Jordan Barkow
 Manager

4000 6th Street SW
 Cedar Rapids, Iowa 52404

Fax: 319-366-0090
 Local Phone: 319-364-4000
 OR: 1-800-553-8421

Iowa Automotive Recyclers Board of Directors Meeting

March 10, 2020 —Conference Call

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

Members: Eric Piper, Pat Roof, Joel McCaw, Jeff Smid, Eric Piper, Dave Hesmer, Dereck VanDerBrink, and Sue Schauls.

Call to Order, Roll Call, Anti-trust reminder 5:27 Called to order by Eric Piper, Pat did anti-trust reminder.

Review/Approve Meeting Notes from February 11, 2020. Pat Moved to approve minutes, Joel second. Motion carried.

LEGISLATIVE UPDATE

Weekly Summary from Jim Obradovich, Lobbyist, gave updates on bills we are watching – see below:

3/6/2020 Updated Legislative Session Update

The second procedural deadline of the 2020 Legislative Session arrives at the close of business on Friday, March 20. The so called "Second Funnel" is the date by which a bill has to be approved by a committee in the opposite chamber - meaning a House File must be approved by a Senate committee and a Senate File by a House committee - to remain eligible for further consideration this year.

The exceptions to the rule are appropriations bills (spending) and ways and means bills (taxation.)

Bills of Interest:
(SF = Senate File,
SSB = Senate Study
Bill, HF = House File,
HSB = House Study
Bill)

SF 2369 (formerly SF 2013) - Land Banks (M) - The bill authorizes one or more municipalities to establish a land bank as a way to return dilapidated, abandoned, blighted or tax delinquent properties to economically productive status. Approved by Ways and Means



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

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

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

Iowa Automotive Recyclers Board of Directors Meeting

March 10, 2020 —Conference Call

subcommittee

SF 2265 - Vehicle Titling Fee Increases (A) - Included in the omnibus vehicle titling bill are the following increases; \$15, up by \$5, for the issuance of a salvage certificate of title. Subcommittee: Behn, Giddens and Nunn

*HF 2408 - Plate Surrender (M) - The bill would allow a person to surrender license plates to any county treasurer rather than, as currently required, to the county in which the registration originated.
Approved by Ways and Means Subcommittee*

Update on SF436 and ICRA event Sue/Mike Attended in Des Moines . Iowa Collision Repair Association hosted their annual event in Des Moines on February 28-29, 2020. Sue and Mike attended. Their Lobbyist feels confident that the bill requesting to raise the salvage threshold from 50% to 70% will pass this year barring any unforeseen circumstances.

Summer Outing date is June 27, 2020 at WATERLOO AUTO PARTS the theme is CULTIVATING GROWTH. The Hotel is new Marriott Courtyard near John Deere – rate \$119. The John Deere Museum Saturday luncheon IS APPROVED a lunch speaker may be featured if time permits. A Friday night reception will be held. The location is to be determined. Vendors for Tech Lab invitations will go out soon.

A lengthy discussion about possible speaker topics evolved in to a discussion on the need for parts data, VIN decoding and the aging interchange information available to recyclers. The Board is aware that ARA has taken up this as their main legislative initiative and voiced support for the effort.

Dave moved to adjourn, Pat second, Motion Carried. At 6:40 pm

3/14/2020 Updated Legislative Session Update

The second procedural deadline of the 2020 Legislative Session arrives at the close of business on Friday, March 20. The so called "Second Funnel" is the date by which a bill has to be approved by a committee in the opposite chamber - meaning a House File must be approved by a Senate committee and a Senate File by a House committee - to remain eligible for further consideration this year.

The exceptions to the rule are appropriations bills (spending) and ways and means bills (taxation.)

Bills of Interest:

(SF = Senate File, SSB = Senate Study Bill, HF = House File, HSB = House Study Bill)

SF 2369 (formerly SF 2013) - Land Banks (M) - The bill authorizes one or more municipalities to establish a land bank as a way to return dilapidated, abandoned, blighted or tax delinquent properties to economically productive status. Approved by Ways and Means subcommittee

Members of IAR

*Tourniers Recycling Inc
Independence, IA
www.tourniersrecycling.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*

*Waterloo Auto Parts
Waterloo, IA
www.WaterlooAutoParts.com*

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

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

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

Iowa Automotive Recyclers Board of Directors Meeting

March 10, 2020—Conference Call

SF 2265 - Vehicle Titling Fee Increases (A) - Included in the omnibus vehicle titling bill are the following increases; \$15, up by \$5, for the issuance of a salvage certificate of title. Subcommittee: Behn, Giddens and Nunn

SF 436 - Salvage Percentage (F) - The bill increases the cost of repair threshold from the current 50% to 70% of the fair market value. Passed the Senate 46-0. On House debate calendar

HF 2408 - Plate Surrender (M) - The bill would allow a person to surrender license plates to any county treasurer rather than, as currently required, to the county in which the registration originated. Approved by Ways and Means Subcommittee

Since this summary came out on 3-14-2020, the Governor has declared a 30 day recess of the Legislature as a precaution in an effort to prevent the spreading of the CoronaVirus or COVID-19.

Respectfully
submitted,
Jeff Smid

2020

Summer Outing Agenda (Tentative)

Friday, June 26, 2020

6:30—9:00 PM

Vendor Reception/Training
Location TBD

Saturday, June 27, 2020

9:00 –11:30 am

Technology Laboratory
Marriott Banquet Hall

Noon—2:00 pm

Lunch & Tour
John Deere Museum


4:00 — Midnight

Summer Outing BBQ
Dinner & Dance

Yard Tour

Scholarship Auction

Waterloo Auto Parts




Don't let NMVTIS reporting wreck your day.

ADD is your source for salvage vehicle reporting and more.

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

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

For additional information, visit ADD123.com
or contact us at salvage@add123.com

 **AutoDataDirect, Inc.**

Iowa Auto Recyclers SUMMER OUTING 2020 June 26-27, 2020



Waterloo Auto Parts

Courtyard by Marriott Waterloo

www.iowaautomotiverecyclers.com/Events.html

Invitation to Software Vendors Technology Lab Spot \$500 (Open Invitation)

The Iowa Automotive Recyclers is planning to host our annual event, the SUMMER OUTING, in Waterloo, in June 2020 IF SOCIAL GATHERINGS ARE ONCE AGAIN A PART OF POST-VIRAL LIFE. If social distancing is still the new normal projected for June 2020 then we will postpone the event.

The trade show focus this year is on TECHNOLOGY LAB so there is an open invitation to software vendors for computer training and troubleshooting. The Tech Lab was a big success last year so we will try to repeat the success and expand the opportunity by making it an open invitation event. *Normally Iowa trade shows are open to members and invited guests only.*

The TECHNOLOGY LAB will be open at the Courtyard by Marriott Waterloo/Cedar Falls from 9:00 to 11:30 am on Saturday, June 27, 2020. The spots are limited to vendors that need accommodations for computer training and demonstrations. The vendor spaces are \$500 and include a table, chairs, electricity and WiFi. Breakfast will be served in the area with seating around the coffee bar for networking and individual meeting space. Jay Svendsen aptly described the format last year as "speed dating for vendors."

Registration will be taken at a later date once the event has been confirmed or postponed. Preliminary interest in having a space may be indicated to Sue Schauls at 319-290-7843 or Sue.Schauls@gmail.com (no payment will be expected nor taken at this time).

We sincerely hope to see you in Waterloo!

If the event gets cancelled entirely, we will conduct a virtual Tech Lab via conference calls so that our members may still gain valuable knowledge and training on industry specific software programs that support their businesses.

☐ YES—Count me in for a spot at the Iowa Summer Outing TECH LAB\$500

Company Name: _____

Contact Person/Email: _____

Coronavirus Unemployment Compensation

Auto Recyclers Options

Auto recyclers should observe some social distancing protocols as well, such as closing the front door or front counter to the public and offer parts to go as pick up service or delivery. As most businesses have done, an email or letter to your regular customers would remind them that auto parts are available from your shop. Social media postings will also remind do-it-yourselfers that car maintenance and repair could be a good reason to spend time in their home garage!

But keeping sales trickling in may not be enough to ward off an inevitable staff reduction. Before that time and as payroll fund allow auto recyclers may want to get caught up on the backlog of salvage acquisitions sitting in the receiving/staging area, do some shop clean up or warehoused parts reduction due to aged parts, work on compliance issues such as paperwork, inspections and employee training.

Iowa Auto Recyclers will be hosting TUESDAY TRAINING events as a brown bag lunch series throughout the pandemic period of social distancing. Hopefully, the webinar conference call format will allow folks to connect outside their limited co-worker and family groups as well as get a jump start on compliance while time permits. The training is free and open to any auto recycler, non-members and out-of-state yards included. So you can feel free to pass along the information to your trading partners and customers too.

Iowans may file for unemployment for job loss due to Coronavirus or COVID-19. Employer may want to consider temporary layoff for employee as one tool to help bridge the gap in reduced revenue due to shut down, restricted hours or just slow sales due to the pandemic.

Partial lay off or reduced hours are also an option. Employee may file for partial unemployment due to loss of hours thus income from a forced or required due to family circumstances reduction. This is also called job sharing as then two employees would fulfill one full-time-employee job by going to half time each.

Disaster Unemployment Assistance or DUA is an option for self-employed persons IF/WHEN the federal government declares that as an option. At that time the state will release information on eligibility for the self-employed to receive unemployment compensation.

Anyone filing an Iowa unemployment claim who remains eligible for benefits can receive

payments for 26 weeks within a one-year period. During the third week that you have a benefit account is the earliest that you will receive a benefit payment. Unemployed workers must exhaust all of their paid time off such as vacation and sick time before being eligible for unemployment compensation.

Find out more at www.iowaworkforcedevelopment.gov/updates-and-resources-about-covid-19 include watching an informative video if you did not attend the recent webinar on options available to employers.

Disaster assistance is being discussion at the state and federal level and should include some funding availability for small businesses as well via the SBA Economic Injury Disaster Loans (EIDL) or other mechanisms yet to be announced. The Economic Injury Disaster Loan Program (EIDL) can provide up to \$2 million of financial assistance (actual loan amounts are based on amount of economic injury) to small businesses or private, non-profit organizations that suffer substantial economic injury as a result of the declared disaster.

Find out more at <https://disasterloan.sba.gov/ela/Information/EIDLLoans>.

COVID-19/ Coronavirus

- All claimants that file as a result of COVID-19 will be eligible for unemployment insurance benefits. This includes claimants filing due to:
 - Caring for a family member
 - Loss of childcare/school closures
 - Employer shut down
 - Need for employee to self-quarantine
 - Employee contracts COVID-19 and is unable to work



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

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

COVID-19 Scenarios & Benefits Available

The information shared on this flyer does not necessarily reflect the official policy or position of any other agency or company. It is the reader's responsibility to verify the facts of coverage.

COVID-19 Scenarios

1. Worker is mildly ill with COVID-19.
2. Worker is severely ill with COVID-19.
3. Worker was exposed & quarantined. Business remains open.
4. Worker caring for family member.
5. Schools close, worker has no childcare.
6. Schools close, worker is impacted.
7. Worker is immune-compromised, advised to quarantine.
8. Employer must shut down.
9. Employer does a temporary shut-down.
10. Employer reduces hours & work.
12. Health care workers and first responders are under quarantine.

Unemployment Insurance

Current Law



Depends - Case By Case



Unemployment insurance benefits are a resource of last resort. All PTO, sick leave, paid sick leave, disability, etc. must be exhausted before receiving unemployment. Fraudulent filing and receiving of unemployment benefits is a serious crime that may lead to prosecution. Please contact your employer on telecommuting options and other opportunities available to you. Should you have any questions, please call customer service at 1-866-239-0843 (Mon.-Fri, 8:00 am - 4:30 pm).

Coronavirus Protocol

Auto Recyclers Options

CORONAVIRUS PROTOCOL The Iowa Automotive Recyclers recommends that you observe your local, state and federal guidelines for limiting exposure to the COVID-19 virus, including:

- Limit contact with the public such as limiting the number of customers that can come in the door at one time or stop retail counter traffic entirely.
- Take online orders *with payment* to avoid passing cash or credit cards from customer to employee.
- Provide a delivery option or drive through pick up, ask customers to stay in their vehicle.
- Allow work-from-home options, if possible.
- If you or an employee are sick, STAY AT HOME.
- Sanitize common areas frequently, retail counter, phones, copy machines, restrooms.

CORONAVIRUS OPPORTUNITY It is possible that with the shutdown of overseas auto parts manufacturers, shutdown of domestic automakers, and limited auto part store hours, that used auto parts or *Recycled Original Equipment (ROE)* will see an uptick in business in the long term. If we use social media effectively then maybe we can remind DIYers stuck at home to work on project jobs they have put off! A letter or phone call to your repair shop customers may be a timely investment! Offer call ahead with payment and drive thru pick up or delivery.

Iowa Automotive Recyclers

SAMPLE LETTER TO CUSTOMERS

To do our part in social distancing meant to prevent the spread of the COVID-19 or Coronavirus we at **MY Used Auto Parts Store** have limited retail walk-in traffic. We are still able to provide you with exceptional service over the phone. We will gladly take payment over the phone for your auto parts order (*to minimize physical contact with cash or credit cards*) and bring the part to your vehicle or provide delivery to your door.

We will continue to observe recommendations from health agencies and operate limited office hours and walk-in traffic until otherwise advised.

Please call **XXX-XXX-XXX** and our sales staff will help you.

Our staff will notify you when your part is ready for pick up. As soon as you arrive for pick up, please call and a staff member will load your order. **For the safety of you and our staff we ask that you remain in your vehicle during pickup.**

Thank you for understanding.

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



March 23, 2020

TO: IOWA AUTO RECYCLER

Re: Bounty for Mercury switches from vehicles ending July 1, 2020

On July 1, 2020, Iowa's requirements for vehicle manufacturers to provide a system for the recovery of mercury-containing switches from vehicles (Iowa Code 455B.803) will end. This includes the \$5 bounty auto manufacturers pay for each recovered mercury switch.

What's not changing:

Auto manufacturers, as part of a national, voluntary, agreement, will continue to provide collection containers and free recycling of recovered switches to vehicle recyclers until December 31, 2021. This will continue to be done through the End-of-Life Vehicle Solutions (ELVS) program. The requirement for mercury switches to be removed prior to delivery to a scrap recycling facility remains in place.

Send in your bucket!

In order to receive the bounty for switches already collected:

1. If needed, request a replacement bucket and shipping label by calling **(800) 495-6059** or e-mail elvsbuckets@usecology. Provide your company name, shipping address and bucket size (small or large). If you do not have the shipping label that came with your collection bucket submit your request no later than **June 1, 2020**.
2. Enclose the log of make and model numbers or VINs in the collection container.
3. Tie the plastic liner in a knot and tightly seal the container.
4. Use the box and prepaid shipping label provided when you received the bucket and schedule a pickup with UPS. In order to ensure that US Ecology receives the container by June 30, 2020 it needs to be shipped no later than **June 15, 2020**. If you no longer have the shipping label or box, use the one that came with the replacement bucket. All buckets must be sealed in a cardboard box and shipped UPS GROUND to the ELVS contractor:
EQ – A US Ecology Company (formerly EQ Industrial Services, Inc.)
Attention: ELVS Program
2000 Ferry Street
Detroit, MI 48211
(800) 495-6059
5. Give the sealed and labeled box to your UPS driver when at your facility. If you do not have visits from a UPS driver, simply drop off your package at the nearest UPS drop off outlet (a list of outlets are available on the web at www.ups.com).
6. ELVS will verify the number of switches eligible for the bounty. Mercury switches from ABS or vanity mirrors may be included in the collection container, however the bounty will not be paid for them.



Questions? For questions regarding shipping, collection containers or payment contact US Ecology, 800-495-6059 or elvsbuckets@usecology.com. For questions related to Iowa's regulations contact Theresa Stiner, Department of Natural Resources, 515-725-8315, Theresa.Stiner@dnr.iowa.gov

Sincerely,

Theresa Stiner
Environmental Specialist Senior
Land Quality Bureau

History of the Hard Hat

Post *Hard Hat Required* Sign ONLY if staff must wear them!

Occupational Hard Hats

29 CFR 1910.135(a)(1) states, "Each affected employee shall wear protective helmets when working in areas where there is a potential for injury to the head from falling objects."

OSHA compliant **hard hats** are **required** if the following hazardous conditions are present in the work environment: If objects may fall from overhead and potentially strike employees. If there are stationary fixtures, such as beams and pipes, on which employees may bump their heads.

Although the OSHA standards do not identify specific occupations where a hard hat is required, in an appendix it states "Some examples of occupations for which head protection should be routinely considered are: carpenters, electricians, linemen, mechanics and repairers, plumbers and pipe fitters, assemblers, packers, wrappers, sawyers, welders, laborers, freight handlers, timber cutting and logging, stock handlers, and warehouse laborers."

Each automotive salvage facility can decide if areas of their workplace meet the criteria for hard hats. One word of caution is that if the facility has posted the HARD HAT REQUIRED sign then hard hats must be worn in the area covered by the signage, subject to fines if workers do not comply. So unless the facility is diligent about workers donning hard hats, do not post the sign in areas where hard hats are optional, as it may create a non-compliance in an area that does not fit the criteria.

The History of the Hard Hat

With some canvas, leather, shelac and black paint, inventor Edward Bullard helped America usher in a new era of workplace safety

A young lieutenant in the WWI U.S. Army's cavalry witnessed firsthand the effectiveness of the helmet and realized its potential in a postwar industrial world. In 1919, [Edward W. Bullard](#) came home to the family business in San Francisco and began developing a safety hat for peacetime workers.



Called the [Hard Boiled Hat](#), this canvas and leather headgear was the first commercially available head protection device. Now worn by millions of workers, Bullard's hard hat revolutionized the safety-product industry, earning him a spot in the [National Inventors Hall of Fame](#). He will be posthumously inducted in a ceremony on May 7 in Washington, D.C.

While recognizing that the metal "doughboy" helmet was ideal for wartime conditions, it was not optimal for the mining industry. It was too big and bulky for working underground and maneuvering through tight places. Plus, the cost was prohibitive.

"He realized miners wouldn't be able to afford a metal helmet," says Wells Bullard, the inventor's great-granddaughter, who now runs the family business. "He came up with the idea of a canvas hat, which was shellacked to give it durability and strength. He also invented an inner suspension system that distributed the force of an impact."

Edward W. Bullard actually began working on a concept for protective headgear in 1915. But it wasn't until after his experiences in World War I that his design finally took shape. He opted to use a heavy duck canvas, which was then formed to fit the human head with steam, hence the name Hard Boiled Hat. He attached leather brims to it, painted it black and then coated it with shellac so it would hold up to everyday wear in dirty, dangerous mines.

History of the Hard Hat

Post *Hard Hat Required* Sign ONLY if staff must wear them!



Started in 1898, the [E.D. Bullard Co.](#) was founded by the inventor's father Edward D. Bullard. The manufacturer produced carbide lamps and other equipment for miners in California, Nevada and Arizona. After returning from the war, the son began developing ideas for affordable safety headgear that would protect miners.

At first, wearing a hard hat was a choice, not a requirement. Miners and other workers bought the safety headgear on their own initiative. That changed, however, during construction of the Boulder Dam, later renamed [Hoover Dam](#), along the Colorado River in 1931. For the first time, employers required workers to wear hard hats.

In 1933, building began on the mile-long [Golden Gate Bridge](#) across San Francisco Bay. Concerned about the threat of falling rivets as workers hammered home the hot-metal connectors into iron beams, chief engineer Joseph Strauss ordered everyone to wear hard hats.

While visiting the site, Bullard learned about another safety issue. The steel used to build the bridge was prone to oxidation and needed to be sandblasted to remove rust before installation. The process produced dangerous dust, so Bullard found a solution. "Inhaling the particles caused by sandblasting steel was dangerous," Wells says. "My great grandfather came up with an idea for a suit with compressed air to protect the workers."

The company continues to innovate and find better ways to protect workers. This spring, it plans to introduce a new line of Bullard hard hats for the industrial market. New products like these continue to expand the market. According to [Hexa Research](#), global sales of safety helmets reached an estimated \$2.1 billion in 2016. Projections call for continued growth through 2025—all thanks to the inspirational efforts of Edward W. Bullard.

Reference: <https://www.smithsonianmag.com/innovation/history-hard-hat-180974238/>



"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



Industry News

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

EZ Crusher
Annandale, MN
www.EZCrusher.com

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

Hollander
Plymouth, MN
www.HollanderParts.com

IIADA
West Branch, IA
www.iowaiada.com

Junk Car Medics
Rochester, NY
www.junkcarmedics.com

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

News from the Iowa Secretary of State, Paul Pate Fast Track Filing for biennial reports

The filing process for Iowa businesses is better than ever thanks to the [Fast Track Filing](#) system launched by the Secretary of State's Office. Biennial report filing is now available using the system. Businesses that are registered with the state are required to file reports every two years. Approximately 70,000 Iowa businesses will file biennial reports in 2020. Watch the video above for a brief tutorial on how the system works.

Biennial reports have been available to file online since 2002 but starting this year the reports will be a part of the Fast Track Filing system. Filers can create an account to have access to their filing history of biennial reports with links to print the filed report and/or receipt. They can also save a partially completed filing and update it later.

[Click here](#) to watch the instructional video on filing biennial reports.

<https://www.youtube.com/watch?v=JUKegAkVSWM&feature=youtu.be>



NOVEMBER 11-14, 2020

RENO
THE BIGGEST LITTLE CITY IN THE WORLD

SAVE THE DATE

Join the Automotive Recyclers Association at the
77TH ANNUAL CONVENTION & EXPO
Deppermill Resort Nov. 11-14, 2020 Reno, Nevada

Industry News

ARA COVID-19 Web page

The Automotive Recyclers Association (ARA) has provided a web page for information and guidance for auto recyclers on the Coronavirus including the Centers for Disease Control and Prevention (CDC) who offers the most up-to-date information on COVID-19. This interim guidance is based on what is currently known [about the coronavirus disease 2019 \(COVID-19\)](#). For updates from CDC, please see the following:

- [Interim Guidance for Businesses and Employers to Plan and Respond to Coronavirus Disease 2019 \(COVID-19\)](#)
- [Preventing Stigma Related to COVID-19](#)
- [Share Facts about COVID-19](#)
- [CDC Coronavirus Disease 2019 \(COVID-19\) Web page](#)
- [Information on Coronavirus Disease 2019 \(COVID-19\) Prevention, Symptoms and FAQ](#)

The following interim guidance may help prevent workplace exposures to acute respiratory illnesses, including COVID-19, in non-healthcare settings. The guidance also provides planning considerations if there are more widespread, community outbreaks of COVID-19.

To prevent stigma and discrimination in the workplace, use the guidance described below and on the [CDC's Guidance for Businesses and Employers](#) web page. Below are recommended strategies for employers to use now:

- Actively encourage sick employees to stay home
- Separate sick employees
- Emphasize staying home when sick, respiratory etiquette and hand hygiene by all employees
- Perform routine environmental cleaning
- Advise employees before traveling to take certain steps
- Check the [CDC's Traveler's Health Notices](#) for the latest guidance and recommendations for each country to which you will travel. Specific travel information for travelers going to and returning from designated countries with risk of community spread of Coronavirus, and information for aircrew, can be found on the [CDC website](#).

In-depth guidance is available on the [CDC's Guidance for Businesses and Employers](#) web page.

Associate Members of IAR

LKQ Corporation
Chicago, IL
www.LKQCorp.com

LMC Insurance
Des Moines, IA
www.lmcins.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

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

Industry News

Common Issues Small Businesses May Encounter:

Capital Access – Incidents can strain a small business's financial capacity to make payroll, maintain inventory and respond to market fluctuations (both sudden drops and surges in demand). Businesses should prepare by exploring and testing their capital access options so they have what they need when they need it. [See SBA's capital access resources.](#)

Workforce Capacity – Incidents have just as much impact on your workers as they do your clientele. It's critical to ensure they have the ability to fulfill their duties while protected.

Inventory and Supply Chain Shortfalls – While the possibility could be remote, it is a prudent preparedness measure to ensure you have either adequate supplies of inventory for a sustained period and/or diversify your distributor sources in the event one supplier cannot meet an order request.

Facility Remediation/Clean-up Costs – Depending on the incident, there may be a need to enhance the protection of customers and staff by increasing the frequency and intensity by which your business conducts cleaning of surfaces frequently touched by occupants and visitors. Check your maintenance contracts and supplies of cleaning materials to ensure they can meet increases in demand.

Insurance Coverage Issues – Many businesses have business interruption insurance; Now is the time to contact your insurance agent to review your policy to understand precisely what you are and are not covered for in the event of an extended incident.

Changing Market Demand – Depending on the inci-



dent, there may be access controls or movement restrictions established which can impede your customers from reaching your business. Additionally, there may be public concerns about public exposure to an incident and they may decide not to go to your business out of concern of exposing themselves to greater risk. **SBA's Resources Partners and District Offices** have trained experts who can help you craft a plan specific to your situation to help navigate any rapid changes in demand.

Marketing – It's critical to communicate openly with your customers about the status of your operations, what protective measures you've implemented, and how they (as customers) will be protected when they visit your business. Promotions may also help incentivize customers who may be reluctant to patronize your business.

Plan – As a business, bring your staff together and prepare a plan for what you will do if the incident worsens or improves. It's also helpful to conduct a tabletop exercise to simulate potential scenarios and how your business management and staff might respond to the hypothetical scenario in the exercise. For examples of tabletop exercises, visit FEMA's website at: <https://www.fema.gov/emergency-planning-exercises>



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

Competitive Pricing
on all your Metals and Steel Scrap

Rolloff and Lugger Service

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



DAVID HESMER

ACTION AUTO PARTS

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

LET US SAVE 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

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?

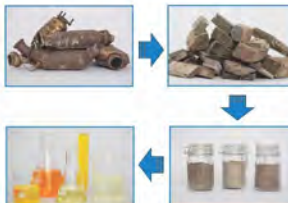
**Have you ever wondered
how an assay works?**

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