

Recyclers News Press

Inside this issue:

From the cover	10
Recall Certification	
Airbag Handling Protocol	8
Selling Airbags on eBay	10
Written Recall Policy Sample	12
Freight Budgeting	14
ARA Update	18



Routing Slip

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



Must be Certified Auto Recycler to sell airbags on eBay Motors

At the 2022 ARA Convention and Expo in Dallas, held September 2022, ARA and eBay Motors announced that all facilities selling airbags on the platform must be Certified Auto Recyclers.



Since that time ARA has seen an influx of new members who have been working through the process of becoming CAR and Recall Certified. Auto recycling facilities are working through the usual environmental, safety and licensing standards set forth in the Certified Auto Recyclers or CAR program plus the new Recall Certification requirements.

Guidance is available at the website for certification assistance found at <https://aracertification.com/recalls>

In addition to meeting all the Recall Certification standards, a certified facility must prepare a written Recall

Policy. A sample document is available for download on the guidance webpage.

Shipping staff must be certified within the last three years for HazMat shipping and dismantlers will need to sign the ARA Airbag Handling Protocol also found on the webpage. Facilities must meet Recall Certification 100% to be ready to sell airbags on eBay Motors.

Continued on page 10...

Airbag HazMat shipping training available via webinar. See Schedule on Page 6.



SmartList

and



Car-Part Interchange+

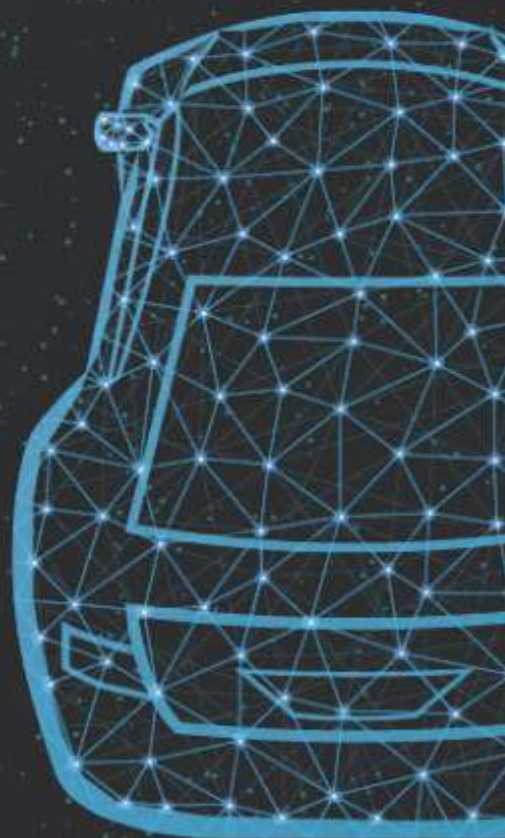
**A Powerful Combination to
Increase Your Sales**



**Partmate's new SmartList feature
suggests parts to inventory based on:**

- Car-Part.com Demand Data
- Your demand data
- CPI+ (Car-Part Interchange Plus)
- CrashLink OEM Pricing
- Labor data

**SmartList is customizable
for your operations!**



For more info, contact your friendly Car-Part salesperson:

859-344-1925 • Products.Car-Part.com



Recyclers
News
Press

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

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

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

Executive Director

Sue Schauls
204 Alta Vista Avenue
Waterloo, Iowa 50703

Phone 319-290-7843
Sue.Schauls@gmail.com
www.SueSchauls.com



IAR's 2020-2022 Board of Directors

Jeremy Bevard, President

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

Jeremy Heidemann Vice President

Waterloo Auto Parts
Phone: 319-234-5207
Jeremy@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

Pat Roof

Immediate Past President
Pat's Auto Salvage
Phone: 319-232-0704
patsmail@patsautosalvage.com

Jodi Kunde

Special Funds Manager
North End Auto Wrecking
Phone: 563-556-0044
NorthEndWrecking@aol.com

Bart Dvorak

Ace Auto Recyclers
Phone: 319-338-7828
bartdvok@gmail.com

Jim Oldenburger

Aikey Auto Salvage
Phone: 319-266-4763
jimmy@aikeyautosalvage.com

Eric Piper

Piper's Auto Salvage
Phone: 800-247-9135
eric@piperautoparts.com

Mike Garvin

Vander Haag's, Inc DSM
Phone: 515-265-1451
MikeG@VanderHaags.com

Dereck VanDerBrink

Lems Auto Recyclers, Inc.
Phone: 712-726-320216
dereck@lemsauto.com

Mitzi Waterbury

Sandhill Auto Salvage
Phone: 641-484-2057
parts@sandhillautosalvage.com

Past President Participants

Eric Piper

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

Mike Swift

Swift's Trail End Auto Salvage
Phone: 515-265-5696
Mike@TrailsEndAuto.com

David Hesmer

Action Auto Parts
Phone: 641-752-3395
david@action-auto-parts.com

Tom Snyder

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

www.IowaAutomotiveRecyclers.com

Iowa Automotive Recyclers Members & Board of Directors Meeting

September 27, 2022 — Conference call

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

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
<https://the-iron-mine.business.site>

President Jeremy Bevard, Call to Order at 5:21 pm.

Board of Director Members present: Jeremy Bevard, Joel McCaw, Jeff Smid, Pat Roof, Jodi Kunde, Mike Swift, Mitzi Waterbury, Bart Dvorak, and Sue Schauls.

Approve minutes from previous meetings and Anti-trust statement reminder was read.

Hybrid Battery training will be held on October 12, 2022 at Hotel Julien Dubuque, Iowa. GlobalTech Environmental will offer a partial sponsorship and a speaker. Kyl Kelm will cover high voltage battery shipping and onsite storage specifications.

NORTH END
AUTO WRECKING, INC
Dubuque, Ia • Since 1938

800-545-8885

Acres of used parts for
foreign & domestic
cars & trucks

"All cars
run on used parts!"

www.northendwrecking.com

One of the **LARGEST**
Recycled Auto Parts Facilities
West of the Mississippi!

Iowa Automotive Recyclers Members & Board of Directors Meeting

September 27, 2022 — Conference call

Lunch will be included in the training for \$25 per person. Participation certificates will be awarded to trainees.

Andy Latham Electric Vehicle training will also be scheduled for spring 2023.

ARA Conference Recap included the eBay Motors announcement that you must be ARA CAR Certified with recall Certification to list airbags on eBay effective immediately.

Legislative discussion included scheduling a Hill Day Event in 2023. Pat moved to adjourn, Bart second. Motion carried.

Meeting Schedule:

3rd Tuesday of the month at 5:15 pm for conference calls with quarterly face-to-face. Next Meeting: Oct 12 NOON – Face-to-face with Hybrid Battery Shipping training from GlobalTech.

Respectfully
submitted,
Jeff Smid
Jeff Smid,
Secretary

Electric and Hybrid Vehicle Battery Training
for on-site Storage and Shipping

October 12, 2022—Hotel Julien—Dubuque

In partnership with GlobalTech Environmental Corp., the Iowa Auto Recyclers will hold training specific to the on-site storage and packaging for shipment of High Voltage Vehicle batteries. That is the large format Lithium Ion and Nickel Metal Hydride batteries used in in electric and hybrid vehicles. **The on-site storage and shipping of EV batteries is a growing concern in the automotive industry.**

GlobalTech an expert in managing this product and others as well as available as resources for recycling the batteries. Proper on-site storage is an important safety aspect of auto recycling



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

King Automotive Salvage Center
Waterloo, 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

Airbag HazMat Shipping Certification

Training Schedule

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

Wednesday, December 28, 2022 at 10:00 am Central time.
Wednesday, January 18, 2023 at 10:00 am Central time.
Wednesday, January 25, 2023 at 10:00 am Central time.

RSVP to receive the printable training manual necessary for the class.

Check those HazMat Shipping Certification records. If your shipping staff has not been re-certified in the last 3 years, PLEASE ATTEND THIS TRAINING WEBINAR FOR AUTO RECYCLERS SHIPPING HAZ MAT or hazardous material such as non-deployed airbags, seatbelt pretensioners and/or Lithium Ion batteries from hybrid or electric vehicles.

Email Sue.Schauls@gmail.com to register.

AIRBAG SHIPPING CERTIFICATION FOR AUTO RECYCLERS

Here is the webinar information:

Join FreeConference.com Meeting:

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

One tap mobile: 712-832-8330,,5880801#

Dial-in using your phone: 712-832-8330

Access code: 5880801

RSVP with the name of the trainees, their location and the business name. The Study Guide and Test that will need to be printed for each student is attached. Email Sue.Schauls@gmail.com to register.



Forklift Classroom Certification

Training Schedule

Wednesday, December 28, 2022 at 1:00 pm Central time.
Wednesday, January 18, 2023 at 1:00 pm Central time.

Check those Forklift Operator Certification records. If your staff has not been re-certified in the last 3 years, PLEASE ATTEND THIS TRAINING WEBINAR FOR AUTO RECYCLERS FORKLIFT TRAINING. *This classroom portion will need to be followed up with a skills test using the forklift at your facility.*

RSVP with the name of the trainees, their location and the business name. The Study Guide and Test that will need to be printed for each student is attached. *Email Sue.Schauls@gmail.com to register.*

FORKLIFT CLASSROOM TRAINING FOR AUTO RECYCLERS

Here is the webinar information:

Join FreeConference.com Meeting:

[https://
hello.freeconference.com/
conf/call/5880801](https://hello.freeconference.com/conf/call/5880801)

One tap mobile: 712-832-8330,,5880801#

Dial-in using your phone:
712-832-8330

Access code: 5880801



"Fast & Courteous Service"

toll free: 800-627-8788
800-717-6505

local: 515-265-5696
515-262-8860

www.trailsendauto.com
www.swiftautosalvage.com



1720 East Washington
Des Moines, Iowa 50316



Members of IAR

Tourniers Recycling Inc
Independence, IA
www.tourniersrecycling.com

Vander Haag's, Inc.
Spencer, IA
www.VanderHaags.com

Vander Haag's, Inc.
Council Bluffs, IA
www.VanderHaags.com

Vander Haag's, Inc.
Des Moines, IA
www.VanderHaags.com

Vander Haag's, Inc.
Kansas City, MO,
www.VanderHaags.com

Vander Haag's, Inc.
Sioux Falls, SD
www.VanderHaags.com

Vander Haag's, Inc.
Winamac, In
www.VanderHaags.com

Waterloo Auto Parts
Waterloo, IA
www.WaterlooAutoParts.com

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

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

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

ARA Airbag Handling Protocol

Definition

These guidelines cover the use of Original Equipment Manufactured non-deployed airbags. OEM non-deployed airbags must be original equipment that have been removed from a donor vehicle and installed in another vehicle for which they are correct replacement parts. These guidelines do not include rebuilt, re-manufactured, or non-original equipment airbag or airbag system components. They do not include any airbag or airbag system component that has been disassembled, altered, repaired, or had any parts removed or replaced.

Owner Notification

If an OEM non-deployed airbag is to be installed by a third party, the vehicle owner must be made aware of the intended use of such air bag(s) prior to its installation. *In repairing a vehicle, the use of OEM non-deployed airbags may save the consumer several hundred dollars and in some instances be the difference between the vehicle being declared a total loss rather than being repaired.*

Air Bag Suitability

There should be no modifications to the OEM non-deployed airbag including finish and color. Refinishing an airbag such as painting the exterior cover to match the interior color of the vehicle may degrade the material thereby adversely affecting deployment or cause paint to flake off during deployment, which could cause severe injuries to the occupants.

Airbag system components that have suffered water damage must not be re-used. Airbag modules are sealed to repel moisture under normal vehicle operating conditions. However, airbag system components that have been submerged or suffered flood damage must not be reused. Long-term exposure to the elements may also cause water contamination.

Applications

The supplier must ensure that any OEM non-deployed airbag supplied is an exact interchange for the recipient vehicle. Fitment must be ensured through confirmation with published, recognized and approved interchange data. *Physical fit and similarity is not a guarantee of correct interchange.*

OEM Non-Deployed Air Bag Training

OEM non-deployed airbags shall ensure that any staff member who is engaged in dismantling, handling, inspecting, storing or shipping of airbags complete a training course. Such training course must be meet the shipper certification rules set forth by the Department of Transportation (DOT) in 49CFR 171-173. Persons involved in shipping and transporting of airbags (both OEM non-deployed and OEM new) must follow procedures appropriate for the shipping consistent with DOT Regulations. Training must be repeated so that all HazMat employees have been certified or re-certified within the last three (3) years.

Documentation

Upon sale, each OEM non-deployed airbag must be accompanied by a supplier issued document including the following information:

- Identification of the supplier of the unit.
- Identification of the airbag module cover color (and color code if available).
- Identification of the donor vehicle, including VIN, year, make and model.
- Suppliers internal stock number or locator number.
- Indication of source of fitment information (i.e. Interchange manual/part number, OEM info, etc.).

Recalls

Prior to sale, the NHTSA complaint, defect, and recall database shall be searched to confirm that the OEM non-deployed airbag(s) are not the subject of investigation. If there is evidence of complaints, defects, and/or recalls, the airbag system shall be destroyed.

Storage

Once removed from the donor vehicle, airbag modules should be stored in a cool dry location with appropriate fire protection, stored cover side up and not stacked. OEM non-deployed airbags shall be protected from the elements both in the salvage vehicle and in storage facilities to avoid exposure to water or other contaminants. Storage of airbags shall be on a secure flat surface away from high heat source and free of oil, grease, detergent or water. Suppliers of OEM non-deployed airbags shall comply with all relevant procedures.



ARA Airbag Handling Protocol

Inspection Checklist

Inspection Protocol

Suppliers of OEM non-deployed airbags must use an established protocol for inspection of an OEM non-deployed airbag and must perform such inspections on all units prior to sale/installation. **Only units that successfully meet all the requirements may be sold or installed.**

Inspections must include at a minimum the following:

- ☐ The OEM non-deployed airbag supplier must identify, record, and report the donor vehicle information including vehicle year, make, model, VIN and airbag trim color if applicable.
- ☐ Airbag module cover must be visually inspected and show no damage including nicks, scrapes, scratches, or outer flaws which might lead to the re-finishing of the module.
- ☐ Airbag system components must be visually inspected and show no signs of water contamination - including mold, mildew, or water residue. OEM non-deployed airbag use is not recommended if the donor vehicle sustained flood damage and/or any airbag system components exhibit signs of water contamination.
- ☐ The airbag module must be inspected and be free of loose parts or foreign objects.
- ☐ Visual inspection of mechanical fasteners for damage.
- ☐ Attached wiring and electrical connectors must be visually inspected and show no corroded, damaged, or abraded wires, terminals or connectors.
- ☐ The shorting bar, if included, must be visually inspected.

Selling Airbags on eBay Motors

Recall Certification Standards

Iowa Automotive Recyclers receive ARA CAR Certification through the I-CARE (Iowa - Certified Auto Recyclers Environmental) program. The standards are the same in both programs plus I-CARE covers any Iowa only rules pertaining to an Iowa auto recycler. I-CARE and ARA CAR utilize the online CAR Record to track progress and completion.

RECALL Certification

6.01 Is each ROE part entered into the Inventory Management System with a unique ID that provides traceability for the source and sales destination if sold?

The Gold Seal certified facility should enter each ROE part into the Inventory Management System with a unique ID that provides traceability for the source vehicle and sales destination. Parts, including brokered parts, are listed on invoices with the source VIN.

6.02 Are ROE Parts listed on invoices with the source VIN?

The Gold Seal certified facility enters each ROE part into the Inventory Management System with a unique ID that provides traceability for the source vehicle and sales destination. Parts, including brokered parts, are listed on invoices with the source VIN.

6.03 Are brokered ROE Parts traceable back to their source VIN?

The Gold Seal certified facility enters each ROE part into the Inventory Management System with a unique ID that provides traceability for the source vehicle and sales destination. Parts, including brokered parts, are listed on invoices with the source VIN.

6.04 Does the facility written RECALL policy require that recalled Parts may not be sold, other than to factory authorized collectors, or for litigation purposes?

The Gold Seal certified facility does not sell Recycled Original Equipment (ROE) auto parts that have safety recalls issued by an Original Equipment Manufacturer (OEM) for re-use or repair of another vehicle. Safety recall parts are only sold to factory authorized collectors assuring a documented OEM approved destruction. Recalled parts may also be sold for litigation purposes.

6.05 Does the facility written RECALL policy address how to handle recall notifications from manufacturers?

The Gold Seal certified facility conducts a VIN check for safety system recalls when the vehicle is inventoried. If recalled safety items are found, the recalled part is not entered in inventory for sale or is assigned a recall code and/or is struck as not saleable for reason of recall in the inventory management system. Recalled parts are removed (or destroyed) from the vehicle and processed for scrap or bounty collection. Safety parts known to have recalls such as airbags are also VIN checked for recall at point-of-sale. If a recall exists, then the part is struck as not saleable in the inventory system and processed for scrap or factory authorized collection methods assuring documented OEM-approved destruction techniques. Deployed airbags do not need to be removed to be checked in using the factory authorized collectors.



Selling Airbags on eBay Motors

Recall Certification Standards

6.06 Does the facility written RECALL policy address how to notify any buyers of recalled Parts?

Upon direct notification from the manufacturer, recalled parts that were sold are flagged for a notification letter to the buyer, *as identified by stock number in the sales record*.

The recall notification letter sent to the customer will be mailed with a delivery confirmation receipt. Delivery receipts will be logged. If a notification letter is returned as undeliverable, an attempt to call the customer at the phone number from the invoice and/or account will be made. This call will be logged. Customer reimbursement and parts replacement will follow the guidelines provided by the vendor for the recalled parts.

6.07 Does the facility written RECALL policy address when to destroy or remove in stock inventory?

The Gold Seal certified facility conducts a VIN check for safety system recalls when the vehicle is inventoried. If recalled safety items are found, the recalled part is not entered in inventory for sale or is assigned a recall code and/or is struck as not saleable for reason of recall in the inventory management system. Recalled parts are removed (or destroyed) from the vehicle and processed for scrap or bounty collection.

6.08 Does the facility maintain a written record of all handled recalls and actions taken?

Upon direct notification from the manufacturer, recalled parts that were sold are flagged for a notification letter to the buyer, *as identified by stock number in the sales record*.

The recall notification letter sent to the customer will be mailed with a delivery confirmation receipt. Delivery receipts will be logged. If a notification letter is returned as undeliverable, an attempt to call the customer at the phone number from the invoice and/or account will be made. This call will be logged. Customer reimbursement and parts replacement will follow the guidelines provided by the vendor for the recalled parts.

6.09 Is the ARA Airbag Protocol signed by all Employees responsible for airbag handling at the facility? [Document Upload](#)

Airbag Handling Protocol should be reviewed, implemented and the document signed by each employee that handles airbags at the facility.

A sample copy of the policy can be downloaded from <https://aracertification.com/>

6.10 Regulatory Review – DOT Training – Shipping of Airbags – Does the site have Documentation of DOT Certification Training for Dangerous Goods shipping provided within the past three years for all Employees Associated with the Shipping of Airbags/ Seatbelt Pretensioners/Hybrid Batteries or DO NOT ship HazMat from facility? [Document Upload](#)

This Gold Seal certified facility has documentation, within the past three years of DOT certification training for hazardous materials and dangerous goods shipping for all employees associated with the shipping of airbags, seatbelt pretensioners and hybrid batteries. Even facilities that do not sell airbag or other designated dangerous goods to retail customers must be HazMat certified to ship these parts to recyclers, remanufacturers, and factory authorized collectors.

6.11 Does the facility perform point-of-sales recall check for all safety parts such as airbags?

Safety parts known to have recalls such as airbags must be VIN checked for recall at point-of-sale. If a recall exists, then the part is struck as not saleable in the inventory system and processed for scrap or factory authorized collection methods assuring documented OEM-approved destruction techniques. Deployed airbags do not need to be removed to be checked in using the factory authorized collectors. The point-of-sale recall check must be made at the government website: <https://vinrcl.safercar.gov/vin/> or <https://www.nhtsa.gov/recalls>

For ARA Members with login:

<https://ararecalllookup.nsvrp.org/>

Written Recall Policy Sample

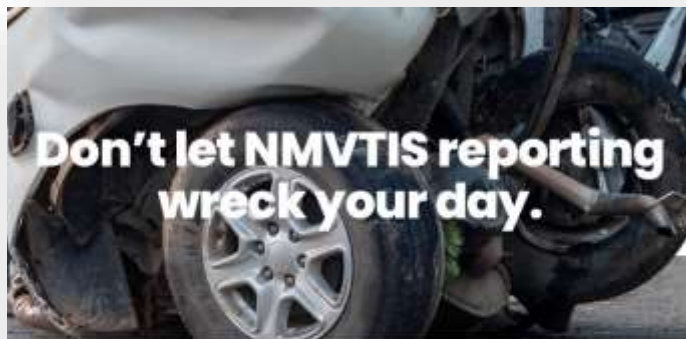
<https://aracertification.com/recalls>

In addition to meeting all the Recall Certification standards found on page 10-11, a certified facility must prepare a written Recall Policy. A sample document is available for download on the guidance webpage. <https://aracertification.com/recalls>

The template or sample is downloadable in MS Word from the above website and for viewing on page 15 opposite this page. The download version makes it very easy to adapt the language to reflect your facility policy by adding a letterhead and the business name as well as narrating the procedures in place for handling recalled parts.

Each facility policy must at least meet the ARA Recall Certification standards and may go beyond that with specific business practices in place.

The point of setting a standard for recall management is to guide auto recycler on a path to best management practices, uniform processing, part quality assurance and of course limiting legal liability should parts be recalled after the sale.



ADD is your source for salvage vehicle reporting and more.

Free and Full Service NMVTIS reporting
Vehicle History Reports with Lien & Theft data
Owner/Lienholder search in 38+ states

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



BUYERS, PROCESSORS, AND REFINERS OF CATALYTIC CONVERTERS

www.accurateconverter.com
(602) 603-2650
Dan@accurateconverter.com

Written Recall Policy Sample

<https://aracertification.com/recalls>

The following sample written recall policy may be modified to reflect the facility's policies that go beyond the minimum requirement of the Gold Seal program.

WRITTEN RECALL POLICY *sample*

This Gold Seal certified facility does not sell Recycled Original Equipment (ROE) auto parts that have safety recalls issued by an Original Equipment Manufacturer (OEM) for re-use or repair of another vehicle. Safety recall parts are only sold to factory authorized collectors assuring a documented OEM approved destruction. Recalled parts may also be sold for litigation purposes.

This Gold Seal certified facility conducts a VIN check for safety system recalls when the vehicle is inventoried. If recalled safety items are found, the recalled part is not entered in inventory for sale or is assigned a recall code and/or is struck as not saleable for reason of recall in the inventory management system. Recalled parts are removed (or destroyed) from the vehicle and processed for scrap or bounty collection.

Safety parts known to have recalls such as airbags are also VIN checked for recall at point-of-sale. If a recall exists, then the part is struck as not saleable in the inventory system and processed for scrap or factory authorized collection methods assuring documented OEM-approved destruction techniques. Deployed airbags do not need to be removed to be checked in using the factory authorized collectors.

The point-of-sale recall check must be made at the government website

<https://vinrcl.safercar.gov/vin/>

<https://www.nhtsa.gov/recalls>

For ARA Members with login: <https://ararecalllookup.nsvrp.org/>

This Gold Seal certified facility enters each ROE part into the Inventory Management System with a unique ID that provides traceability for the source and sales destination. Parts, including brokered parts, are listed on invoices with the source VIN.

Upon direct notification from the manufacturer, this Gold Seal certified facility processes recalled parts by correlating the manufacturers recall by VIN to the facility's stock number. All unsold parts are struck from inventory and removed from online listings such as eBay Motors and/or third-party broker sites.

Upon direct notification from the manufacturer, recalled parts that were sold are flagged for a notification letter to the buyer, *as identified by stock number in the sales record*.

The recall notification letter sent to the customer will be mailed with a delivery confirmation receipt. Delivery receipts will be logged. If a notification letter is returned as undeliverable, an attempt to call the customer at the phone number from the invoice and/or account will be made. This call will be logged. Customer reimbursement and parts replacement will follow the guidelines provided by the vendor for the recalled parts.

This Gold Seal certified facility has documentation, within the past three years of DOT certification training for hazardous materials and dangerous goods shipping for all employees associated with the shipping of airbags, seatbelt pretensioners and hybrid batteries. Even facilities that do not sell airbag or other designated dangerous goods to retail customers must be HazMat certified to ship these parts to recyclers, remanufacturers, and factory authorized collectors.

Freight Budgeting 2023

And what to do about it...

Prior to the pandemic there was an existing driver shortage and occasional congestion at the ports. Carrier capacity was in a relatively good place and carriers were imposing an average of 1-2 annual rate increases. Then came the virus; we saw congestion at the ports and the driver shortage was further compounded by a rash of driver retirements. There were abundant embargoes and terminal closures. There was more interlining between carriers and freight was being moved on the rail without being told. In addition, there was a dramatic increase in home delivery putting pressure on LTL and small parcel carriers. Carriers started to impose 4-5 rate increases, simply because they could.

The Good News For your 2023 freight budget, there is both good and bad news...

First the good news. There are signs that rates are coming down. Rates for ocean containers are coming down from their all-time highs over the past two years.

There are signs that motor carriers are being less aggressive when imposing higher and more frequent rate increases. We've also seen an inversion in spot market rates versus contract rates in the truckload sector. This presents an opportunity for shippers to work with carriers to introduce changes that could lower carrier costs and help reduce rates.

Now for the Bad News Shippers can expect to see that diesel prices will remain high in 2023.

On the West Coast Ports, there is still no agreement on a contract between the International Longshore and Warehouse Union and the Pacific Maritime Association. This contract expired mid-summer and while the ports are continuing to operate, a new contract will certainly bring a negative impact to freight costs in 2023.

In addition to this, the railroads and their unions have not yet completed their contract negotiations either and the Presidential Emergency Board has a

30th
YEAR
ANNIVERSARY

UCC UNITED CATALYST
CORPORATION

A PROCESS YOU CAN TRUST.

Catalytic Converters • ECUs • Hybrid Batteries



Subscribe
Today!

**PGM
DAILY
DOUBLE**

- PGM prices DIRECT to your phone twice daily - It's Free!
- Get market prices for Platinum, Palladium, and Rhodium twice each business day.

Text
"DAILY" to:
844.713.PGMS (7467)

Freight Budgeting 2023

And what to do about it...

solution that calls for increased labor costs of 22% over the next five years.

If you think that won't affect you because you don't have rail shipments – think again. These increased costs will be reflected in higher intermodal rates and will impact both LTL and parcel shipments touched by intermodal carriers.

And as usual, FedEx and UPS continue to increase their rates and USPS will undoubtedly follow suit. If you're wondering what to expect and how to budget accordingly – it's highly likely that your 2023 freight costs will increase by 7-11%.

So - what can be done about it? There are several recommendations we'd like to make and if you implement a handful of them, you can offset these projected increases and pick up even more savings.

Accuracy is the Key Carriers are imposing more penalties than ever before so it's imperative that you enter accurate weights, classes and NMFC codes.

Almost every shipment is spot-checked with approximately 65% of invoices not matching the original quotes. **DON'T GIVE CARRIERS A REASON TO RAISE AN EXCEPTION.**

Get Your Scale Certified If you don't have a certified freight scale, then it's time you get one! Take a photo of the freight on the scale with the digital reading in the picture and keep it on file. Keep a copy of the most recent scale certificate on hand so when it comes time to fight a reweigh, you'll have the ammunition and proof.

Keep a Carrier Scorecard It seems as if nothing is picking up & delivering on time these days, but some carriers are still much better than others. Keep a carrier scorecard that tracks performance, exception ratios and accuracy in billing and soon you start to notice "repeat offenders" indicating it is time to explore other options.

DOING BUSINESS WITH INSURANCE ADJUSTERS?

Since 1979 the **Casualty Adjuster's Guide of Iowa/Nebraska** has been and continues to be distributed, **FREE** of charge, to all identified claims managers, company adjusters and claims handlers in Iowa and Nebraska.

For targeted **ADVERTISING** that works all year

One Ad = PRINT + WEB + SMARTPHONE

Contact

Paul Lorang, Publisher

Phone: 507-215-2687

paul@cacworld.com

www.cagworld.com



**CASUALTY
ADJUSTER'S GUIDE®**

Claims • Disaster • Recovery



**Waterloo
Auto Parts**



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

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

Waterloo Auto Parts has been providing quality used, new and rebuilt parts for our customers since 1980. Our company motto "We'll Track It Down" holds strong in everything we do. We make every effort to find your part, no matter how small. We are able to locate used and new auto and truck parts at a reasonable price. We pride ourselves on quality, on-time delivery and customer service for every customer every time.

WATERLOOautoparts.com

Freight Budgeting 2023

And what to do about it...

Associate Members of IAR

Alter Metal Recycling
Des Moines, IA
www.altertrading.com

Auto Data Direct, Inc.
Tallahassee, FL
www.add123.com

Bank Iowa Insurance LLC
Waterloo, IA
www.bankiowainsurance.com

Car-Part.com
Ft Wright, KY
www.car-part.com

*Casualty Adjuster's Guide
of Iowa/Nebraska*
Waseca, MN
www.cagworld.com

EZ Crusher
Annandale, MN
www.EZCrusher.com

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

Hollander
Plymouth, MN
www.HollanderParts.com

Hotlines, Inc.
Council Bluffs, IA
www.partshotlines.com

IIADA
West Branch, IA
www.iowaiada.com



Issue A Harmonized Routing Guide I can cite numerous examples of sole-facility businesses that have more than one shipping employee each doing things in a different way and many more examples of multi-facility businesses where each location's shipping manager is thinking and acting independently. A formal routing guide is a or set of instructions (or best-practices) will get your entire team shipping working harmoniously. It will also take most of the excuses out from under your "bad-actors" and help ward-off that slippery sales rep who may be giving them assorted "goodies" behind the scenes.

Get Your Inbound Freight Under Control If your inbound freight is unpoliced and not controlled by you, the freight is most likely being marked up by 25-35%, leaving you holding the bag. Routing instructions can be issued to your vendors so they are mandated to move your inbound freight to you on your own platform, using your negotiated rates, allowing you to rest-assured in knowing that they will never mark up a pound of your freight again.

Safety Subscription

EMAIL SUE SCHAULS AT SCHAULS3@MCHSI.COM

Monthly Safety Subscription for employee training material that meets your OSHA and CAR certification requirements. Each month you receive an email loaded with automotive specific training material to make your Safety Program easy!



CALL SUE NOW TO SUBSCRIBE 319-290-7843 ONLY \$279 PER YEAR!

Freight Budgeting 2023

And what to do about it...

Partner with a Reputable 3PL (third Part logistics company) And finally, partner with a reputable 3PL - preferably on that will provide an extensible software platform that will allow you to access competitive rates from literally dozens of carrier companies and load your own direct carrier contracts independently.

A solid rep from a reputable 3rd party logistics company (3PL) will allow you to implement all of the above stated initiatives; afford you abundant carrier options and manage all of your freight on one singular platform and review one singular report. Remember - visibility and velocity bring value!

ABOUT THE AUTHOR *Steven P. Haas serves as Vice President of Marketing and Sales with Freight Partners Group. Steve has over twenty-five years' experience within the transportation and logistics arena.*



Moving the supply chain the way you need it moved...

He serves as an adjunct professor for several noteworthy educational institutions and as an advisor and board member for a variety of associations within the automotive, heavy-duty truck, heavy duty equipment and ag equipment industries. To request a free set-up on the FPG freight platform and access to FPG's smart shipper solution suite you may contact him at 702-425-3109 or online at shaas@freightpartnersgroup.com

Freight Partners Group provides truckload, less-than-truckload (LTL) and small parcel services along with unrivaled advocacy services within the shipping and logistics industry. FPG partners with associations to bring value to their members and in turn partners with those members to eliminate complexities and costs. For more information about Freight Partners Group and/or to request set up on their EZ-SHIP multi-carrier shipping platform visit their web site at www.freightpartnersgroup.com

Associate Members of IAR

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

LKQ Corporation
Chicago, IL
www.LKQCorp.com

LMC Insurance
Des Moines, IA
www.lmcins.com

Nordstrom's Automotive, Inc.
Garretson, SD
www.nordstromsauto.com

OverBuilt, Inc.
Huron, SD
www.Overbuilt.com

Sheetz Towing
Evansdale, IA

Shine Bros. Corp.
Spencer, IA
www.shinebros.com

Sioux City Compressed Steel
Sioux City, IA
www.CompressedSteel.com

United Catalyst Corp
Greenville, SC
UnitedCatalystCorporation.com



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

Competitive Pricing
on all your Metals and Steel Scrap

Rolloff and Lugger Service

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



We have 40 ACRES of Inventory!

4000 6th Street SW
Cedar Rapids, Iowa 52404

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

Industry News

Mark Your Calendar!

ARA ANNUAL CONVENTION & EXPO

- KANSAS CITY • OCTOBER 12-14, 2023

*Enjoy the beautiful accommodations at the
Sheraton Kansas City Hotel at Crown Center*

2345 McGee Street

Kansas City, MO 64108

816.841.1000

Sheratonkansascityhotel.com

Stay tuned for reservations link to take advantage of the ARA Discount!

<https://www.a-r-a.org/>



SHINE

BROS. CORP.

*Small enough to know you,
Large enough to serve you.*

**Call us for top
scrap prices on:**

- ☒ Car Bodies
- ☒ Alum. Auto Wheels
- ☒ Radiators
- ☒ Alternators
- ☒ Starters
- ☒ Harness Wire
- ☒ & all other scrap metal

800-262-5579

712-262-5579

Cale Hermiston ext 114

Mike Mowery ext 123

Mike Wycoff ext 121

225 10th Avenue SE

Spencer, IA 51301

www.shinebros.com



Sue Schauls
Iowa Auto Recyclers
204 Alta Vista Avenue
Waterloo, Iowa 50703



*Servicing the
Recycling Industry
since 1982*

The art and science of catalyst recycling

LEGEND SMELTING & RECYCLING

LegendSmeltingRecycling.com

Buyers of Catalytic Converters in a Whole Unit or on Assay

Can your Converter Buyer:

- De-can, mill, and sample converters with their equipment?
- Use an onsite lab?
- Complete an assay at their facility?
- Let you choose between assay or whole unit?

Have you ever wondered how an assay works?

Ask us how

45	46	78
Rh	Pd	Pt
Rhodium	Palladium	Platinum

PERIODIC TABLE

The Process



LOCATIONS

Headquarters Hebron Ohio

BUYING CENTERS

Newark Ohio
Liberty Hill Texas
Ypsilanti Michigan
Spring Valley California
Edinburgh Indiana
Santa Fe Springs California
Joliet Illinois
Lodi California

Contact: Joe Orlando 815-409-5252