



# Recyclers News Press

## Inside this issue:

From the cover 12  
Accurate  
Pricing Tool

Scholarship 8  
Application

Airbag Recall 14  
Mission  
Continues

Spill Prevention 16  
Control &  
Countermeasure

ARA 18  
Update



### Routing Slip

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



## Importance of Accurate Pricing

Chad Counselman recently gave the Iowa Auto Recyclers a chance to contemplate the importance of accurate pricing. From his years as an automotive salvage facility owner at Counselman Automotive Recycling in Mobile, Alabama, and founder and president of Alabama Automotive Recyclers Association, Chad has the experience and frustrations on which to draw insight.

His time, well spent as the Automotive Recyclers Association president in recent years, also grew his passion for “the greater good” of the industry as whole. Chad has always seen the auto recyclers as a group of collaborators as opposed to competitors. Very much in line with the ideals of Hotline, Inc. Chad partnered with the Iowa founded company and with our very own native daughter, Betsy Finnell.

Data sharing has catapulted pricing  
to the pinnacle of importance.

Chad moved away from the sales counter and the business day-to-day and founded a focused consulting firm to help auto recyclers get the most out of their existing business. That moved evolved in to the Recyclers Executive Services / Einstein Tools the put a laser focus on the importance of accurate pricing. In his own words Chad Counselman tells us how he reached this epiphany that became the Einstein Pricing Tool.

“I used to spend hours per week reviewing and adjusting prices on all of my top-selling part types: Engines, Transmissions, Doors, Decklids / Gates, Rear Axles Assemblies, and Transfer Cases.

*Continued on page 12...*

## Einstein Pricing Tool *powered by Hotlines*

[www.IowaAutomotiveRecyclers.com](http://www.IowaAutomotiveRecyclers.com)



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\* Pinnacle and Powerlink users can inventory all CPI+ parts except 22 (because those parts aren't included in your IMS).

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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](mailto:Sue.Schauls@gmail.com) with a full color graphic when possible.

#### Executive Director

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## IAR's 2020-2022 Board of Directors

### Pat Roof, President

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#### David Hesmer

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[www.iowaAutomotiveRecyclers.com](http://www.iowaAutomotiveRecyclers.com)



# SUE SPEAKING

From desk of the Executive Director

## Members of IAR

*Ace Auto Recyclers*  
Iowa City, IA  
[www.AceAutoRecyclers.com](http://www.AceAutoRecyclers.com)

*Action Auto Parts*  
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[www.action-auto-parts.com](http://www.action-auto-parts.com)

*Aikey Auto Salvage*  
Cedar Falls, IA  
[www.AikeyAutoSalvage.com](http://www.AikeyAutoSalvage.com)

*Airline Auto Parts*  
Waterloo, IA  
[www.airlineautopartsinc.com](http://www.airlineautopartsinc.com)

*B & B Salvage*  
Sioux Center, IA  
[www.BandBSalvage.net](http://www.BandBSalvage.net)

*Buck's U Pull It*  
Mason City, IA  
[www.bucksupi.com](http://www.bucksupi.com)

*Don's Auto & Truck Salvage*  
Des Moines, IA  
[www.DonsAutoTruck.com](http://www.DonsAutoTruck.com)

*Grab & Go Auto Salvage, LLC*  
Spencer, IA  
[www.grabandgosalvage.com](http://www.grabandgosalvage.com)

*High Country Auto*  
Cherokee, IA

*Hogeland Auto Plaza & Salvage*  
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[www.hogelandautoplaza.com](http://www.hogelandautoplaza.com)

*Hulett & Son Auto Salvage*  
Creston, IA

*The Iron Mine*  
Waukon, IA  
<https://the-iron-mine.business.site>

## Greeting Auto Recyclers,

I'm so glad that the new normal is starting to feel old normal!

So we are off and running on another regular ole year at the Iowa Auto Recyclers which means the Board of Directors and I are busy working on the Summer Outing.

The venue has been selected. We will meeting on June 10-11, 2022 at the Grout Museum / Sullivan Brother Veterans Museum in Waterloo for the training and trade show portion of the event and then have yards tours on our way to Waterloo Auto Parts for the BBQ and dance with all the good ole trimmings.

The scholarship auction will take place after dinner so start thinking up your unique items to donate.

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# SUE SPEAKING

From desk of the Executive Director

Mostly SAVE THE DATES and plan on attending. Who knows what the future will hold so let's not let this opportunity to gather together pass by.



Summer Outing **June 10-11, 2022** Waterloo, Iowa  
Waterloo Auto Parts . Sullivan Bros Iowa Vet Museum

There will be training and trade show booths at the museum along with special museum tours and a cocktail hour on Friday. Business networking opportunities as usual and time to catch up with friends!

Registration information will go out soon. There will be a limited number of booths so those will open to associate members and invited guests.

And as always the member attendance fee will be \$99 per yard and \$99 per person for non-members. So if recently received a dues reminder, now would be a good time to pay it!

Sponsorship opportunity will be announced soon too. Any member who wants to put an item in the registration bags may do so. We expect the usual 125 people to attend the business portion and around 200 at the family-friendly BBQ at Waterloo Auto Parts, so plan accordingly. Send me an email to let me know you have shipped items.

Be mindful of our new address! 204 Alta Vista Ave, Waterloo, Iowa 50703

Thanks for listening,  
Sue Schauls  
Executive Director

## Members of IAR

Jeff Smid Auto, Inc.  
Davenport, IA  
[www.JeffSmidAuto.com](http://www.JeffSmidAuto.com)

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[www.CarneyAutoParts.com](http://www.CarneyAutoParts.com)

John's Auto  
Aplington, IA  
[www.aplingtonautobodyshop.com](http://www.aplingtonautobodyshop.com)

King Automotive Salvage Center  
Waterloo, IA  
<http://kingsalvage.com>

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Lems Auto Recyclers, Inc.  
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[www.LemsAuto.com](http://www.LemsAuto.com)

Leon Recycling & Auto Parts, LLC  
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[www.LeonAutoParts.com](http://www.LeonAutoParts.com)

Lyle's Auto Salvage  
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McChesney Auto  
Somers, IA  
[www.mcchesneyauto.com](http://www.mcchesneyauto.com)

Monson Salvage, Inc.  
Lone Rock, IA

North End Auto Wrecking  
Dubuque, IA  
[www.NorthendWrecking.com](http://www.NorthendWrecking.com)

Nugent Auto Sales & Salvage, Inc.  
Maquoketa, IA  
[www.NugentAutos.com](http://www.NugentAutos.com)

# Iowa Automotive Recyclers Members & Board of Directors Meeting

January 6, 2022 — Face-to-Face

## Members of IAR

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

Pat's Auto Salvage, LLC  
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[www.patsautosalvage.com](http://www.patsautosalvage.com)

Piper's Auto Salvage  
Bloomfield, IA  
[www.PiperAutoParts.com](http://www.PiperAutoParts.com)

Preferred Auto Sales, Inc.  
Lockridge, IA  
[www.preferredautosales.net](http://www.preferredautosales.net)

Quandt Auto Salvage, Inc  
Carroll, IA  
[www.QuandtAutoSalvage.com](http://www.QuandtAutoSalvage.com)

Sam's Riverside  
Auto & Truck Parts  
Des Moines, IA  
[www.SamsRiverSide.com](http://www.SamsRiverSide.com)

Sandhill Auto Salvage  
Tama, IA  
[www.sandhillautosalvage.com](http://www.sandhillautosalvage.com)

Smith Auto Parts & Sales, Inc.  
Fairfield, IA  
[www.SmithAutoParts.com](http://www.SmithAutoParts.com)

Snyder's Auto Body  
Clarinda, IA  
[www.snyders-autobody.com](http://www.snyders-autobody.com)

Spilman Auto Parts, Inc  
Bloomfield, IA  
[www.SpilmanAuto.com](http://www.SpilmanAuto.com)

Sun Line Inc.  
Cedar Rapids, IA  
[www.sunline-chase.com](http://www.sunline-chase.com)

Swift's Trails End Auto Recycling  
Des Moines, IA  
[www.TrailsEndAuto.com](http://www.TrailsEndAuto.com)

Board of Director Members: Pat Roof, Jeremy Bevard, Joel McCaw, Mike Swift, Jeremy Heidemann and Sue Schauls. Guest Jim Obradovich, IAR Lobbyist, Jarid Catrenich, Iowa DOT, Kelli Huser, Iowa DOT.

Lunch at 11:15 am followed by Legislative Meeting

President, Pat Roof, Welcomed Board members and guests and called meeting to order at 11:22 a.m. Roll call was conducted, and Anti-trust statement reminder was given. The previous meeting minutes from Dec 22, 2021, were accepted with a motion from Vice President, Jeremy Bevard and second from Treasurer, Joel McCaw. Motion carried.

Jim Obradovich opened the meeting with a welcome statement and discussion on the upcoming legislative session. He also commented that it is good to see the association and the regulatory agency governing us working together.

DOT Liaison Jarid Catrenich and DOT Specialist, Kelli Huser also made remarks about the cooperative nature of our relationship.

Iowa Auto Recyclers will not run a bill for the 2022 Legislative session. The general discussion was on the IAR 2022 priorities of:

Iowa NMVTIS software system. There are many advantages to an Iowa system:

Software fee would be paid for by increase in R-License fee from \$70 to \$200 (or more)

Licensed recyclers would then report to Iowa system directly

Free reporting with easy VIN lookup in Iowa system

Removal of Junk Certificates for R-Licensed facilities

The biggest benefit would be for DOT enforcement from desktop and automated reports for enforcement purposes.

DAVID HESMER



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# Iowa Automotive Recyclers Members & Board of Directors Meeting

January 6, 2022 — Face-to-Face

It was suggested that we ask Auto Data Direct to give a webinar about the advantages to having an Iowa NMVTIS system software program as well as the benefits that other states have experienced. We have had that presentation before but not recently.

DOT expressed that their ability to install new programs was based on criteria such as cost, time and being compelled by legislation.

Another item discussed with the DOT is that the Auto Recyclers license problem with type of license which does not stop body shops from selling parts and stockpiling junk cars under the non-parts dealer type.

It was decided that IAR would put together a working group to put forth draft legislation on these issues and then present the draft to DOT before creating a bill in the 2023 session. Other Iowa DOT staff that would provide valuable feedback include Susan Fentpn and Tracy George as well as Kelli.

Jarid also mentioned that he had previously put together a checklist for inspection that he can share.

After the guests left the meeting, there was some discussion about the Summer Outing in Waterloo, June 10-11, 2022 at Waterloo Auto Parts and the Grout Museum/Sullivan Brother Veterans Museum and some fundraising ideas.

Respectfully submitted,

*Jeff Smid*

Jeff Smid, Secretary

## Members of IAR

*Tourniers Recycling Inc*  
Independence, IA  
[www.tourniersrecycling.com](http://www.tourniersrecycling.com)

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[www.VanderHaags.com](http://www.VanderHaags.com)

*Vander Haag's, Inc.*  
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*Vander Haag's, Inc.*  
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[www.VanderHaags.com](http://www.VanderHaags.com)

*Waterloo Auto Parts*  
Waterloo, IA  
[www.WaterlooAutoParts.com](http://www.WaterlooAutoParts.com)

*West Edge Auto Salvage*  
Independence, IA  
[www.westedgeautosalvage.com](http://www.westedgeautosalvage.com)

*Wilken Auto Salvage*  
Nashua, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

*Yaw Auto Salvage*  
Des Moines, IA  
[www.yawssalvage.com](http://www.yawssalvage.com)



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## IOWA AUTOMOTIVE RECYCLERS

## 2022 Scholarship Application

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.

Information and downloadable APPLICATIONS may be found at:

<http://www.iowaautomotiverecyclers.com/Scholarship.html>

Download the application: [IAR SCHOLARSHIP APPLICATION 2022 \(MSWord\)](#)

Download the application: [IAR SCHOLARSHIP APPLICATION \(PDF for print\)](#)

*Remember to check out the Automotive Recyclers Association (ARA) Scholarship program too. Children of employees of ARA members are eligible to apply. --> [Exit to ARA Scholarship](#)*

**IAR is proud to be able to support the recipients of last year's scholarships and we invite you to meet**

**Our 2021 Scholarship Recipients**

Reagan Lindsay Can-Am Auto Salvage, Waterloo  
Anna McChesney, McChesney Auto, Somers  
Lainey Pomrenke, B & B Salvage, Sioux Center  
Savannah Quandt, Quandt Auto Salvage, Carroll  
Jacob Sandbulte B & B Salvage, Sioux Center  
Sadie Sandbulte, B & B Salvage, Sioux Center  
Hannah Van Beek B & B Salvage, Sioux Center  
Isaac Van Beek, B & B Salvage, Sioux Center  
Carson Wright, Spilman's Auto Parts, Bloomfield

*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 generated through the Iowa Automotive Recyclers Summer Outing Auction.** 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](mailto:iarscholarship@gmail.com)





# IOWA AUTO RECYCLERS ASSOCIATION SCHOLARSHIP

## APPLICANT CRITERIA:

- Be a graduating high school senior or equivalent, or a college student who has been accepted to an accredited university, state college, community college, business or liberal arts school
  - A minimum 3.0 GPA during high school or first year college.
  - Applicants (or their eligible dependent/relative) must be affiliated with the Iowa Auto Recyclers association to participate by meeting ONE of two criteria:
    - 1) Be a recycling yard owner or relative of the recycling yard owner who is a direct member of the Iowa Auto Recyclers. The owner of the recycling yard must be employed at the recycling yard, and not at other enterprises owned by the recycling yard. "Relatives" may include a son, daughter, grandchild, son-in-law, daughter-in-law, or spouse of the owner. *Brothers, sisters, uncles, aunts, nieces, or nephews of the owner will not be eligible to participate unless employed in the business.*
- OR
- 2) Be an employee or dependent of an employee of the member salvage yard who has been employed for one year or more. Applicant must remain a degree-seeking student, enrolled at least full-time (a minimum of 12 credit hours per term).

## APPLICANT GUIDELINES:

- Complete attached application.
- Enclose an official copy of the applicants' high school transcripts (in separate sealed envelope) with application.
- Include a one-page essay on one of the following topic:

What are the reasons why accidents happen?

- Two recommendation forms filled out from a school counselor, school official, employer or high school teacher who is familiar with the applicant.
- Applicants must remain enrolled in the same accredited four-year college, accredited university, state college, community college or business or liberal arts school for at least one year after accepting scholarship funds to be eligible for the full award.
- Obtain a letter from your parents' employer confirming date of hire with the firm. Your parent must have been or will be employed with a full member of the Iowa Automotive Recyclers for at least one year prior to application.

All candidates will be required to submit a complete application package, which includes a completed application form, transcripts, essay and two recommendation forms to: IAR SCHOLARSHIP COMMITTEE ATTN: JODI KUNDE 55 WEST 32<sup>ND</sup> STREET DUBUQUE IA 52001, you can e-mail any questions to Jodi at [iarscholarship@gmail.com](mailto:iarscholarship@gmail.com).

## DEADLINE DATE:

The deadline for receipt for all application materials must be received by the IAR scholarship committee by midnight **MARCH 30TH**. Up to \$5000.00 will be awarded in scholarships for the fall term. The winners will be notified in writing and will be posted on the IAR website.

The scholarship award check will be forwarded to the scholarship recipient's school upon written certification of his/her enrollment for the fall term of the year the scholarship was granted. If the scholarship winner does not provide enrollment verification for the fall term the scholarship monies will be forfeited.

## SCHOLARSHIP SELECTION:

The scholarship will be awarded based on review of the following: coursework in high school, course distribution, activities, the one-page essay and recommendations. *Standardized test scores will NOT be used as a factor in the selection process.*

## IOWA AUTO RECYCLERS SCHOLARSHIP APPLICATION

NAME: \_\_\_\_\_  
(First) (Middle) (Last)

MAILING ADDRESS: \_\_\_\_\_

HOME PHONE: \_\_\_\_\_ E-MAIL ADDRESS: \_\_\_\_\_

DATE OF BIRTH: \_\_\_\_\_ GENDER: MALE / FEMALE

CURRENTLY ATTENDING: \_\_\_\_\_  
(INDICATE HIGH SCHOOL OR OTHER SCHOOL)

HIGH SCHOOL HONORS, AWARDS, AND ACTIVITIES: \_\_\_\_\_

\_\_\_\_\_

COMMUNITY SERVICE AWARDS AND ACTIVITIES: \_\_\_\_\_

\_\_\_\_\_

STATE YOUR FINANCIAL NEED. WHAT PORTION OF EDUCATION FUNDED BY YOURSELF:

\_\_\_\_\_

### **SCHOLASTIC INFORMATION:**

ACT TEST SCORE \_\_\_\_\_ SAT TEST SCORE \_\_\_\_\_

RANK IN CLASS \_\_\_\_\_ OF \_\_\_\_\_ CURRENT GPA: \_\_\_\_\_

HONORS AND AWARDS (STATE NATURE AND YEAR OF AWARD OR HONOR): \_\_\_\_\_

\_\_\_\_\_

OFFICES AND POSITIONS OF LEADERSHIP (NAME OF ORGANIZATION & YEAR, EX: BAND 9, 10)

\_\_\_\_\_

\_\_\_\_\_

WHAT ARE YOUR SHORT AND LONG-TERM CAREER OBJECTIVES? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

WHAT DO YOU SEE YOURSELF DOING FIVE YEARS FROM NOW? \_\_\_\_\_

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ANY ADDITIONAL INFORMATION WHICH MAY BE USEFUL TO SCHOLARSHIP COMMITTEE:

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SCHOOL YOU WILL BE ATTENDING: \_\_\_\_\_

ANTICIPATED MAJOR: \_\_\_\_\_ EXPECTED GRADUATION DATE: \_\_\_\_\_

NAME OF PARENT WHO HAS BEEN EMPLOYED BY A DIRECT MEMBER OF IAR FOR AT LEAST ONE YEAR? \_\_\_\_\_ START DATE? \_\_\_\_\_

WHICH DIRECT MEMBER/YARD ARE YOU AFFILIATED? \_\_\_\_\_

**NOTE:** transcripts, essay, and recommendation forms should accompany scholarship application.

APPLICANTS SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_

Answer the essay question:

What are the reasons why accidents happen?

# Importance of Accurate Pricing

## Einstein Pricing Tool

### Hotlines Announces Pricing Tool

I knew that those part types accounted for roughly 60% of my sales and I was willing to devote the time needed to keep those prices within market conditions. I was very determined to price my parts so that they would sell. In making my determination for a price for a part I reviewed four or five data points. I did my due diligence to determine a price that was right for each and every interchange number. I even fluctuated prices within a single interchange number based on quality, age, model year, and miles. However, as my operation continued to grow, I found it much more difficult to keep up with pricing all the parts. I also began to realize that the smaller parts needed as much, if not more, attention to pricing as the larger parts needed. I just could not do it all while trying to run the business.

I decided to develop an automated tool that would do everything that I was doing to price parts - but do it faster and do it EVERY DAY for EVERY PART. It took months and months to get it right. It's easy to say, "Price the least desirable part at the lowest price", but it can be challenging to develop a formula to accomplish that task. But, perseverance paid off - and the product was fully developed and deployed within our operation. It repriced every part in our inventory every night at 6PM. We even got to a point where we did not have to price parts as they were being inventoried - the system assigned prices to those parts every night - and it was the right price.

What happened? Sales took off. I had no idea how important prices were until all of the prices were always right for every part. With our data being shared with our customers through electronic means, we do not have the chance to negotiate the price on a call anymore. The customer finds the part and compares prices before ever making a phone call - many order online and never make a call. Data sharing has catapulted pricing to the pinnacle of importance.

What would happen if your prices were right all the time? Sales would take off for you too. The ques-

tion now rises: How can a smaller yard implement a tool like this? Most yards don't have \$500K to spend on software development. Keep reading....

After selling my yard, I have partnered with the team at Hotlines to develop a pricing tool that is better than what I had - with more settings, more variables, more data points, faster, and more accurate - and actively manages prices in the major YMSs.

”

Einstein Pricing was born. We can help - call us.

Chad Counselman  
Einstein Tools  
Email: [Chad@Einstein.tools](mailto:Chad@Einstein.tools)  
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## Einstein Pricing Tool

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Imagine a tool which enables you to preview these adjusted prices before pushing those prices into your IMS.

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 Einstein Tools: Powered by Hotlines

## Einstein Pricing

Einstein Pricing is a web-based tool that automates the repricing process within your automotive recycling facility. Prices are uniquely calculated for each part in your inventory based on 20+ variables and updated within your Powerlink or Pinnacle system on a routine basis – as frequently as daily, if you choose.

**Einstein Prices updates the following fields in your YMS:**

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## "Yankin" Takata Airbags In 2022

### The Takata Airbag Recall Mission Continues

By Paul D'Adamo

#### Did You Think The Takata Recall Was Over?

I've talked with Recyclers recently about whether the Takata Recall was over. With recalled auto parts, the more parts that are repaired and/or destroyed, the fewer VIN's available for repair/destruction. While 2019 was the pinnacle for the Auto Recycling Industry for recovered airbags, we are still recovering thousands of airbags every month. The Takata Recall is NOT over, and we need to be vigilant about checking vehicles as they enter our facilities. There are 19 Million Airbags in the RAS Takata database, so we are far from done with this project.

#### Since There Are Fewer VIN's Available, Why Should I Continue To Recover Takata Airbags?

There are three reasons why every Recycler should continue to identify and remove Takata Recalled Airbags from inventory. The first reason is Liability. Every Licensed Auto Recycler opens themselves up to liability by completely ignoring the lethal effect of just

one defective airbag sold from their business. The fact that selling a recalled part is illegal should also warrant action by our industry.

**The second reason is the "Moral Responsibility"** we have as good corporate citizens to protect the general public and hold ourselves responsible for our actions.

**The third reason is the Bounty.** The financial incentive for removing a product for a Cash Bounty should motivate all recyclers. Auto Recyclers dismantle vehicles and sell parts. Takata airbags are just another part to pull.

**The Time & Labor Argument** As a previous business owner, I am acutely aware of the impact of time and labor on the bottom line. I also call BS when I see it, and I have heard some unconvincing reasons for not participating in the program:



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## “Yankin” Takata Airbags In 2022

### The Takata Airbag Recall Mission Continues

By Paul D'Adamo

**Reason #1** We don't have the labor.

**Response** Did you pull parts for customers yesterday? Were they pulled, prepped, packed, and shipped? All packing materials and shipping for Takata airbags are provided at no cost. The question is, why aren't recalled airbags put on a work order or dismantling tag for removal just like any other part? And let's not forget . . . Takata airbags have No Warranty or Credit Issues.

**Reason #2** It takes too much time to identify which vehicles have airbags.

**Response** Our mobile app VIN scanner takes less than 3 seconds to identify recalled airbags. Typing a VIN or copy/pasting from your YMS takes less than 20 seconds to enter our web software.

**Reason #3** Removing airbags takes too much time.

**Response** On average, the Driver's side airbags take less than 5 minutes to remove. At \$55 per Driver's side airbag, that's \$11 per minute in revenue (\$55/5minutes). Most Passenger airbags take an average of 15 minutes or less to remove. At \$60 per passenger airbag, that's \$4 per minute.

We Don't Need “New Year's” Resolutions – We Need “All Year's” Resolutions. As an Industry, we have recovered over 800,00 Takata Airbags. Let's make identifying Takata Recalls part of our normal business cycle; inventory, dismantle, get paid! It's the right thing to do! Thank You!

**Want to kick start your Airbag program for 2022?**

Contact Paul the “Recall Guy” at  
[pdadamo@coresupply.com](mailto:pdadamo@coresupply.com) or 401-458-9080  
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# Spill Prevention Control & Countermeasure

## Conduct a Tank Inventory & Label Tanks

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If an auto recycling site has more than 1,320 gallon of on-site storage capacity for petroleum products a *Spill Prevention Control and Countermeasure (SPCC)* plan must be written and implemented including regularly logged inspections.

Storage capacity means the size of all tanks, drum and totes that are full, partially full and empty that are available to house petroleum products such as used oil, gasoline, diesel, new oil, transmission fluid, brake fluid, power steering fluid (all in new or used condition) and petroleum-based parts cleaning solvent, not the volume of fluid on hand. But only container 55-gallon and larger are counted in the total capacity. If the facility has less than 1,320 gallons of storage, then no SPCC is required.

Changes to the SPCC rules allow facilities with less than 10,000 gallons of on-site storage capacity to self-prepare a written spill prevention plan. The new rules are less stringent but have also created a sense of urgency. SPCC is codified under 40 CFR 112.

A **Tank Inventory** is an excellent way to get a good measure of the storage capacity at the auto recycling facility. All storage vessels 55-gallon and larger should be labeled and counted in the tank inventory.

**Storage Tank Inventory** Place an X beside all that apply.

Product	Tank Capacity	Secondary Containment
Used Oil	_____gallons	Yes or No    Inside/Outside
Used Oil	_____gallons	Yes or No    Inside/Outside
Gasoline	_____gallons	Yes or No    Inside/Outside
Diesel	_____gallons	Yes or No    Inside/Outside

TOTAL CAPACITY \_\_\_\_\_gallons (Containers 55-gallon and larger only.)

Facilities with greater than 10,000 gallons of oil storage capacity SPCC Plans must be reviewed and certified by a licensed Professional Engineer.



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# Spill Prevention Control & Countermeasure

## Conduct a Tank Inventory & Label Tanks

### OSHA has labelling requirements

The Hazard Communication Standard or HCS has labeling requirements that display the *GHS* identification of chemicals, signal words, pictograms and precautionary statements. The type of label required in the workplace is called a secondary label (not for transport).

These requirements reflect OSHA's belief that training is an essential part of every employer's safety and health program for protecting workers from injuries and illnesses. Many researchers conclude that those who are new on the job have a higher rate of accidents and injuries than more experienced workers.

OSHA concluded that effective management of worker safety and health protection is a decisive factor in reducing the extent and the severity of work-related injuries and illnesses. Effective management addresses all work-related hazards, whether or not they are regulated by government standards.

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# Industry News

## Marty Hollingshead Becomes President of Automotive Recyclers Association

Professional automotive recycler Marty Hollingshead, President/Owner of Northlake Auto Recyclers in Hammond, Indiana was recently welcomed as the new President of the Automotive Recyclers Association (ARA). Hollingshead was formally confirmed as President on November 12, 2021, during the Association's 78th Annual Convention and Exposition held in Dallas, Texas. Hollingshead brings decades of experience in the industry and has served on ARA's Executive Committee since 2018.

Hollingshead has been in the professional automotive recycling industry for 48 years, including 37 years as President/Owner of Northlake Auto Recyclers, one of the industry's leading facilities. "Marty prides himself on taking a hands-on approach to the business," said ARA Executive Director, Sandy Blalock. "He gives back to the industry in so many ways, through mentoring, writing for several industry publications, and he leads by example holding others to the high standards that he sets for himself and his team at Northlake."

Northlake was one of the first automotive recycling facilities in the state of Indiana to receive from the Indiana Department of Environmental Management (IDEM) the Indiana Clean Yard – Gold Level Certification starting in 2009 through 2021. Northlake was certified as one of the Indiana Certified Automotive

Recycler Exemplary Standards (INCARES) program's inaugural medalists and was the highest scoring facility in Indiana in 2014, 2015, 2016, 2017, and tied for first place in 2018, 2019, 2020 and 2021. Northlake was also the recipient of the 2016 ARA Certified Automotive Recycler of the Year award, having been nominated by his peers in the industry.

"I am truly humbled and honored to assume this

role," Hollingshead said in his first remarks as President. "We are here to represent and protect the interests and concerns for the Professional Automotive Recycler. We are here for ALL Auto Recyclers, from the mom and pops to the largest

operators, full and self-service. It doesn't matter how big you are or how big you aren't. We are all equals in this Association.

I hope that when my term is done, I will be remembered for doing a good job. With the help and support of the Executive Committee, as well as the ARA staff, I know this will be the case."





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