



Recyclers News Press

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Routing Slip

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



Beware the Dog Whistle in Auto Recycling

Recycled Original Equipment or ROE™ auto parts perfectly describes the recycled auto parts that are salvaged from end-of-life vehicles for use in automotive repair work. ROE parts provide the consumer with cost effective and eco-friendly repair options. Two important points according to consumer research. So why is Recycler Original Equipment or ROE™ auto parts a new term? Why don't consumers readily recognize auto recycling or recycled auto parts or even used auto parts in general conversation? Why does the general public only come to identify the industry when we bring out the "J" word? Why does *junkyard* resonant but *recycled* does not?

It's all about the branding. But it may be a dog whistle too.

Dog-whistles are signal words or phrases for which an underlying meaning can be easily deduced by anyone interested but does not normally trigger negative reaction for unintended audiences.

In a quick google search of "crash parts" one seemingly helpful website crashrepairinfo.com/what-are-crash-parts is "educating" consumers by defining part types. But notice the dog whistle by using only 'crash parts' and 'salvage parts' to name the ROE™ parts when the more common vernacular of used auto parts or recycled auto parts is not even mentioned as those both have favorable connotation in the current consumer awareness .

dog whistle

[dawg-hwis-uh l] **noun**

a strategy, statement, slogan, etc., that conveys a controversial, secondary message understood by those who support the message:
The insurance company does not require the use of junk parts to reduce the cost of insurance claim repairs.

Continued on page 12...

Summer Outing Postponed until 2021

www.IowaAutomotiveRecyclers.com



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Recyclers
News
Press

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

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

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

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david@action-auto-parts.com

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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

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!

All those things still hold true now that we are four months in to the spread of the infectious virus. Some things have changed too. For some reason the actions or inactions we should be taking or not taking have become open to political interpretation.

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SUE SPEAKING

From desk of the Executive Director

Since I'm a scientist you can probably figure out that I come down on the side of taking precautions to help protect the most vulnerable in our society. I advocate wearing masks in public places, limiting social interactions, creating distance between you and your customers with counter shields, spreading out lines or customer approach areas with signage placed at eye level and on the floors. I'm happy to see that most of the auto salvage facilities offer curbside pick up too.

I think we have all come to understand and practice these measures not just as a way of keeping ourselves, our employees, our customers and everyone's families protected from exposure to people outside of their immediate circle but also as a responsible way of doing business.

Precautions in the work place are not only mandated by OSHA and advised by local, state or federal guidelines, but is a way of staying neutral in the political tug-of-war.

Having the PPE (Personal Protective Equipment) available to your workers, and maybe for customers, is a way of saying, this facility is compliant and cautious. Folks can decide for themselves where they land on the political spectrum and whether they want to don PPE or not.

The auto recycler's go to non-political answer is ***"We err on the side of caution and take simple steps to keep everyone happy and safe as was prescribed by authorities as a condition of being open. If we have to take a few added precautions to make our used auto parts available to our customers, we are happy to do it!"***

After all, RECYCLING IS ESSENTIAL!

Thanks for listening,
Sue Schauls

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



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Cedar Rapids, Iowa 52404
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OR: 1-800-553-8421

Iowa Automotive Recyclers Board of Directors Meeting

April 14, 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, Jodi Kunde, Mike Garvin, Mike Swift, Dave Hesmer, Jeremy Brevard, , and Sue Schauls.

Call to Order at 5:19pm by President, Eric Piper, Roll Call, Anti-trust reminder

Review/Approve Meeting Notes from March 10, 2020 Mike Garvin moved to approve notes, Pat Roof seconded the motion. Motion carried.

Summer Outing for June 26-27, 2020 was cancelled due to the pandemic stay at home policy that is likely to continue into the summer months. Waterloo Auto Parts is happy to host next summer. If possible, a small Fall event will be planned.

IAR re-applied for a gambling license so that a Raffle for a \$2,000 VISA gift card may be conducted to raise funds for the scholarship program. Ticket sales will begin once the license is received. The idea a virtual auction was also discussed if a Fall members event is not possible.

Association members and vendors that were planning to attend the Summer Outing Tech Lab will be asked to provide webinar training on their software programs so the IAR members will be able to view new technology, new features and stay informed of innovation in the industry.

Additional association revenue will be raised by completing the 2020 Who's Who directory.

Virus Effect – Board members discussed way to mitigate the 50% loss in sales due to the pandemic and slowed economy. It is recommended that members reach out to their customer base to remind them of recycled auto parts as an option to meet customers repairs since repair shops are having difficulty getting new parts.

Another suggestion was to send letters or make phone calls to fleet vehicle managers such as city maintenance shops, care rentals, large manufacturing firms, Universities, and of course delivery services. Fleet manager may not be informed about used auto parts and they may be conducting maintenance and repair during this time.

Adjourn – Jeff moved to adjourn the meeting at 6:27 pm, Pat second, Motion carried.

Respectfully
submitted,
Jeff Smid

Iowa Automotive Recyclers Board of Directors Meeting

June 9, 2020 —Conference Call

Members: Eric Piper, Pat Roof, Joel McCaw, Jeff Smid, Mike Garvin, Mike Swift, Dave Hesmer, Jeremy Brevard, and Sue Schauls.

Call to Order at 5:23 by president Eric Piper, Roll Call, Anti-trust reminder. Review/Approve Meeting Notes from April 14, 2020 Motion to approve the minutes carried.

Non-Contact Conference & Fundraising Options were discussed. The Raffle idea previously discussed was formed to include a \$2,000 VISA gift card as the prize. Tickets will be sold for \$5 with a discount of 6 tickets for \$25. The number of tickets will be very limited to increase the value of the \$5 purchase. Only 3,000 tickets will be available. The raffle will be pulled on August 31, 2020 at a face-to-face Board of Directors meeting in Waterloo. The funds from the raffle will support the scholarship program. Sue will send email to Jodi to get update on the scholarship recipients.

A "Virtual Auction" was also discussed. Members and Vendors will be asked to donate and ship items. The photos will be posted online and then the auction will take place via a Facebook events page over a one week period with photos. Bidder would have various payment options such as pay with credit card, Paypal to schauls3@mchsi.com, or by check on invoice.

Another potential raffle idea for salvage yards only may include a donated Super Shear. An offer was made previously but did not fit with the 2019 event format. Sue will follow up to see if the offer is still available for a donated piece of equipment. That raffle would run from September 1 to October 31, 2020.

"Virtual" conference idea was not popular and the idea died for lack of support. The idea consisted of conference bags and then having vendors pay to put stuff in the bag and then mailing them out to all members as a new twist on non-contact conference.

I-CARE facemasks were discussed. Customer logo facemasks with the I-CARE logo could be ordered and then sold to members for \$5 each to cover the cost of the order and some of the shipping charges. Logo masked would run 250 for about \$1100. Postage depends on order size. Mike Swift moved to order 250, Mike Garvin 2nd, motion carried.

ARA is creating a fund for affiliates to donate to help cover lost revenue from no trade shows this year.

Lobbyist Report. LKQ could not pay toward our Lobbyist due to Coronavirus lay off freezing all Lobbying funds. The Session report from our Lobbyist, Jim Obradovich, was forwarded. The DOT Review annual request for feedback on code review was forwarded as well. There was nothing to be concerned about.

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, IA
www.wilkenandsons.com

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

Iowa Automotive Recyclers Board of Directors Meeting

June 9, 2020—Conference Call

Member News: Jerry Durbin sold Osage Auto – the new owner is expected to maintain his membership. Ron Pulse passed away. Ron was past President of IAR. Jack Hulett had a stroke. Chuck said he is paralyzed on his left side and on a feeding tube. Our hearts go out to the Hulett family in such a hard situation.

Items from floor. Mike Swift encourages everyone to attend the MO/IL show at JC's in Monroe City, MO near Hannibal, MO scheduled for October 16-17, 2020. The idea of a road trip from Iowa to Missouri was discussed with site tours enroute.

Meeting adjourned at 6:53 pm.

Respectfully
submitted,
Jeff Smid

I-CARE Facemasks have arrived and are available for order for \$5 each.
Please email Sue.Schauls@gmail.com to place an order.



Waterloo Auto Parts  **319-234-5207**
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Iowa Automotive Recyclers Scholarship Program Fundraiser

Each year the *Iowa Automotive Recyclers* award scholarships to Direct Members' and their employees' children and grandchildren, to assist with the cost of a college education.

Students may apply during any year they attend an accredited institution.

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.

Funds for the scholarships are usually generated through the Iowa Automotive Recyclers Summer Outing auction. However due to the pandemic social distancing and stay-at-home orders there is no event in 2020 so the Board of Directors has opted to conduct a Raffle to raise the scholarship funds.

The 2020 Raffle will sell a very limited number of tickets, only 3,000. The tickets are \$5 each or 6 for \$25 and the single prize is a \$2000 VISA Gift Card.

The drawing will be held on August 31, 2020.

We are thankful for all the support that we have received from our members in making it possible to provide scholarships to these deserving individuals. Any questions regarding the scholarships and/or application should be directed to:



IAR Scholarship Committee
Attn: Jodi Kunde
55 West 32nd Street
Dubuque, IA 52001
iarscholarship@gmail.com

Nº 1701 Name _____ Email _____ Phone _____	<h2 style="margin: 0;">Iowa Automotive Recyclers</h2> <h1 style="margin: 0;">\$2000 Giftcard Raffle</h1> <h3 style="margin: 0;">Scholarship Fundraiser</h3> <h2 style="margin: 0;">\$5 each or 6 for \$25</h2> <h3 style="margin: 0;">Drawing Held on August 31, 2020</h3> <p style="margin: 0;"><i>Need not be present to win! Only 3,000 tickets available!</i></p>	Nº 1701
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Iowa Automotive Recyclers Scholarship Program

\$2000 VISA Giftcard Raffle

Iowa Automotive Recyclers is a non-profit trade association of businesses involved in the recovery and sale of green recycled auto parts from end-of-life vehicles.

Your donation supports the Iowa Auto Recyclers Scholarship Program and registers you to win the \$2,000 VISA Giftcard.

Need not be present to win!

Drawing held August 31, 2020

\$5 per ticket or 6 for \$25





Iowa Automotive Recyclers

Facemask \$5 each

Iowa Automotive Recyclers is a non-profit trade association of businesses involved in the recovery and sale of green recycled auto parts from end-of-life vehicles.

Stay safe and save money on car repair!

Most auto recyclers have curbside pick up and/or shipping of Recycled Original Equipment or ROE™ auto parts available for safe, environmental friendly, cost-savings auto repair.



Iowa Certified Automotive Recyclers Environmental Program



Beware the Dog Whistle in Auto Recycling

Excerpt from crashrepairinfo website: "Part Type Definitions - Today's vehicles are complex, sophisticated and technologically advanced. A multitude of systems must work together to provide an enjoyable and safe driving experience. This includes your vehicle's sheet metal, bumpers, and safety-related items, such as airbags, and the sensors that trigger airbag deployment.

Many consumers may be aware of the existence of non-OEM (non-original equipment manufacturer) mechanical parts sold at traditional, highly visible and highly advertised auto parts stores. But most consumers are totally unaware of the existence of alternative collision repair parts (also called "crash parts").

Sometimes, insurance companies will specify the use of these alternative parts (non-OEM) to repair your vehicle as a cost-saving measure. The following is offered to help you better understand the terminology of collision repair parts and some of the ramifications of their use.

LKQ (Like Kind and Quality):

In the collision repair industry, this term has come to mean parts salvaged from a vehicle that was previously deemed a total loss. These parts can be found in a salvage yard and are also commonly called "salvage" parts. This category commonly includes large body assemblies such as complete bumper assemblies, doors or complete front ends, severed from the original vehicle from the windshield forward.

While LKQ parts may offer a lower-priced alternative, the parts used from the salvage vehicle may have already been replaced with aftermarket collision parts or may be structurally compromised as a result of the collision. Other potential factors affecting the quality of these parts from donor vehicles may include:

- Unsuitable storage resulting in exposure to the elements,
- Hidden damage,
- Removal technique,
- Water damage, such as a vehicle that has been submerged in a body of water, sustained flood damage, or been subject to water as a result of extinguishing a fire, which could have severe consequences for electrical parts,
- Exposure to the high heat generated from a vehicle fire, which could alter the molecular composition of high-strength steel used in many vehicles, possibly changing its safety characteristics.

Any of these potential unknown impacts on the salvage parts could compromise the safety or performance of the vehicle on which they're used. Damage to your vehicle or its parts caused by the failure of salvage parts may not be covered by your new-vehicle warranty. Note: The industry term "LKQ" is not to be confused with a company by the same name that offers salvage and aftermarket parts." ^{REF}

The website moves beyond dog whistle to gaslighting by neither mentioning the professional auto recycling industry and the qualified automotive technician dismantling parts cars for quality used auto parts nor the fact that recycled auto parts have warranties attached to them for quality assurance.

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Beware the Dog Whistle in Auto Recycling

The mere list of potential problems is limited to negligent activity and then makes the leap to flat out misinformation when finally bringing up manufacturer warranty, although not parts warranty, but untrue statements about factory warranty.

Upon further investigation we realize the website is, of course, OEM backed through OEM Collision Repair Roundtable. "Formed in 1998, and incorporated as a non-profit 501(c)(6) corporation in 2012, the OEM Collision Repair Roundtable is a collision repair industry association composed of representatives from Original Equipment Manufacturer (OEM) vehicle manufacturers. Included in this group are those manufacturers whose logos appear at the bottom of the page. Also represented is the Alliance of Automobile Manufacturers, a voice for the auto industry." <https://crashrepairinfo.com/about-us>

Not to pick on this one entity though as this language is peppered throughout blogs and consumer information sites quite commonly. Fortunately, a quick google search on "junk parts" brings forward a friendlier group of sites mostly comprised of local ROE™ facilities and brokers of recycled auto parts. One site even geocache'd my location to tell me that the *"Habitants of this Waterloo neighborhood can access an immense inventory of used parts for their autos in these junk yards. In our site, we offer a total of 7 junkyards for cars, vans and motorcycles in the city of Waterloo. Take advantage of the map or click on the list under this paragraph to choose a salvage yard and review the contact data page. Salvage-Parts.com specializes in acquiring second hand vehicle pieces for all models from your loved sports auto to your appreciated van. Navigating our directory, you will locate OEM parts that offer a great combination of incredible excellence with very competitive prices."* <https://www.salvage-parts.com/junk-yards/waterloo-ia>

Internet Slang Term

"Dog Whistle"

The slang term "**dog whistle**" means a form of coded communication that can be said publicly so that one group of people will understand what is truly being stated while the majority remain clueless as to the true intentions of the communication.



Origin of Dog Whistle:

The origin of this phrase comes from the actual tool known as a dog whistle. When you blow into a dog whistle it emits a tone that is too high pitched for the human ear. However, because a dog's sense of hearing is much more sensitive, they are able to hear the high pitched tone. Dogs can be trained with such a whistle and know when they hear it they are expected to react

Storm Water Sampling Made Easy

Iowa auto salvage facilities are required to sample annually

Iowa auto salvage yards with more than 250 vehicles in the yard are required to sample storm water (rain) runoff for laboratory parameters listed below. All Iowa automotive salvage facilities are required to have a storm water permit regardless of whether or not you need to sample.

Collect and submit rainfall samples to a laboratory for analysis annually.

Retain a copy of the report with the Storm water Pollution Prevention Plan (SWPPP). It is not required to submit the report to the regulatory agency but it must be maintained on-site in the event an inspector requests to see it. There are no regulatory limits on the values of test results in Iowa, **only that the samples are taken and analyzed.** Any analytical laboratory with the capacity to test storm water may con-

duct the testing procedures. An arrangement has been made with TestAmerica to conduct the samples through Sue Schauls that will ensure accuracy in the testing procedures including using the parameters required and reporting data accurately.

Ship the *iced* sample to:

Eurofins TestAmerica Cedar Falls Division
3019 Venture Way
Cedar Falls, Iowa 50613

Include the Chain-of-Custody paper, see example below. **Sign the paper and mark the DATE & TIME the sample was taken.** Failure to add that information will hold up the sample until the laboratory can get ahold of Sue.

TestAmerica
THE LEADER IN ENVIRONMENTAL TESTING

EUROFINS TestAmerica Cedar Falls Division
3019 Venture Way
Cedar Falls, IA 50613

Phone: 319 - 277 - 2401 or 1 - 800 - 750 - 2401
Fax: 319 - 277 - 2425

Company: <u>SUE SCHAULS CONSULTING</u>	Your PO #:
Send Report To: <u>SUE SCHAULS</u>	Invoice To:
Address: <u>2214 Regal Ave</u>	Quote #:
City/State/Zip Code: <u>Waterloo, IA 50702</u>	Project Name: <u>Yard Name Here</u>
Telephone Number: <u>319-290-7843</u> Cell: <u>319-290-7843</u>	City: <u>Iowa</u>
Email Address for Reports to be sent: <u>schauls3@mchsi.com</u>	
Sampled By: (Print Name) _____	Project Number: _____
(Signature) _____	Project Manager: _____

Are these samples for NPDES Compliance? Yes No

Sample ID	Date Collected	Time Sampled	# of containers shipped	Grab	Composite	Preservative			Matrix			Analyze For:							Notes			
						H2SO4 Plastic (Yellow & White Label)	H2SO4 Glass (Yellow & White Label)	None (Black & White Label)	Stormwater					BOD	COD	Oil & Grease	pH	Phosphorus, Total		Total Suspended Solids	TKN	
Composite:			2		X		1	1		X				X	X			X	X	X		
Grab			4	X			1	2	1	X				X	X	X	X	X	X	X		
field pH: _____											NOTES:											
Relinquished by:	Date	Time	Received by:			Date	Time	Relinquished by:			Date	Time										
Received for TestAmerica by:			Date	Time	COC Seals Present and Intact? Yes No			Laboratory Comments:														
			Shipped via:																			

Storm Water Sampling Made Easy

Iowa auto salvage facilities are required to sample annually

How to Collect the Sample

Collect a representative grab sample and a composite sample of rain water flowing off the property (outfall location).

STEP ONE: In the first hour of a rainfall of significance (about 2 inches) using the storm water kit (cooler) received from TestAmerica, collect water in a clean cup and fill the bottles marked all the bottles marked "grab" completely full. Then collect enough water to fill all the bottles marked "composite" 1/3 full. You may want to use a clean empty jug or container to hold the water. **DO NOT POUR FROM ONE LAB BOTTLE TO ANOTHER!**

Field test for pH: Remove the pH STRIPS from the small vial and fill the vial with sample water. Dip one pH strip in the water. **Record the numerical value on the Chain-of-Custody paper.** The vial DOES NOT have to go back to the lab and the un-used pH strip can be retained for future use.

STEP TWO: If at least 15 minutes have passed, then fill the composite sample bottles another 1/3 full.

STEP THREE: Wait 15 more minutes and fill the bottles the rest of the way full. Do overfill or overflow.

STEP FOUR: Date and sign the form, *called the Chain-of-Custody*, with your name, the name of the facility where the sample was taken and **the date and time the sample was taken.**

Sign the form and place it in a plastic baggie in the cooler. *A separate bag is included for ICE!*

STEP FIVE: Deliver or ship the collection kit to TestAmerica in CEDRA FALLS, IA using the included shipping label and prefilled CHAIN OF CUSTODY.

ADD ICE TO THE SAMPLE KIT IF IT WILL NOT BE DELIVERED THE SAME DAY

(An ice bag is included)

In about two weeks you will receive a laboratory report and a data interpretation from Sue.

If you have not sampled this year or in recent years, email Sue.Schauls@gmail.com or call Sue at 319-290-7843 to receive a sample kit. You can also call Sue when it is raining if you need assistance! *If it is off hours a pre-emptive text is advised!*

Let's get sampling!



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Industry News

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Junk Car Medics
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Legend Smelting & Recycling
Joliet, IL
www.LegendSmelting.com

News from ARA

State Reopenings:

Sixteen states have paused their reopening plans after experiencing dramatic increases in COVID-19 cases. Arizona, Arkansas, California, Delaware, Florida, Idaho, Maine, Nevada, New Mexico, New Jersey, North Carolina, Louisiana, Tennessee, Texas, Virginia, and Washington have all either halted or rolled back reopening plans. As of now, no state has reimplemented prior shelter-in-place orders.

COVID-19 Relief:

A bipartisan group of senators are coming close to reaching an agreement to provide more aid to small businesses. The draft legislation would restart the Paycheck Protection Program and create a new type of long-term government-backed loan. However, banks are pushing back by warning Congress that they have "PPP fatigue" and do not want to deal with the added complexity of managing more government-backed loan programs. Banks have indicated that they would prefer that the government shift to a grant model rather than treating small business financial support as a loan.

ARA recently put together a guide detailing important information relating to the SBA's Economic Injury Disaster Loan (EIDL) program. This guide is designed to assist your business in evaluating whether an EIDL is right for you. The guide provides background information on the EIDL program and also describes its costs and benefits. The document will be posted on ARA's website.



NOVEMBER 11-14, 2020

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

Industry News

Infrastructure:

As House Democrats continue to press forward with their \$1.5 trillion infrastructure bill, the White House has threatened to veto the bill. In a [statement of administration policy](#), the Trump Administration strongly opposes the proposed bill for the following reasons: (1) it is biased against rural America; (2) it is almost entirely debt-financed; (3) it fails to tackle the issue of unnecessary permitting delays; (4) it is full of “wasteful ‘Green New Deal’ initiatives that would impede economic growth.” Senate Majority Leader McConnell echoed the White House’s sentiments by stating [the bill would not be taken up by the Senate](#) and that the bill was “drawn up to show fealty to the radical left.”

Automotive:

Toyota Motor Corporation announced that its [Japanese factories are expected to return to 90% of target output for July](#). Compared with the month of June (when 25 production lines closed), only six production lines will see suspensions during July.

In June, California regulators approved a [new rule](#) mandating that truck manufacturers increase the proportion of electric trucks sold in the state through 2035. The rule will begin in 2024 and will require 5% to 9% of truck sales to be zero-emission models. The rule requires that by 2035, 55% of light trucks, 75% of medium and heavy-duty trucks, and 40% of tractor-trailers will have to be zero-emissions. For more information [click here](#).

Online used car retailer, Carvana, has recently launched a direct-purchase platform that will give independent and franchised dealers the ability to buy wholesale vehicles in online auctions using “timed bids.” The platform, called [CarvanaACCESS](#), was co-developed by Carvana through a partnership with Manheim Auctions. The auctions will be accessible by registered dealers and other wholesale buyers.

**To see all the resources available for COVID-19,
Visit the ARA COVID-19 Dashboard at
<https://www.a-r-a.org/covid-19-dashboard.html>**

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Sioux City, IA
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The Locator Magazine
Whiting, IA
www.PartsLocator.com

United Catalyst Corp
Greenville, SC
UnitedCatalystCorporation.com



Industry News

California Vehicle Dismantler Industry Strike Team

The California Department of Toxic Substances Control is part of an interagency team that is seeking the public's help to crack down on unlicensed vehicle dismantlers. Operating in urban, industrial, and rural areas alike, these scavengers threaten public health and the environment as they strip possibly dangerous and defective parts from motor vehicles for sale or reuse and dump hazardous wastes into the environment. <https://dtsc.ca.gov/unlicensed-vehicle-dismantling/>

DTSC investigators are participating in the interagency Vehicle Dismantler Industry Strike Team. Poised to act throughout the state, the Strike Team is investigating suspected unlicensed dismantling operations, assessing the health risks and environmental damage they pose, and cracking down on tax dodgers who seek to benefit from their illicit activities. As authorized by Assembly Bill 1858 (Santiago, Statutes of 2017) and signed by Governor Brown, seven state agencies are pooling resources and expertise to combat unlicensed vehicle dismantling.

"It is against the law for anyone to act as a vehicle dismantler without having an established place of business, meeting specific requirements and having a current valid license or temporary permit issued by the Department of Motor Vehicles," DMV Chief of Investigations Frank Alvarez said. "The sole mission of our Vehicle Dismantler Industry Strike Team is to identify and shut down unlicensed vehicle dismantlers." <https://www.bodyshopbusiness.com/california-authorities-target-unlicensed-vehicle-dismantlers-los-angeles-county/>

Number of total Cases: 996 - Unlicensed Dismantlers: 775

Number of Citations: 510 - The number of citations are for violation of unlicensed Dismantler and associated crimes.

Leads Received via the E-mail Complaint System: Approximately 490 (not all leads turn into cases)

Number of Operations: 36 Operations



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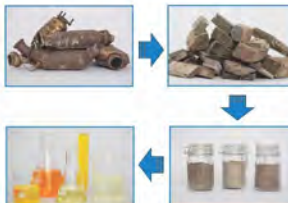
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how an assay works?**

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