



Recyclers News Press

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Routing Slip


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



Save Money with Air Compressor Efficiency

Compressed air systems are a valuable tool in automotive salvage facilities. While it is an unavoidable business expense, air leaks could be costing more in excessive energy losses than expected. Even a small leak is an unnecessary financial drain.

Because it is easy to use and readily available, compressed air is often considered a "fourth utility" in its wide industrial use, and it is likely the most expensive utility found in the facility. Approximately **19 percent of the total power** used in a compressed air system, even on a well maintained one, is converted into clean, compressed air flow. **The other 81 percent is lost as heat.**



A small quarter-inch leak in a compressed air line can cost upwards of \$8,000 per year.

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Giving in a Virtual World

During COVID-19 restrictions and precautions, remote giving may be a better option than volunteering at the local animal shelter, bringing food to the local homeless shelter or stocking shelves at the food bank.

Continued on page 6...

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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 Sue.Schauls@gmail.com with a full color graphic when possible.

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SUE SPEAKING

From desk of the Executive Director

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What a year! I saw a meme that said 'No one got the right answer five years ago to the questions **"What do you see yourself doing in five years?"**'

I want to be able to say *what a ride it was* but I'm afraid it isn't over yet. It certainly looks like we will be maintaining the same protocols for safety such as wearing face masks, social distancing and hand washing well past spring as we each await our turn to be vaccinated.

Things changed. There are many writers out there speculating that some stuff will never go back to the way it was. In truth, that is true on any given year so it must be true now as well.

What will we retain from the experience? Likely a more virtual world. It was coming anyway we just jumped ahead a few years on the spectrum. Necessity always the mother of invention.

How did your business adapt? Likely through online sales and better customer service in the way of curbside pick up and more attentive call backs. Maybe you expanded your delivery route too.

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SUE SPEAKING

From desk of the Executive Director

In any event the situation forced us to be flexible, to be inventive and to take chances to stay afloat. One fortunate reality is that the automotive recycling industry sells "normal goods." That means we sell products that folks need regardless of the economy. That is very fortunate that auto parts are not something people can forego purchasing forever like luxury items.

That simple fact may be the key to success as the economy begins to re-open in a post pandemic world because analysts expect that families will re-align themselves around a more stay at home culture in the future. We may even see a return to a single income household since families learned they may save more than expected with one parent staying home. Some say that fewer vehicles may be owned by individual households and that they will drive the one car longer.

The time has come to get the word out on the economic and environmental value of recycled original equipment for auto repair. But that message must go out in new ways, on new media, in new formats.

The message must now be more organic such as engaging at the local level through sponsorship. This is no foreign concept to auto recycling who have sponsored many little league jerseys and fundraising events. What is different is one must connect the action to the product as the audience is no longer familiar with the local "junkyard."

The message must be presented on new media. The newspaper readers already know about used auto parts. They may be choosing not to buy them so some attention may be gained in reminding readers with advertisements but more importantly an entire generation on apps and online forums are waiting to hear the message.

Finally, we must go to video. Yes, even home grown cell phone videos are getting more attention than pictures. It's the difference between two dimensional to 3-D and we must do it to stay relevant. *The time they are a changing.*

Thanks for listening,
Sue Schauls

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Holiday Giving Ideas

During COVID-19 remote giving may be your best option over volunteering at the local animal shelter, bringing a meal to the local homeless shelter or stocking shelves at the food bank.

Homeless shelter – **send some socks!** And blankets too. Your local homeless shelter likely has a "wish list" published on their website. But socks always stay the number one necessity homeless folks need. Blankets and throws can help too, *these can be clean used items*. Small blankets or throws are a great gift so children can have a blanket of their very own to take with them when they leave the shelter.



Iowa Automotive Recyclers Giving in a Virtual World

Humane Society – **blankets and cash**. Your local animal shelter can get great discounts on food from bulk suppliers so a bag a dog food may seem like a great gift but a cash donation for the same amount will buy more food. *But those old blankets are very much appreciated.* In the auto recycling industry, we are familiar with the poor pet who gets abandoned at the yard, some of these and many others end up in the local animal shelter every year.

Food Bank – **Cash** goes farther than canned goods. The food bank has the ability to buy food at wholesale or even cost. So while canned food drives are important to raise awareness and replenish the dry good shelves at the food bank, cash can actually be a better gift as they may be able to buy three times the amount of food.

Being good for goodness sake is just part of being an auto recycler!

Have safe and Happy Holiday!

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Pandemic-Inspired Business Trends That Are Here to Stay

Several aspects of business during COVID-19 will last far after the pandemic subsides, including e-commerce, technology investments and working from home.

From contactless commerce to an increase in virtual events, there are several trends taking place in the business world mid-pandemic that are likely going to exist long term.

Cashless and contactless commerce

Businesses that are still interacting face-to-face with consumers cut out cash and only accept credit cards or digital payments. Several stores have added contact-free pickup and delivery service as well, and it's likely this level of convenience and safety will remain popular.



Delivery

Retailers, restaurants, grocery stores and more are hiring local delivery drivers to make shopping safe and simple. Industries that you may not expect to move to delivery are going that direction too, including car shopping and custom-made cocktails.

E-commerce acceleration

As more consumers adjust to the convenience of e-commerce or invest in subscription services like Amazon Prime, many people may not want to go back to crowded stores. The growing e-commerce trend also includes local shops moving sales online in order to compensate for lost in-person sales and to reach non-local customers.

Sanitation

Clean businesses have always been attractive to consumers, but in the age of coronavirus and post-coronavirus, sanitation will be a large part of the conversation. The hospitality and travel industries will especially be under pressure to deliver a "beyond clean" experience, writes Dr. Robert Hebler.



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Pandemic-Inspired Business Trends That Are Here to Stay



Shop and source local

As the coronavirus pandemic disrupts global supply chains, more people are looking at local suppliers and shops to help them fulfill their needs. When it comes to consumers, people may not want to travel far to get items and instead rely on convenience stores and farmer's markets. And when it comes to businesses sourcing materials, international uncertainty may force a renewed look at local suppliers.

Technology investments

While companies have been investing in modern technologies for years, supporting a fully remote workforce has pushed many to invest more in IT, cloud and cybersecurity services.

Video conferencing

With so many people working at home, video conferencing tools have become integrated into normal workflows and can help cut down on travel time between meetings. Video calls and webinars have also been adopted as a customer retention tool by small businesses.

Virtual events

Many in-person events have been canceled or postponed because of the pandemic, but virtual events are on the rise. Companies that have built out infrastructure and best practices to host their own online events will likely keep those in place even after the pandemic to reach customers online.

Working from home

One of the most prominent trends during the coronavirus era has been the shift of employees working from home instead of in offices. There will also be a higher expectation that people who are sick do not come into the office, with them either taking sick time off or working from home if they are not feeling well.

Reference: <https://www.uschamber.com/co/start/strategy/pandemic-business-trends-that-are-here-to-stay>



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COMPRESSED AIR SYSTEM TIPS

from the Iowa Waste Reduction Center

Construction Matters

- Compressed air systems constructed of copper or aluminum plumbing generally have fewer air leaks because of the soldered and compression joints.
- Air leaks are more common in systems constructed of threaded black or galvanized pipe - particularly in systems sealed with pipe dope only.
- Threaded pipe systems appeared to be tighter when Teflon tape was used for sealing joints.



Most Common Air Leaks



Quick Disconnects (QDs)

- Replace leaky QD fittings as discovered.
- Place QDs from overhead drops oriented vertically to allow the air hose to hang in a downward direction. This prevents the weight of an air hose from applying unnecessary torque on the fitting, causing the fitting to wear and leak.
- Blow gun QD fittings are notorious for air leaks. Consequently, they should be checked more frequently and replaced as needed. Employees should also be instructed to remove blow guns and other air tools from hoses when not in use.

Spliced Air Hoses

- Replace damaged air hoses rather than splicing.

Air Hose Crimps

- Inspect regularly.

The 2014 Compressed Air Leak Management Pilot Project was funded by an Iowa Economic Development Authority grant. IWRC conducted 25 audits at small businesses – auto body and manufacturing facilities – throughout Iowa to document energy loss and cost savings. For more information, visit iwrc.org/services/compressed-air.

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COMPRESSED AIR SYSTEM TIPS

from the Iowa Waste Reduction Center

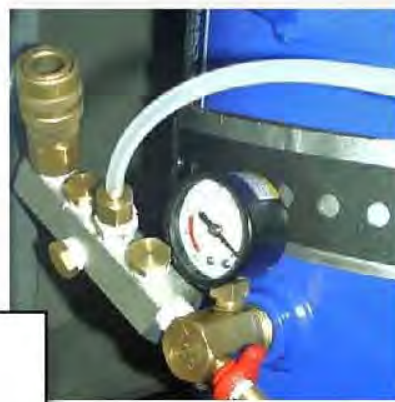


Install Shutoff Valves

Shutoff valves should be installed on air-operated equipment that tends to leak and/or is used intermittently (example: tire mounting machines). Be sure to instruct employees to use the shutoff valves.

Other Common Leak Sources

- QDs and QD manifolds
- Spliced hoses
- Blow guns
- Air filtration housings and fittings
- Tire machines
- Valves
- CNC machine fittings
- Air regulators
- Spray booth air switches



Check and repair compressed air leaks often!

The 2014 Compressed Air Leak Management Pilot Project was funded by an Iowa Economic Development Authority grant. IWRC conducted 25 audits at small businesses – auto body and manufacturing facilities – throughout Iowa to document energy loss and cost savings. For more information, visit iwrc.org/services/compressed-air.

Save Money with Air Compressor Efficiency

Are You Wasting Money by Not Fixing Leaks?

According to the average estimate, between **7 and 8 HP of electrical power is required to produce just 1 HP** of compressed air power. Compressed air is often more expensive than electricity, natural gas and water when it comes to costs of maintaining an operation.¹

Leaks place an unnecessary demand on compressed air systems. On average, a **small quarter-inch leak in a compressed air line** can cost upwards of \$8,000 per year.¹

Leaks also cause the overall performance of your system to decline, ranging anywhere between a 25 percent to 50 percent waste in the system's total output, negatively impacting pressure settings.

Fixing leaks and preventing future ones is extremely important when it comes to energy expenditure, not to mention the lower productivity and stresses placed on pneumatic tools that result from an inefficient compressed air system.

For a compressed air system with a 30 percent loss of output due to leakage, consider the annual cost with a 200 HP system. If the compressor power has a total of 60 HP in leakage, it could result in an **energy expense of \$31,000 per year** at 0.07 per KWh.¹



In the United States, energy waste is becoming an increased concern as estimates place a \$3.2 billion expense in wasted utility payments each year due to poorly designed and maintained compressed air systems.¹

Reasons why you should fix compressed air leaks include:

Inefficient tools and lower productivity: Drops in air pressure resulting from leaks can greatly impact the productivity by causing tools to operate inefficiently and creating an overall less-productive environment.

Reduction in the longevity of your equipment: Because leaks cause a higher demand for air power, compressors need to cycle more frequently, which can result in a decreased lifespan of the compressed air system. Replacing equipment can be avoided through routine maintenance and inspection so leaks are identified and repaired.

Increased maintenance expenses: Air leaks not only reduce your compressor's longevity by putting a higher demand on the system but also mean more frequent repairs and maintenance expenses than if the compressor were operating at peak performance and output.

Losses due to downtime: If the system is experiencing higher maintenance issues then increased downtime can hamper productivity — and profits.

Detect Compressed Air Leaks

Some leaks can be heard, and the easiest way to detect them is to simply walk around the compressed air system during low activity periods if possible. By scanning the area of the system, you may be able to identify if you have a leak and what assessments can be conducted following your inspection.

Not all compressed air leaks can be detected with human ears. To detect these hidden leaks, use **an ultrasonic leak detection device**. While not as inexpensive as using your ears, ultrasonic leak detection is the best way to find leaks in an air system. It utilizes an acoustic detection device that can recognize the unique, high-frequency sounds created by com-

Save Money with Air Compressor Efficiency

Are You Wasting Money by Not Fixing Leaks?

pressed air leaks. The devices range from as little as \$100 to thousands. Your air compressor service technician may also provide the detection service.

When searching for leaks in your compressed air systems, some specific areas might be more susceptible to leakage than others. During inspections, be extra vigilant when looking at:

- Air hoses and air hose connections or couplings
- Worn disconnects, or disconnects missing O-rings
- Filters, lubricators and regulators, if improperly installed
- Open blow-offs
- Open condensate traps
- Leaking or botched drains
- Failed or inferior quality thread sealants, or incorrectly applied thread sealants
- Control and shut-off valves
- Worn out seals or gaskets
- Old or poorly maintained pneumatic tools
- Idle or unused machine or production equipment with air input
- Inappropriate use of air, i.e. as a blower for cleaning instead of using other cleaning tools



Reference:

1 <https://www.quincycompressor.com/why-you-need-to-fix-compressed-air-leaks/>

Cost Effective Ways to Save on Energy Expenses

While nothing can supplement leak repair and prevention for energy savings, some of the best solutions cost little to nothing.

Simple steps to reduce compressed air system energy consumption include:

Turning the system off: When the air compression system is not being utilized, turn off the equipment. This could help you [reduce your electric bill by up to 20 percent](#).

Fixing the leaks: Repair leaks as soon as possible. Neglecting a small leak can cost thousands of dollars every year.

Reducing the pressure: Maintaining only the needed pressure to perform the job can help reduce the workload on machinery — and the amount of energy consumed to complete the task.

Changing the filters: Changing the filters frequently can help improve system performance and can prevent pressure drops.

Identifying and eliminating any inappropriate use of compressed air: Compressed air is an expensive utility, but by identifying which uses for the system are appropriate and which are not, you can start saving money by cutting unnecessary tasks.

Checking for abandoned equipment: Another source of leakages can result from equipment that is not in use while is still being supplied with air flow. Consider the benefits of automatic shut off valves that will close when the machine is turned off.

Performing routine maintenance and leak prevention: Mitigating the risk for future leaks, assessing existing problems and working on a schedule to detect new problems can help identify issues before they become too costly. Maintaining the system's optimal performance will ensure higher productivity and more efficiency of equipment and tools.

Remember doing nothing costs money too!

Electric and Hybrid Vehicle Readiness

Certified Auto Recyclers maintain a standard of excellence in the auto recycling industry that facilitate compliance and safety at their facilities. As technology changes so do the rules and commonsense best management practices. Today the industry is facing an evolution from the internal combustion engine to a wide variety of new technology in propulsion. The Electric Vehicle or EV or hybrid electric vehicle (HEV) is already mainstream technology and the fleet of EVs on the road continues to grow. Naturally, those vehicles will make it to the end-of-life stage by wreck or time and wind up at the auto recycling facility.

Energy storage systems, usually batteries, are essential for hybrid electric vehicles (HEVs), plug-in hybrid electric vehicles (PHEVs), and all-electric vehicles (EVs). Most plug-in hybrids and all-electric vehicles use **lithium-ion batteries** or nickel metal hydride batteries. These vehicles and specifically these batteries will require special handling, compliant shipping and a large degree of caution. Preparedness is essential.

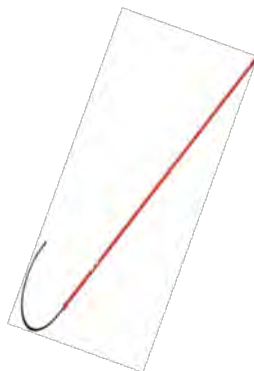
Certified Auto Recyclers should be prepared for end-of-life EVs by stocking basic supplies and equipment to protect dismantlers.

Stock the PPE, Tools, and Supplies

Every auto recycler should stock the necessary Personal Protective Equipment (PPE) for processing Hybrid and Electric Vehicles including a **Lineman hook, Insulated glove liners, and Leather cover gloves.**

EV Technicians must also conduct the GLOVE TESTING PROCEDURE

Basically, the glove is filled with air (either manually or with a power inflator) and then **checked** for leakage. OSHA outlines this in their **electrical** protective equipment **standard** (29 CFR 1910.137) which provides the design requirements and in-service care and use requirements for **electrical-insulating gloves** and other protective equipment.



Every auto recycler should stock the necessary tools for processing Hybrid and Electric Vehicles such as **Insulated tools that are rated to 1000V and a Digital Multi Meter.**

Current battery systems for electric cars typically use voltage levels between 200 and **800 V**. The voltage level is usually not determined by the battery system, but the battery system is defined to operate within the



voltage range demanded for by the power electronics and electric engine.

Every auto recycler should stock the necessary Lock Out Tag Out (LOTO) supplies for processing Hybrid and Electric Vehicles including **Insulated padlock, Non-conductive Hasp, Rotating Electrical Plug Lockout, Steering Wheel Lockout and a Port Lockout Device.**

Reference: <https://eintac.com/lockout-equipment/>

Adopting a lockout/tagout procedure will ensure energy sources cannot be reinstated until dismantlers have completed their tasks.

Electric and Hybrid Vehicle Readiness

Every auto recycler should stock the necessary safety signage for processing Hybrid and Electric Vehicles including **Signs, cones, and vehicle tags for High Voltage DANGER.**

Reference: <https://eintac.com/signage/>

Using safety signs to communicate potential dangers and instructions will ensure awareness in the shop that high voltage electrocution is a serious matter.

Hazardous Material & Dangerous Goods Shipping Certification included with Airbag Shipper Certification.

Every auto recycler should ensure that shipping personnel are trained and certified within the last three years for packaging and shipping of HazMat and/or Dangerous good including EV lithium ion batteries as well as airbags.

A Hazardous Material (HazMat) means a substance or material, which has been determined by the Department of Transportation to be capable of posing an unreasonable risk to health, safety and property when transported in commerce. The hazardous materials at an auto recycling facility includes: Airbag Inflators: Airbag Module: Seat belt pre-tensioner: and **Lithium-ion Batteries.**

All types of lithium batteries were recently designated as "Dangerous Goods" with shipping restrictions.

The U.S. and international regulations pertaining to the transportation of lithium (metal) cells and batteries and lithium ion cells and batteries have changed significantly over the past five years.

Automotive large format batteries for electric and hybrid vehicles will be either Nickel Metal Hydride (less likely) or Lithium-ion batteries (*designated Dangerous Goods with shipping requirements*).

The airbag shipping certification for auto recyclers should now include training on large format lithium ion batteries as well. This HazMat shipping certification must be re-certified every three years.

Contact Sue at Sue.Schauls@gmail.com if you want to set up a webinar to re-certify or certify your facility shipping personnel. The I-CARE HazMat or "airbag" certification includes the information on the EV battery preparation and paperwork.

HAZMAT DESCRIPTION

Lithium-ion batteries are CLASSIFIED as CLASS 9 MISC HAZARDOUS MATERIALS.

Packaging Groups:

Lithium batteries are PACKING GROUP II.

For Recycled Class 9 Lithium-ion batteries, the entry on a shipping paper should look like this:

Li-ion Battery, 9, UN3090, II, Recycled, xx lbs



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Joliet, IL
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The first virtual conference for the auto recycling industry was a smashing success. The entire conference experience was recreated in a virtual world.

The stage was set using a professional software and live interaction company that understood the usual format and expectation of the annual event held each fall by the Automotive Recyclers Association. The conference planner was attentive to every detail. And I'm not just saying that because I consider her a friend, I'm saying that because I have long admire her organization and planning skills and to pivot a few months out from the live event to full virtual training was an astounding feat. The ARA staff pulled together and did an amazing job.

The session were top notch as usual. Training took place via pre-recorded presentation augmented with live Q&A session. All of the session were able to be viewed throughout the three day event as well as through the end of the month of November for only the cost with a full registration at \$199. That was great as I was able catch session that conflicted on the schedule. So no more having to decide which session to attend!

The show offered a virtual trade show too. Each of the vendors at the trade show set up virtual booths and loaded the system with flyers, video presentations and demonstrations of their products.

The event's smartphone app also contained a messaging feature so it was easy to get questions answered and engage with new and old friends.



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The graphics for the system recreated the conference venue feeling and assisted in the movement from one scheduled event to the other, with speaking events in the auditorium and the trade show on the vendor floor for seamlessly transitions. The open chat box during online sessions was just like asking a question in real life.

I do not think the event could have been more professional nor improved in any way. I do think that more online events will happen even when the pandemic ends and face-to-face training is possible again. I think this mainly because the non-member and international representation was higher than at in person events I heard. And we will all benefit from more diversity.

I also think that the pandemic will have accustoms us to virtual training just as it is for the school children. Once the salvage yard owners realize they can train their entire staff without travel costs they will be clammering for more!

Thank you ARA for another great conference!

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Industry News

Beware OEM Repair Procedure Legislation

As statehouses across the country grapple with what constituent meetings, public testimony and committee hearings will look like next year, ARA is learning that auto manufacturers remain committed to pursuing legislation that would mandate the use of OEM Repair Procedures in vehicle repairs.

ARA has vigorously opposed such legislation in the past and encourages members to visit the website www.oem1stop.com to review manufacturer

position statements, specifically with regards to the utilization of recycled original equipment parts in repairs, so see why this issue is such a threat to the industry. OEM Repair Procedures (sometimes phrased as repair "directives" or "specifications") are documents utilized in vehicle repair and often mandate the use of new OEM parts.

It is ARA's position that industry standards for automotive repairs should be well defined as to the process necessary to assure the vehicle is returned to pre-loss condition as closely as possible. However, ARA does not support repair procedures that disallow the usage of Recycled Original Equipment (ROE) parts or denies the consumer choice of what parts are used in the repair of their vehicles. States where this may be introduced include New Hampshire, Texas, and Washington.

With regards to the state legislative season starting in a few weeks, ARA expects that many state legislatures will not allow in-person advocacy efforts or public testimony, and instead conduct committee activity virtually – with a focus on COVID-19 related legislation and economic measures. Weekly state legislative update conference calls will be starting in mid/late January and are open to all ARA members with an interest in state issues impacting the industry. Please email Jessica Andrews (jessica@ara.org) to join the distribution list for those conference calls.



Electric Vehicles:

Electric vehicle batteries have officially met the goal of \$100 per kWh for the first time. This milestone is important in that in the auto industry, "it is generally accepted that \$100 per kWh for battery

packs is the price point needed for electric vehicles to be cost-competitive with gasoline-powered vehicles." However, the \$100 per kWh was reported for batteries used in electric busses in China. It will still take some time before this benchmark is reached amongst a majority of electric vehicles.



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