

Recyclers News Press

Inside this issue:

From the cover 10
New Board of
Directors &
Raffle Winner

Board of
Director's
Notes 6

Industry
News
from ARA 8

Meet the Board 10
Raffle Winner

ARA 12
Convention

OSHA Report 16
For COVID

New Board of Directors



Iowa Auto Recyclers 2020 Vice President, Jeremy Bevard, (left) & President, Pat Roof pictured above.

The annual member and Board of Directors meeting for the election of the officers was held virtually on September 22, 2020. New officers and directors were nominated, duly elected and sworn in, to begin their two year term from 2020 to 2022. The Board is seeking volunteers to participate in the leadership of the association. Contact President Pat Roof if you are interested in attending future Board of Director conference calls or committee meetings. Meet the new Iowa Auto Recyclers Board of Directors on page 10!

Raffle Winner

Thank you everyone who bought and sold raffle tickets to fund our annual scholarship program. Ticket sales got a bit competitive with our new association President selling the most tickets and maintaining high enthusiasm throughout the process. He may also have won the contest for purchasing the most tickets. Take a look at page 11 to see who won the \$2000 Gift Card!

#1 Reason to Attend ARA Virtual Convention:

To Make More Money!

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

Executive Director

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www.Sueschauls.com



IAR's 2020-2022 Board of Directors

Pat Roof, President

Pat's Auto Salvage
Phone: 319-232-0704
pats-mail@patsautosalvage.com

Jeremy Bevard, Vice President

Waterloo Auto Parts
Phone: 319-234-5207
JeremyB@waterlooautoparts.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

Eric Piper Immediate Past President

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

Jodi Kunde Special Funds Manager

North End Auto Wrecking
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NorthEndWrecking@aol.com

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Phone: 800-247-9135
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Mitzi Waterbury

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Phone: 641-484-2057
parts@sandhillautosalvage.com

Past President Participants

Mike Swift

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Phone: 515-265-5696
Mike@TrailsEndAuto.com

David Hesmer

Action Auto Parts
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david@action-auto-parts.com

Tom Snyder

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

www.IowaAutomotiveRecyclers.com

SUE SPEAKING

From desk of the Executive Director

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Ace Auto Recyclers
Iowa City, IA
www.AceAutoRecyclers.com

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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 U Pull It
Mason City, IA
www.bucksupi.com

Don's Auto & Truck Salvage
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www.DonsAutoTruck.com

Grab & Go Auto Salvage, LLC
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www.hogelandautoplaza.com

Hulett & Son Auto Salvage
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<https://the-iron-mine.business.site>

If it feels like the dawn of new era, good because ***it is*** and it's commendable that you can feel it! We all thought the digital age had already come but the pandemic has forced us to fully embrace those resources by moving in person event to virtual events.

Training and schooling so readily moved to an online forum that some are wondering why we spent so much time and money traveling in the first place!

Working from home with remote sales personnel and customer service is now the norm in many industries and a surprising options in most businesses. Order ahead and drive through pick up suddenly became all about personal service and not the impersonal tabu we thought it.

Of course the main reason is that staying away from people outside of your "bubble" is now the polite and safe way to conduct business.

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SUE SPEAKING

From desk of the Executive Director

What does the near and far future hold for the sale of recycled original equipment? More of the same and yet in all new ways would be my guess.

It is the reason why a significant amount of space in this newsletter is devoted to the upcoming ARA virtual Convention. As you will see on pages 12-15. I believe that education to always the best choice.

I really cannot fully express why the upcoming event is such a MUST ATTEND EVENT but I *will* try...

First, having attended most ARA events since 2008 I think the event has always been worth the time and expense to attend. Many of the ideas, trends, forward-thinking actions undertaken by the Iowa Auto Recyclers association were learned or sparked by attending the ARA annual event. *Simply having access to so many different views is gold!*

This year the cost is only \$199 and there is no travel involved. So if you pick up one tip that increases your bottom line then surely the money will be well spent. That's the obvious answer.

The not so obvious benefit is the enthusiasm that attending speaker after speaker builds in your attitude. I wholly recommend that you "book yourself out" for the entirety of the event just as if you are gone from the office. Place a DO NOT DISTURB sign on your office door or the conference room door if you are attending sessions as a team.

Attend lots of sessions! Especially plan to attend session that are not usually of interest to you. Sometimes getting out of your box is the best thing you can do to open your mind to new and different ways of thinking. Necessity may be the mother of invention, but innovation is the path to success.

Thanks for listening,
Sue Schauls

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www.CarneyAutoParts.com

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<http://kingsalvage.com>

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Lambirthtruckspartsandtowing.com

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www.LemsAuto.com

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McChesney Auto
Somers, IA

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Lone Rock, IA

North End Auto Wrecking
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Iowa Automotive Recyclers Members & Board of Directors Meeting

Sept 22, 2020 —Conference Call

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

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

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Attendees: Pat Roof (President), Jeremy Bevard (Vice President), Joel McCaw (Treasurer), Jeff Smid (Secretary), Eric Piper, Jodi Kunde, Eric Piper, Tom Snyder, Mike Garvin, Mike Swift, Dave Hesmer, and Sue Schauls.

Call to Order at 5:26 and Welcome to all Members, Roll Call.
Anti-trust statement was read.

Approve the Meeting Notes from August 18, 2020. Mike Swift moved to accept meetings notes. Jodi Second. Motion carried.

Statement from President, Eric Piper

Nomination of the Officers and Board of Directors, Tom Snyder, Past President. New Officers and Board members were accepted by the membership.

Installation of Officers & Board of Directors by Tom Snyder, Past President
New Board of Directors was sworn in and recited the pledge to serve.

Statement from Vice President, Jeremy Bevard
Statement from President, Pat Roof

Items from the floor:

David had a question about Dealer Education. Has it met the program goals? IAR will reach out to IIADA to see if changes are due and/or would add benefits.

Pat asked Mike Swift to recap the progress on the data from the VINs. Mike recapped the frustrations the industry and the ARA has had in getting the necessary data including the safety recall data in batch form. Sue and Mike will reach out to ARA staff Emil Nusbaum to discuss the help offered by Senator Grassley on the batch recall data rule passed in to law in 2015 but still not getting the data through the inventory managements systems.

Mike reiterated the need to get part number data on the two most sold parts engines and transmissions.

Mike Swift offered to put members in touch with Midwest Runner to learn about the hub trading process.

David moved to adjourn. Tom second the motion. Motion carried.

Respectfully
submitted,
Jeff Smid

Iowa Automotive Recyclers Members & Board of Directors Meeting

Sept 22, 2020 —Conference Call

Welcome to Mitzi Waterbury from Sandhill Auto Salvage in Tama, Iowa for joining the Board of Directors. Mitzi has been an active supporter of the Iowa Auto Recyclers throughout her tenor as an automotive salvage facility owner and operator.

In 2011, Sandhill & the Waterbury family hosted the Summer Outing and the return to the conference and vendor show format at their facility after having attended the ARA Convention in Texas the previous fall.



Her husband, Mike Waterbury, is an Iowa Auto Recyclers Past-President (2010-2011) as was her late father-in-law, Joe Waterbury (1983-1985).

Welcome Mitzi!

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www.tourniersrecycling.com

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www.WaterlooAutoParts.com

West Edge Auto Salvage
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Industry News

From ARA:

Allstate announced that it plans to lay off approximately 3,800 employees as part of its “Transformative Growth Plan.” The Wall Street Journal reported that 25 to 30 percent of the layoffs come as a direct result of fewer car accidents due to reduced traffic volumes since the start of the COVID-19 pandemic.

According to preliminary data released by NHTSA at the start of the month, the traffic fatality rate rose by 29 percent in the second quarter of 2020 despite reduced traffic volumes. While the fatality rate rose due to drivers participating in riskier behavior, total vehicle deaths have fallen since the start of the COVID-19 pandemic.

U.S. auto sales fall 9.7% in the third quarter. While in normal times, such a substantial drop in sales would be cause for concern, however, those within the industry see several positive takeaways. Overall, vehicle prices are up, inventories are low, and those in the market are buying more expensive vehicles. This news is being viewed as a positive due to the fact that vehicle production was halted earlier this year due to COVID-19.

The average age of cars and light trucks in the U.S. has increased to 11.9 years – the fourth straight year in which the average age of vehicles in the U.S. has increased. According to IHS Markit, the average age of light vehicles in the U.S. has risen to 11.9 years – one month older than in 2019. According to Todd Campau, associate director of Aftermarket Solutions at IHS Markit, “the COVID-19 Pandemic has created the perfect storm to accelerate U.S. light vehicle average age in coming years. This should be a positive side effect for the aftermarket, as the majority of repairs for older vehicles come through the aftermarket channel.” Additionally, 25 percent of vehicles on the road are 16 years or older.



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ISRI

Industry News

Coronavirus Stimulus: GOP's \$500B Plan Fails in Senate as Deadline for Bigger Deal Looms

Written by Denitsa Tsekova, Yahoo Money

The GOP's \$500 billion coronavirus stimulus package failed to advance in the Senate on Oct. 21 as the White House and Democrats still negotiate on a larger deal that must be reached this week to pass before the election.

The Republican-controlled Senate voted 51 to 44---along party lines---falling short of the 60-vote majority the bill would need to advance.

"Today, we're providing another chance to write the show," Senate Majority Leader **Mitch McConnell** (R-KY) said ahead of the vote from the Senate floor on Wednesday. "Senators will vote to either advance or filibuster a broad package that would deliver on all kinds of urgent needs."

[To read more, see Yahoo Money.](#)

Reference: <https://www.autobodynews.com/index.php/industry-news/item/21227-coronavirus-stimulus-gop-s-500b-plan-fails-in-senate-as-deadline-for-bigger-deal-looms.html>

Order Bans Sale of New Gas-Powered Vehicles in CA in 2035

Written by Ted O'Neil, The Center Square

California Gov. Gavin Newsom on Sept. 23 signed an executive order calling for a ban on the sale of new gasoline-powered vehicles starting in 2035.

Reference: <https://www.autobodynews.com/index.php/industry-news/item/21014-newsom-order-bans-sale-of-new-gas-powered-vehicles-in-ca-in-2035.html>



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Meet the Iowa Auto Recyclers Board of Directors 2020-2022



Pat Roof,
President
Pat's Auto Salvage



Jeremy Bevard,
Vice President
Waterloo Auto Parts



Joel McCaw,
Treasurer
Ace Auto Recyclers



Jeff Smid,
Secretary
Jeff Smid Auto, Inc.

Officer of the Board of Directors

The Board of Directors of the Iowa Auto Recyclers:

Eric Piper (2018-2020)
Immediate Past President
Spilman Auto Parts, Inc.
eric@spilmanauto.com

Jodi Kunde
Special Funds Manager
North End Auto Wrecking
NorthEndWrecking@aol.com

Mitzi Waterbury
Sandhill Auto Salvage
Parts@SandhillAutoSalvage.com

Eric Piper
Piper's Auto Salvage,
Eric@PiperAutoParts.com

Mike Garvin
Vander Haag's
mikeg@VanderHaags.com

Dereck VanDerBrink
Lems Auto Recyclers, Inc.
dereck@lemsauto.com

Past President nominated to Board of Directors :

Mike Swift (2008-2010)
Swift's Trails End
Mike@SwiftsTrailsEndAuto.com

David Hesmer (1999-2001)
Action Auto Parts
david@action-auto-parts.com

Tom Snyder (1991-1993)
Snyder's Auto Body
snyderauto@mediacombb.net



VISA GIFT



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RAFFLE WINNER

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(tentative)

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HR: Finding & Developing the “Right” People

Inventory Acquisition: The Single Most Important Thing You Do

How to Kick A** at a Self-Serve Auto Facility/ Nuts & Bolts Business

I Determine My Success: The Meritocracy Trap

Quality Parts Handling

Hybrid/EV Battery Recycling/ Battery Safety

Customer Expectations & Part Types

Maximize Core and End of Life Revenue

KEYNOTE SESSIONS

THE DOUBLE WIN

with Michael Hyatt & Co.

OVERCOME

with Jason Redman
“ARA’s 2020 Industry Coach”

VIRTUAL EXPOSITION

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IMPORTANT REMINDER: ARA Annual Meeting of the Membership will take place virtually on **Friday, November 6th**, starting at 2:00pm Eastern and is open to all ARA members via this link: <https://global.gotomeeting.com/join/789826821>

If you are not sure you can attend the meeting, please complete the **proxy**. It is important that enough members attend the meeting or submit their proxy in order to conduct official Association business.

Please review the **attached minutes from the 2019 Annual Meeting of the Membership** in anticipation of a vote to approve minutes during the meeting.

We look forward to your participation on November 6th! ARA Annual Membership and Board of Directors Meeting Fri, Nov 6, 2020 2:00 PM - 3:30 PM (EST)

Please join my meeting from your computer, tablet or smartphone. <https://global.gotomeeting.com/join/789826821>

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SPEAKERS//PRESENTERS

FRIDAY, NOVEMBER 13th



POINTMAN IN BUSINESS & LIFE
CLOSING KEYNOTE

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TECH TALK



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EDGE 2020 VIRTUAL

77TH ANNUAL ARA CONVENTION & EXPO

SPEAKERS // PRESENTERS

FRIDAY, NOVEMBER 13TH

HOW TO KICK A** AT A SELF-SERVE AUTO FACILITY



THOMAS ANDRADE
EVERETT'S AUTO PARTS



MIKE PIERSON
ARIZONA AUTO & TRUCK PARTS/PULL N SAVE



GARY LINDROS
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TECH TALK



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LEE WORMAN
PROFIT TEAM CONSULTING



MIKE KUNKEL
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TECH TALK



TECH TALK



Hybrid & EV Battery Recycling & Safety // Inventory Acquisition: The Single Most Important Thing You Do

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OSHA REPORTING COVID INFECTIONS

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This is a big deal!

COVID-19 is a respiratory illness and should be coded as such on the OSHA Form 300.

Under OSHA's recordkeeping requirements, COVID-19 is a recordable illness, and thus employers are responsible for recording cases of COVID-19, if:

- The case is a confirmed case of COVID-19, as defined by the Centers for Disease Control and Prevention (CDC);^[2]
- The case is work-related as defined by 29 CFR § 1904.5;^[3] and
- The case involves one or more of the general recording criteria set forth in 29 CFR § 1904.7.^[4]

Please frequently check OSHA's webpage at www.osha.gov/coronavirus for updates.

Confirmed cases of COVID-19 have now been found in nearly all parts of the country, and outbreaks among workers in industries other than healthcare, emergency response, or correctional institutions have been identified. As transmission and prevention of infection have become better understood, both the government and the private sector have taken rapid and evolving steps to slow the virus's spread, protect employees, and adapt to new ways of doing business. As the virus's spread now slows in certain areas of the country, states are taking steps to reopen their economies and workers are returning to their workplaces.



OSHA REPORTING COVID INFECTIONS

All these facts—incidence, adaptation, and the return of the workforce—indicate that employers should be taking action to determine whether employee COVID-19 illnesses are work-related and thus recordable. Given the nature of the disease and ubiquity of community spread, however, in many instances it remains difficult to determine whether a COVID-19 illness is work-related, especially when an employee has experienced potential exposure both in and out of the workplace.

In light of these considerations, OSHA is exercising its enforcement discretion in order to provide certainty to employers and workers. Accordingly, until further notice, OSHA will enforce the recordkeeping requirements of 29 CFR 1904 for employee COVID-19 illnesses for all employers according to the guidelines below. Recording a COVID-19 illness does not, of itself, mean that the employer has violated any OSHA standard. And pursuant to existing regulations, employers with 10 or fewer employees and certain employers in low hazard industries have no recording obligations; they need only report work-related COVID-19 illnesses that result in a fatality or an employee's in-patient hospitalization, amputation, or loss of an eye.^[5]

COVID-19 is a respiratory illness and should be coded as such on the OSHA Form 300. Because this is an illness, if an employee voluntarily requests that his or her name not be entered on the log, the employer must comply as specified under 29 CFR § 1904.29(b)(7)(vi).

Reference:

<https://www.osha.gov/memos/2020-05-19/revised-enforcement-guidance-recording-cases-coronavirus-disease-2019-covid-19>

To see all the ARA resources available for COVID-19

<https://www.a-r-a.org/covid-19-resources>

ARA has updated the [COVID-19 Resources page on the website](#). The update includes the newest available information from federal and state agencies as well as information and guidance for all 50 states and the District of Columbia. The update includes direct links to documents ranging from state business guidance (both general and industry specific) to business assistance programs. The new information toolkit contains a wealth of information for recyclers looking to gain more information on the diverse and ever-changing requirements of each U.S. jurisdiction.

The updated toolkit and information can also be accessed as a document. [Click here](#).

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PERIODIC TABLE

The Process



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Ypsilanti Michigan
Spring Valley California
Edinburgh Indiana
Santa Fe Springs California
Joliet Illinois
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