

# Recyclers News Press

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- Safety Supervisor
- Environmental Mgr
- Stormwater Mgr
- Bookkeeper



## Quality Control for Cores - A United Front

*"Core Companies Coming Together to Increase Profits for Recyclers"*

*By Paul D'Adamo, RAS "Core Hunter"*

My goal for 2022 was to hit the road and participate in State, Regional, and National Conventions and Trade Shows to promote the concept of QC for Cores and Converters. What started as a simple campaign is now a traveling road show for Core related companies. It has been a pleasure to share the stage with Theresa from Checkmate/Car-Part, Jared from G-Core, Mark from Max Cores, Cliff from PMR, Jason from UCC, and others.

Our objective is to improve core profits for recyclers. In the process, we are shaking off some of the Old-School thinking surrounding cores. Cores are not junk; Cores are Valuable Merchandise!

### Focus On QC for Cores

As a result of a QC Core Audit in 2021 for a large multi-site operation, I boiled down the primary issues with their cores to 7 focus areas: aftermarket parts that can't be remanufactured, parts with pulleys that didn't turn, incorrect part #'s, illegible part #'s, broken housings, excessive rust or burnt parts, and poor packaging. I then branded them as the 7 Deadly Sins of Cores and decided to take it on the road.

I am NOT a Core Expert, but a Recycler working at a Core Company. This has advantages because I have become the recycler's "Inside Guy." The real Core Experts are folks who work for competitive companies. The key is that we all share a united desire to help recyclers produce a high grade of quality cores.



Continued on page 6...



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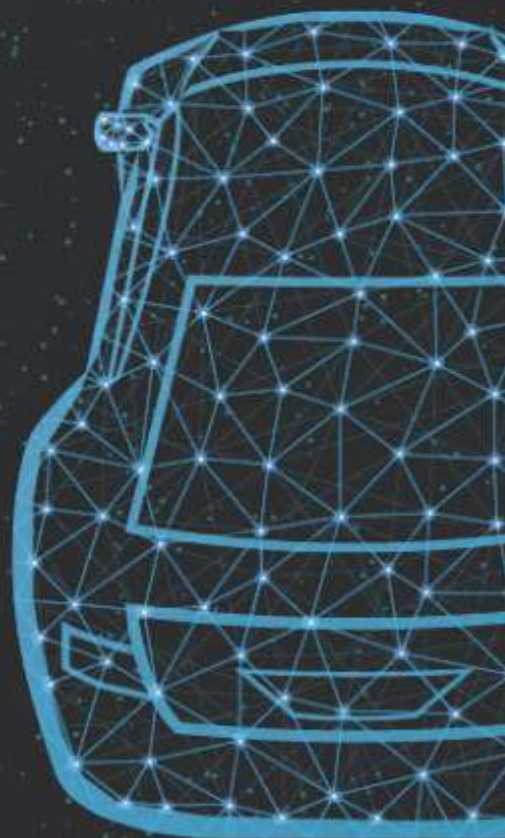
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Press

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

Sue Schauls  
204 Alta Vista Avenue  
Waterloo, Iowa 50703

Phone 319-290-7843  
[Sue.Schauls@gmail.com](mailto:Sue.Schauls@gmail.com)  
[www.SueSchauls.com](http://www.SueSchauls.com)



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Phone: 319-234-5207  
[JeremyB@waterlooautoparts.com](mailto:JeremyB@waterlooautoparts.com)

### Jeremy Heidemann Vice President

Waterloo Auto Parts  
Phone: 319-234-5207  
[Jeremy@waterlooautoparts.com](mailto:Jeremy@waterlooautoparts.com)

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Phone: 319-338-7828  
[parts@aceautorecyclers.com](mailto:parts@aceautorecyclers.com)

### Jeff Smid, Secretary

Jeff Smid Auto, Inc.  
Phone: 563-386-8290  
[jeffsmid@yahoo.com](mailto:jeffsmid@yahoo.com)

### Pat Roof

**Immediate Past President**  
Pat's Auto Salvage  
Phone: 319-232-0704  
[patsmail@patsautosalvage.com](mailto:patsmail@patsautosalvage.com)

### Jodi Kunde

**Special Funds Manager**  
North End Auto Wrecking  
Phone: 563-556-0044  
[NorthEndWrecking@aol.com](mailto:NorthEndWrecking@aol.com)

### Bart Dvorak

Ace Auto Recyclers  
Phone: 319-338-7828  
[bartdvok@gmail.com](mailto:bartdvok@gmail.com)

### Jim Oldenburger

Aikey Auto Salvage  
Phone: 319-266-4763  
[jimmy@aikeyautosalvage.com](mailto:jimmy@aikeyautosalvage.com)

### Eric Piper

Piper's Auto Salvage  
Phone: 800-247-9135  
[eric@piperautoparts.com](mailto:eric@piperautoparts.com)

### Mike Garvin

Vander Haag's, Inc DSM  
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[MikeG@VanderHaags.com](mailto:MikeG@VanderHaags.com)

### Dereck VanDerBrink

Lems Auto Recyclers, Inc.  
Phone: 712-726-320216  
[dereck@lemsauto.com](mailto:dereck@lemsauto.com)

### Mitzi Waterbury

Sandhill Auto Salvage  
Phone: 641-484-2057  
[parts@sandhillautosalvage.com](mailto:parts@sandhillautosalvage.com)

### Past President Participants

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[eric@spilmanauto.com](mailto:eric@spilmanauto.com)

#### Mike Swift

Swift's Trail End Auto Salvage  
Phone: 515-265-5696  
[Mike@TrailsEndAuto.com](mailto:Mike@TrailsEndAuto.com)

#### David Hesmer

Action Auto Parts  
Phone: 641-752-3395  
[david@action-auto-parts.com](mailto:david@action-auto-parts.com)

#### Tom Snyder

Snyder's Auto Body  
Phone: 712-542-5316  
[snyder@iowatelecom.net](mailto:snyder@iowatelecom.net)

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



# Iowa Automotive Recyclers Members & Board of Directors Meeting

September 27, 2022 — Conference call

## Members of IAR

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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.

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# 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:

*3<sup>rd</sup> 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



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# Quality Control for Cores - A United Front

*"Core Companies Coming Together to Increase Profits for Recyclers"*

*By Paul D'Adamo, RAS "Core Hunter"*

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## **Core Companies as a United Front**

Auto Recyclers are fortunate to have such a wealth of expertise and experience amongst the ranks of our vendors. Their experience and insight on quality control for cores are a benefit to recyclers and a boost to their bottom line. It is important to note that our companies and other recycler-related vendors support the industry. We ask all Recyclers to join their State Associations and ARA to keep our industry thriving.

## **It's All About Change**

Much of this comes down to one dirty little word: CHANGE. Many recyclers still harbor "old school" ideas about cores. Throw parts in a box, send it in, and expect a top-dollar return. AIR HORN SOUND!! We need top-quality core suppliers that allow remanufacturers to keep the automotive ecosystem in good health and supply customers with a choice in the marketplace. We do NOT want a proliferation of cheap aftermarket knockoffs flooding the market.



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# Quality Control for Cores - A United Front

*"Core Companies Coming Together to Increase Profits for Recyclers"*

*By Paul D'Adamo, RAS "Core Hunter"*

## Future Dates: QC for Cores (Seven Deadly Sins of Cores)

Take advantage of the next series of Conventions and Trade Shows where we will be talking about QC for Cores: TARA (Texas) August 5 & 6, Tri-State (Indianapolis) August 26 & 27, AARDA (Alberta) September 17, ARA (Orlando) September 23 & 24, ARAAC (Nova Scotia) September 30 & October 1, and ARNE (New York) November 11 & 12.



Questions on QC for Cores? Contact Paul at [pdadamo@coresupply.com](mailto:pdadamo@coresupply.com) or 401-458-9080.

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# High Voltage Vehicle Battery Storage

Excerpt from ARA High Voltage Vehicle Dismantling Protocol

## Inventory & Dismantling and High Voltage Battery Storage

If it had not already been done during the initial vehicle check in and inventory, and after the dismantler has recovered the data they need from the electric or hybrid vehicle, a properly trained dismantler utilizing the proper PPE will **1<sup>st</sup>** remove the High Voltage Battery master disconnect.

The dismantler should place the master disconnect on their tool cart away from the vehicle and **let the vehicle discharge for a minimum of 15 mins** before working on the vehicle. While this will be the process for most of the HEV/EV, always research with the manufacture of that vehicle, to find the exact process to make the vehicle safe for high voltage battery removal. It is also important to consider if the vehicle systems may be needed for any of the dismantling and part removal process.

After the proper time has passed for the high voltage system to discharge, a properly trained dismantler utilizing the proper PPE and tools will remove the High Voltage Battery assembly.

**These batteries can be very heavy.** It is important to confirm you have the proper lifting device or cooperation of a protected teammate, to be able to remove the battery following the manufactures recommended processes. Once the battery is safely removed and secured to a nonconductive pallet, it is recommended to zip tie the master disconnect plug to the opposite side of the plug in on the battery case. (Hybrid batteries should never have their cases opened by anyone other than a trained professional in High Voltage Batteries.) The properly trained dismantler will wrap any exposed/disconnected individual High Voltage wire ends in electrical tape to insulate them properly for safety.

All ARA High Voltage Warning signage, should now be replaced with **ARA High Voltage Battery Removed signage**, marking the vehicle safe for further dismantling and processing.

The High Voltage Battery assembly will then be properly stored for future sale as a ROE component or for proper recycling. Trained team members must follow the storage procedures in the ARA University. The storage must also be correct for local fire code. It is recommended that quantities of batteries be stored in a separate area, if possible segregated in a separate building or protected outdoor structure, that is easily identifiable and accessible in the event of an emergency. Store away from other combustible materials whenever possible.

Batteries must be properly stored, away from moisture, away from direct sunlight and in a clearly marked and controlled area. Nickel-metal hydride (NiMH) and Lithium-ion (Li-ion) batteries must be separated in the storage area.

Batteries can be stacked no more than two high and must be separated by a non-conductive layer such as wood or rubber sheeting. Follow the specific storage instructions for each type of battery (see ARA University and reference the Electric and Hybrid Vehicle Technology Guide).

The vehicle is now ready for dismantling, storage, and end of life processing once the other normal depollution of the vehicle has taken place.

Following the HVVDP and the normal processes that are inherent to a Certified Auto Recycler will lead to a safe process that is good for the environment, and the cyclical economy of the vehicle and its components. Every vehicle is an opportunity to find great parts for reuse and if not sold for reuse, recycling.



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# High Voltage Vehicle Battery Storage

## Excerpt from ARA High Voltage Vehicle Dismantling Protocol

Please be aware of all specially colored High Voltage wiring (usually orange) and components that are unique when transporting with forklifts or dismantling the vehicle. As an additional reminder, Inverters and other high voltage components that have been damaged in an accident or flood should be treated with caution, pending inspection by a trained specialist. The electric motor can produce energy if the drive wheels are rotated, so be mindful if moving vehicles in a manner that could result in wheel turn. Once the battery has been removed, the High Voltage energy is in the battery, and not with the vehicle but caution must always be observed.

### Transportation

HEV/EV High Voltage batteries must be transported as "dangerous goods" when shipped on ground transportation or shipping carriers. If the proper procedures have been followed, the complete high voltage battery assembly, sealed in its factory housing, with the safety interlock plug removed, can be transported safely. Safe Transportation of High Voltage batteries or cells include being packed in such a manner as to prevent short circuits, including movement which could lead to short circuits.

Once the connectors or leads are protected to prevent short circuit, the battery or cell should be wrapped with adequate dunnage to prevent movement or damage and secured or strapped to a non-conductive shipping container such as a wooden pallet or crate or other strong outer packaging conforming to general packaging requirements. Batteries must be secured to prevent inadvertent movement, and the terminals may not support the weight of other superimposed elements. Batteries that are damaged in an accident, causing the leaking of fluids or exposure of the conductors, must be handled in a very specific manner and will require special best management practices and requirements.

### Selling and Disposal

Every vehicle is full of opportunities to harvest good parts for reuse, saving consumers budgets and contributing to the sustainability goals for our planet.

Along with reuse, recycling of the non useable parts is paramount, with so many precious commodities used in the manufacturing of these vehicles. The high voltage battery and the special high voltage components are of particular focus. The most effective use of HV/ EV high voltage batteries is reuse. Reuse is the purest form of recycling saving money and precious resources. High voltage batteries and other high voltage components can be safely reused if the HVVDP protocols are followed. Another use for these components will be repurposing for other solutions. There are developing markets for people to use the high voltage components in other environmentally sustainable solutions, outside of the automotive use.

There are also developing markets for remanufactures that need the high voltage batteries as components, or the reusable resources found within them. The markets to properly dispose of the unneeded and damaged batteries are rapidly developing and a certified HVV dismantler must assure that all batteries sold or processed for recycling are delivered through proper shipping channels to be processed by an EPA R2 certified facility that will provide a traceable end of life use of the battery and or its components in a documented environmentally correct method.



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

October 12, 2022—Hotel Julien—Dubuque, Iowa

**Noon** for Lunch – Training at 1:00 pm

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 electric and hybrid vehicles.

The on-site storage and shipping of EV batteries is a growing concern in the automotive industry.

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

GlobalTech Environmental manages material intended for recycling, first by directing material to reuse if possible. Materials can also be sent for reclamation for metals within. Reclamation can happen either at GlobalTech or off site depending on material. GlobalTech Environmental is a Large Quantity Universal Waste Handler registered with the US EPA.

## Registration is required.

Send a check to Iowa Auto Recyclers or pay by credit card on the form. Credit card charges will include \$25 registration fee plus finance charge. Please register by October 7, 2022.

### Send payment to:

Iowa Auto Recyclers  
204 Alta Vista Ave  
Waterloo, Iowa 50703



If you have any questions or want more information you can email [Sue.Schauls@gmail.com](mailto:Sue.Schauls@gmail.com) or call 319-290-7843. The training is open to member and non-member auto recyclers, metal recyclers, and towing and storage facilities. Our goal is to help safely store and ship these high voltage vehicle batteries. An excellent resource for the management of high voltage vehicles can be found on the ARA's (Automotive Recyclers Association) website at <https://aracertification.com/electric-vehicles>

# Iowa Auto Recyclers High Voltage Vehicle TRAINING For on-site storage and shipping of Electric and Hybrid Vehicle Batteries October 12, 2022

**Noon** for lunch & networking **1:00pm** for training  
**Hotel Julien, 200 Main Street, Dubuque, Iowa**



[www.IowaAutomotiveRecyclers.com](http://www.IowaAutomotiveRecyclers.com)  
\$25 per person

## Registration

Email to: [Sue.Schauls@gmail.com](mailto:Sue.Schauls@gmail.com)

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Company Name: \_\_\_\_\_

Address: \_\_\_\_\_ Phone: \_\_\_\_\_

City, State & Zip: \_\_\_\_\_

Contact's Email: \_\_\_\_\_

Attendee Name: \_\_\_\_\_

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# Electric and Hybrid Vehicle Equipment and Supply Readiness Checklist

Certified Auto Recyclers maintain a standard of excellence in the auto recycling industry that facilitate compliance and safety at their facilities.

As technology changes so do the rules and commonsense best management practices. Today the industry is facing an evolution from the internal combustion engine to a wide variety of new technology in propulsion.

The Electric Vehicle or EV or hybrid electric vehicle (HEV) is already mainstream technology and the fleet of EVs on the road continues to grow. Naturally, those vehicles will make it to the end-of-life stage by wreck or time and wind up at the auto recycling facility.

Energy storage systems, usually batteries, are essential for hybrid electric vehicles (HEVs), plug-in hybrid electric vehicles (PHEVs), and all-electric vehicles (EVs). Most plug-in hybrids and all-electric vehicles use **lithium-ion batteries** or nickel metal hydride batteries.

These vehicles and specifically these batteries will require special handling, compliant shipping and a large degree of caution. Preparedness is essential.




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# Electric and Hybrid Vehicle Equipment and Supply Readiness Checklist

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

- ◇ **Stock the PPE, Tools, and Supplies** - Every auto recycler should stock the necessary Personal Protective Equipment (PPE) for processing Hybrid and Electric Vehicles including a **Lineman hook, Insulated glove liners, and Leather cover gloves.**
- ◇ Every auto recycler should stock the necessary Lock Out Tag Out (LOTO) supplies for processing Hybrid and Electric Vehicles including **Insulated padlock, Non-conductive Hasp, Rotating Electrical Plug Lockout, Steering Wheel Lockout and a Port Lockout Device.** Adopting a lockout/tagout procedure will ensure energy sources cannot be reinstated until dismantlers have completed their tasks.
- ◇
- ◇ Every auto recycler should stock the necessary safety signage for processing Hybrid and Electric Vehicles including **Signs, cones, and vehicle tags for High Voltage DANGER.** Using safety signs to communicate potential dangers and instructions will ensure awareness in the shop that high voltage electrocution is a serious matter.
- ◇ Every auto recycler should ensure that shipping personnel are trained and certified within the last three years for packaging and shipping of HazMat and/or Dangerous good including EV lithium ion batteries as well as airbags. All types of lithium batteries were recently designated as "Dangerous Goods" with shipping restrictions.



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## Don't Let Record Sales Blind You

*"It's Not What You Make, It's What You Keep"*

*By Paul D'Adamo, RAS "Core Hunter"*

As I travel the Trade Show circuit throughout the US and Canada, recyclers say that parts sales are off the charts! While the news is very exciting, I'm also hearing that labor availability and labor costs have skyrocketed, while scrap prices have turned in the other direction. Compound the labor situation with record inflation, and you will see that my topic is timely and extremely relevant. Bottom Line – Is your business profitable? How do you know?

Most auto recycling businesses are not run by CPAs or Financial Analysts. We are entrepreneurs who have always managed to be profitable by squeezing the most out of what we had. Our business has become more complicated over the

last couple of decades. Basic business tools like a P&L (Profit & Loss Statement) are critical to knowing what is going on in your business. *The idea of using your checkbook balance as a measure of your profit isn't accurate and can lead to wild swings in managing your business.*

In the 90s, when I attended ARA and URG Conferences, Jim Counts drilled a couple of sayings into my head. "Are you running your business or is your business running you" and "It's not what you make, it's what you keep." With that in mind, I made it a priority to attend every seminar related to financial matters. Over time, I transitioned my business from "checkbook balance" mode to a "P&L" model.

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# Don't Let Record Sales Blind You

*"It's Not What You Make, It's What You Keep"*

*By Paul D'Adamo, RAS "Core Hunter"*

## Is Your Business Profitable?

There is a reason they call the Bottom Line, the Bottom Line. It's called Net Profit: Income minus Expenses. However, the organization of the P&L is critical for us non-accountant types to understand how we run our business. Having your key income and expense line items appropriately organized allows you to see your revenue streams while also managing your expenses.

Do you know what your current labor costs are? If you dread looking at your monthly P&L, this is a WAKE-UP CALL to make a change!



Change will not be easy. This is hard work as your current bookkeeping has been in place for years. Need some guidance? Email me for a "model" P&L Statement. It's not perfect, but it will give you a comparison to your current statement. My model statement is categorized and prioritized to the needs of your business.

## Expect Resistance!

During my two years of consulting (post-Pick-n-Pull, pre-RAS), I found that most recyclers' P&Ls were not used, primarily because they were not organized. Accounts were in the wrong place, income and expenses were miscategorized, and while their accountant could pull enough information from them for tax purposes, the document was useless!

## What's In It For Me?

While I want you to await next month's P&L anxiously, I have a selfish interest in this endeavor. Your P&L should have a breakdown of your "non-parts" revenue stream, including scrap, cores, converters, commodities, and recalls. Once you see the percentage of income for non-parts sales, you can better maximize opportunities (wink, wink – keep me in mind). Most recyclers will be surprised how much revenue comes from non-parts revenue. . .but you will never know unless your P&L works correctly.

Questions on Cores, Recalls, or Converters? Contact Paul at [pdadamo@coresupply.com](mailto:pdadamo@coresupply.com) or 401-458-9080.



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# Smart Shipping

By Steven Haas, Freight Partners Group

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I totally understand that your shipping and logistics activities have been a moving target for the past couple of years and we've all been advised that rates are expected to increase 7-11%.

**Take Pride** These days, it is rare to have products picked up and delivered on time yet your shipping department oftentimes serves as the primary point of contact between your company and your customers. Stay a bit closer to things in 2023 and encourage everyone involved to take a-bit of pride in their work.

**Encourage Accuracy** If you can install pride then this next step is easy, have your logistics managers encourage accuracy with freight class, weight and even NMFC codes. The days of cheating on weight and class were over long ago and if you encourage your team to improve on accuracy they will derail unforeseen up-charges for you.

**Keep a Solid Scorecard** Begin to keep a carrier scorecard that tracks carrier usage, on-time delivery ratios, damage, loss and claims resolution. Once you identify your "bad actors" call them on their performance and if they can't find a way to improve – then you should consider your options. When you start keeping score the score always goes up – enough said on this so lets move things along...

**Demand Visibility and Transparency for Increased Accountability** While you're measuring carrier performance make certain that you share your expectations.

The "worm" is about to turn again from a carriers to a shippers market AND the carriers know this so they will be much more open to more flexible contracts and agreements.

Besides, the shipping and logistics industry has evolved to such extent that we now have both the technology and the resources to provide visibility and transparency for increased accountability.



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# Smart Shipping

By Steven Haas, Freight Partners Group

These are the new entry-fee items and if your current providers won't step up - you should find new partners who will.

## Do a Little Homework and Get Your Inbound Vendor Freight Under Control

And finally, If your inbound vendor freight is unpoliced and uncontrolled, the vendors you know, like and trust are most likely marking your freight up by 25 -35%.

This is very simple exercise...ask your account reps for their shipping data and if the freight allowances they've been providing don't match up with their invoices then simply issue a corporate routing guide and get the offenders under control.

**A BIT 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. 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](mailto: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 then partners with those members to eliminate complexities & costs.

**For more info about Freight Partners Group or to request free set up on their EZ-SHIP platform or request a courtesy rate study & supply chain examination go to [www.freightpartnersgroup.com](http://www.freightpartnersgroup.com)**

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## Meet Our 2022 Scholarship Recipients!

**IAR is proud to be able to support the recipients of this year's scholarships.**

**Nicholas Hormann** son of Dereck Hormann from Spilman Auto Parts, Bloomfield was awarded the IAR Scholarship. Nicholas will study criminal justice at Indian Hills Community College. Nicholas plans to work as a police officer and volunteer EMS after graduation.

**Anna McChesney**, daughter of Jonathon McChesney, McChesney Auto, Somers, was awarded the IAR Scholarship. Anna is currently studying to be an elementary school teacher at Dordt University. Anna plans to pursue a teaching position in a small town after graduation.

**Ellie McChesney**, daughter of Jonathon McChesney, McChesney Auto, Somers, was awarded the IAR Scholarship. Ellie is currently studying to be an accountant at Iowa State University. Ellie plans to pass the CPA exam after graduation.

**Jacob Sandbulte**, grandson of Ed Regnerus, B & B Salvage, Sioux Center was awarded the IAR Scholarship. Jacob will study History Education at Northwestern College with aspirations of becoming a high school history teacher.

**Lauren Regnerus**, granddaughter of Frank Regnerus, B & B Salvage, Sioux Center was awarded the IAR Scholarship. Lauren plans to study to be an accountant at Dordt University. Lauren plans to work as an accountant in northwest Iowa after graduation.

**Hanah Van Beek**, granddaughter of Ed Regnerus, B & B Salvage, Sioux Center was awarded the IAR Scholarship. Hanah will study pre-med at Dordt University. Hanah would like to be a combat medical service with the Army then continue her education to become an Army Doctor, treating those who are serving our country with the highest standard of patient care possible.

**Carson Wright**, son of Joe Wright, Spilman's Auto Parts, Bloomfield, was awarded the IAR Scholarship. Carson is studying sports management and business administration at Graceland University. Carson plans to pursue employment with a professional sports team after graduation.



*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*

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