



# Recyclers News Press

## Inside this issue:

From the cover 8  
Cyber Security

Board Meeting 4  
Notes

FTC Fact 10  
Sheet on  
Ransomware

2025 GMARE 12  
recap

Member 14  
Application

Industry 16  
Updates



### Routing Slip

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

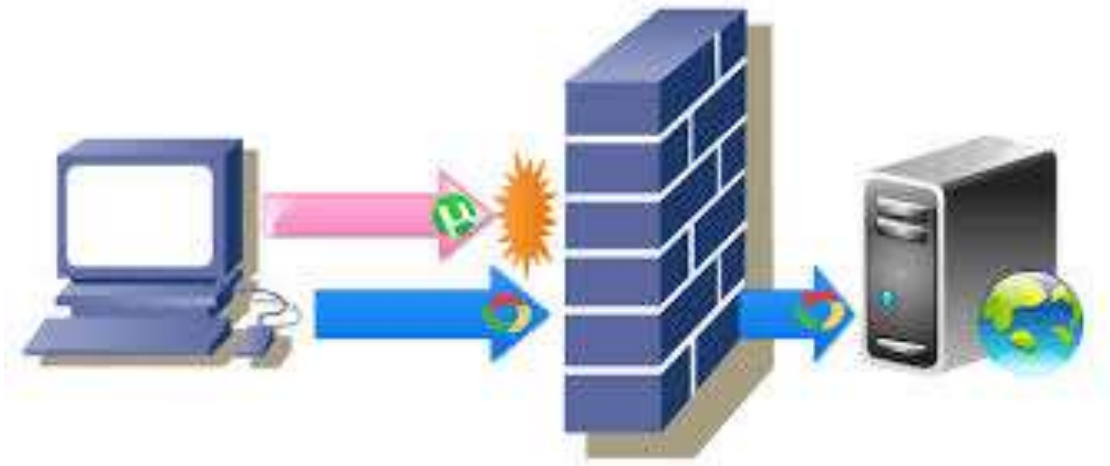


## Cyber Security from Ransomware

Ransomware is a type of malware (malicious software) that encrypts and locks access to a victim's files, devices, or entire network until a ransom is paid, often in cryptocurrency, to receive the decryption key. Attackers may also threaten to sell or leak stolen data (double extortion), and they often deliver ransomware via phishing emails or exploit vulnerabilities in a system. Ransomware attacks can have devastating financial and operational consequences for individuals and organizations.

To defend against ransomware, small businesses should regularly back up data to an offline location, keep all software and systems updated, train employees to spot phishing and suspicious activity, enforce strong passwords with multi-factor authentication (MFA), use firewalls and antivirus software, and have a clear incident response plan ready.

Continued on page 8...



## Save-the-date

GMARE March 6-7, 2026

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

# **BUNDLE AND \$AVE**



# **Checkmate®**

## **Recycler Management System by Car-Part.com**

- **Car-Part Interchange Plus (CPI+)**  
Enhanced interchange for 100+ new part types
- **Car-Part.com Demand Data**  
Demand Data from the #1 Recycled Parts Marketplace, powered by CPI+, to help you buy, inventory, and sell parts
- **Bidmate** - Car Buying & Evaluation Tool
- **Partmate** - Tablet based Vehicle Inventory & Pricing Tool
- **CrashLink** - OEM Data, Diagrams, Schematics
- **Photomate** - Inventory Management on your Smartphone
- **Profit Team Reports and Real Time Dashboards**
- **Order Trakker** - Production Management
- **Exchange Yards** - Yards plus Aftermarket and Reman Suppliers
- **Car-Part Gold** - Your inventory on all our platforms including mobile!
- **eBay Listing Manager**  
Create and optimize listings, all within Checkmate!

## **...and more!**

**859-344-1925 • Products.Car-Part.com**



**LEARN MORE**  
+ Schedule a  
**FREE Demo**  
and Savings  
Comparison!





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

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)

#### IAR's 2024-2026 Board of Directors

##### **Mike Swift** **President**

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

##### **Mitzi Waterbury** **Vice President**

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

##### **Joel McCaw** **Treasurer**

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

##### **Pat Roof** **Secretary**

**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)

##### **Tyler Theune**

Vander Haag's, Inc DSM  
Phone: 515-265-1451  
[tyler.theune@vanderhaags.com](mailto:tyler.theune@vanderhaags.com)

##### **Andrew Galinsky**

Sam's Riverside  
Phone: 525-265-8792  
[Andrew@samsriverside.com](mailto:Andrew@samsriverside.com)

##### **Jason Ennenga**

New Deal Auto Salvage  
Phone: 319-234-2712  
[newdealautosalvage@gmail.com](mailto:newdealautosalvage@gmail.com)

##### **Cohen Piper**

Spilman Auto Parts, Inc  
Phone: 641-664-2463  
[cohen@spilmanauto.com](mailto:cohen@spilmanauto.com)

##### **Danny Lehmkuhl**

Sun Line, Inc.  
Phone: 319-364-4000  
[danny@sunlineparts.com](mailto:danny@sunlineparts.com)

##### **Past President Participants**

##### **Jeremy Bevard**

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

##### **Eric Piper**

Spilman Auto Parts, Inc  
Phone: 641-664-2463  
[eric@spilmanauto.com](mailto:eric@spilmanauto.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 Board of Directors Meeting

Tuesday, June 24, 2025 – Teleconference

## Members of IAR

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

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

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

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

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

*High Country Auto*  
Cherokee, IA

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

*Hulett & Son Auto Salvage*  
Creston, IA

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

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

*Jerry Carney & Sons*  
Ames, IA  
[www.CarneyAutoParts.com](http://www.CarneyAutoParts.com)

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

Welcome from President Mike Swift, Call to Order at 5:25 pm, Roll Call, and Anti-trust statement reminder.

Mike discussed getting prepared for Towing issue that will lead to legislative action in 2026. The Board will brainstorm any anticipated issues at the next meeting on July 15, 2025 at 5:15 pm. All members are welcome to join in. We may do a survey monkey to see if members have specific issues to address. We will summarize the current law and downfalls of Iowa's shortest in the nation holding period for discussion with Jim, our Lobbyist.

A GMARE conference call was held last week on June 19, 2025, at 10:00 am. Good progress was made on wrapping up last year's successful event, dividing out the duties going forward and putting together an agenda based on feedback from the follow-up discussion at GMARE. A venue in Omaha that is not in the downtown area and with good parking has been identified. The dates available are March 5-6, 2026.

**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](http://www.northendwrecking.com)

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

# Iowa Automotive Recyclers Board of Directors Meeting

Tuesday, June 24, 2025 – Teleconference

The Nebraska folks will put a hold on the venue if it has adequate training and vendors rooms available and bring that information back to the next planning call on July 24, 2025, at 10:00. Mike Swift, Pat Roof, and Sue Schauls are the three Iowa committee members for GMARE planning. We are still waiting to get the proceeds check from 2025.

The budget was discussed. We have been running on fumes since the pandemic, so the discussion centered on making a withdrawal from the investment account to cover the expenses through the end of the year. Pat Roff moved that we move \$15,000 from the investment account to the general fund. Jodi Kunde second the motion. Motion carried.

The Board meeting schedule will include a face-to-face meeting in September with a tour if possible. All members will be invited, and we may add a training class.

## **Tow summary (Thank you Jason Ennenga!)**

Based on the information available, Iowa's towing laws allow for a relatively short holding period before a vehicle can be declared abandoned and sold.

Key Points about Iowa Towing Law:

- **Quick Towing & Abandonment:** A vehicle parked illegally for just 24 hours can be towed and declared abandoned the same day.
- **10-Day Reclaim Period:** Owners generally have 10 days from the date of a certified letter notification from the towing company to reclaim their vehicle and/or personal property.
- **Shortest Timespan for Sale:** Iowa has one of the shortest timeframes nationally for selling a vehicle as abandoned, allowing for sale as early as 10 days after the towing company's written notice.
- **Tow Company Keeps Proceeds:** If a vehicle towed from private property goes unclaimed, the towing company is allowed to keep the proceeds from its sale at public auction.



## Members of IAR

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

*Lambirth Enterprises, Inc.*  
Bussey, IA  
[Lambirthtruckspartsandtowing.com](http://Lambirthtruckspartsandtowing.com)

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

*Lyle's Auto Salvage*  
Oto, IA

*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)

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

*Pat's Auto Salvage, LLC*  
Waterloo, IA  
[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)

# Iowa Automotive Recyclers Board of Directors Meeting

Tuesday, June 24, 2025 – Teleconference

## Members of IAR

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

Rairden's Auto Salvage & Towing  
Keokuk, IA  
[rairdenstowing.com](http://rairdenstowing.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)

Smitty's Auto Recycling  
Fairfield, IA  
[smittysautorecycling.com](http://smittysautorecycling.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)

Sudol Auto Parts  
Nashua, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)

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

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

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

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

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

- Weak Consumer Protection: Consumer advocates consider Iowa's towing laws some of the weakest in the nation, providing limited protection for vehicle owners.

### Comparison to Average Holding Period:

While there is no specific national average for vehicle impound duration provided, the information suggests that Iowa's 10-day period for potential sale is considered one of the shortest in the country. This implies that the average holding period in other states is likely longer.

In summary, Iowa's towing laws, particularly regarding the holding period before a vehicle can be deemed abandoned and sold, are characterized by quick timelines compared to the national average. This difference has led to criticism from consumer advocates who argue that the laws offer limited protection for vehicle owners.

### Meeting Schedule:

*Generally, 3<sup>rd</sup> Tuesday of the month at 5:15 pm for conference calls with quarterly face-to-face.*

July 19, 2025 – 5:15 Conference call – date moved to follow GMARE call  
August 19, 2025 – 5:15 Conference call  
September TBD, 2025 – Face-to-Face  
October 15-18, 2025 – ARA Convention Birmingham, Alabama  
October 21, 2025 – 5:15 Conference call

Respectfully  
Submitted,  
Pat Roof, IAR Secretary



*"Fast & Courteous Service"*

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

515-265-5696  
515-262-8860

[www.trailsendauto.com](http://www.trailsendauto.com)  
[www.swiftautosalvage.com](http://www.swiftautosalvage.com)



1720 East Washington  
Des Moines, Iowa 50316





# Iowa Automotive Recyclers Board of Directors Meeting

Tuesday, July 29, 2025 – 5:15 pm **Teleconference**

Welcome from President Mike Swift and call to order at 5:22 p.m. with an Anti-trust statement reminder.

GMARE will be booked at Embassy Suites in LaVista, Nebraska (suburb of Omaha) for March 6-7, 2026.

The board members reviewed the GMARE draft agenda by discussing the proposed topics and drilling down on scheduling and content. Credit card fraud, cyber security and high voltage vehicles topics will be covered on Friday in addition to inventory management classes. Saturday's agenda will be geared toward Sales School topics.

Legislative – DOT contact Mike Swift to discuss changes to junk certificates and NMVTIS, etc. in anticipation of e-titling. Mike will set up an in-person meeting with the DOT and the Legislative committee as soon as possible. We will try to introduce the removal of junk certificates for licensed auto recyclers reporting to NMVTIS which will best accomplished with an Iowa NMVTIS system implementation.

Jodi brought up another DOT issues with a letter that was sent out indicating that "temp tags" will no longer be handwritten paper plates but a document issued via the ARTS system on a specific medium supplied by an authorized supplier. Everyone will require an ARTS system login and the supplies to print the document issued with a specific number generated per transfer. Card stock will no longer be available from the county courthouse. Watch for more information from the Iowa DOT.

Budget was discussed briefly. The GMARE check was received. The Lobbyist was paid. Scholarships will be paid soon to hit the student's U-bill account at first billing. Hotlines, Inc. will be contacted again to find out if the sponsorship will continue. The Baird account withdrawal will be transacted soon so that will balance the budget through the end of the year.

Facility tour and/or a face-to-face meeting will be planned for September 2025.

Jodi moved to adjourn at 6:27 pm.  
Pat second. Motion carried

*Respectfully  
Submitted,  
Pat Rooff,  
IAR Secretary*

## Members of IAR

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

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

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

*Vander Haag's, Inc.  
Winamac, In  
[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)*

*Sudol Auto Parts  
(formerly Wilkens)  
Nashua, IA  
[www.wilkenandsons.com](http://www.wilkenandsons.com)*

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



**Sioux City Compressed Steel**

2600 Boulevard of Champions  
Sioux City, IA 51111

**Competitive Pricing on all your  
Metals and Steel Scrap**

Rolloff & Lugger Services

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



# Cyber Security from Ransomware

## 1. Data Backups & Recovery

**Regular, Offline Backups:** Routinely back up critical data to an external device or cloud service that is not continuously connected to your network.

**Test Restores:** Periodically test your backups to ensure they can be restored properly in the event of an attack.

## 2. Software & System Updates

**Patching:** Promptly apply software updates and patches as they are released to fix known vulnerabilities that ransomware often exploits.

**Automatic Updates:**

Configure security software and operating systems to update automatically when possible.

## 3. Employee Training & Awareness

**Phishing Awareness:** Train employees to recognize and avoid phishing emails, which often carry ransomware.

**Safe Practices:** Educate staff on safe internet use, strong passwords, and the risks of downloading files from untrusted sources.

## 4. Strong Authentication/ Access Controls

**Strong Passwords:** Enforce policies that require employees to use strong, complex passwords and change them regularly.

**Multi-Factor Authentication (MFA):** Implement MFA for an extra layer of security, requiring users to verify their identity with multiple methods.

**Principle of Least Privilege:** Limit user and admin privileges to only the resources necessary for their job to reduce the potential spread of malware.

## 5. Network & Endpoint Security

**Firewalls & Antivirus:** Install and maintain firewalls and antivirus software to block unauthorized access and detect malicious programs.



**Endpoint Detection & Response (EDR):** Use EDR tools to monitor workstations and servers for suspicious activity.

**Network Segmentation:** Divide your network into smaller, isolated segments to prevent an infection from spreading from one part to another.

## 6. Incident Response Plan

**Develop a Plan:** Create a clear, written plan detailing the steps your business will take if a ransomware attack occurs, including who to contact and how to contain the damage.

**Containment:** Your plan should include how to immediately disconnect infected computers or devices from the network.

**Enforcing actions against ransomware criminals** involves a collaborative effort from various government agencies, particularly in the United States involving several key agencies.

**Federal Bureau of Investigation (FBI):** The FBI is the lead federal agency for investigating cyberattacks and intrusions, including ransomware incidents. They focus on identifying and prosecuting cybercriminals and disrupting ransomware networks. They also operate the Internet Crime Complaint Center (IC3) where the public can report cybercrimes.

**Department of Justice (DOJ):** The DOJ, through its Criminal Division and specifically the Computer Crime & Intellectual Property Section (CCIPS), leads efforts to fight cybercrime and prosecute those involved in ransomware schemes.



# Cyber Security from Ransomware

Department of Homeland Security (DHS): DHS and its components, such as the Cybersecurity and Infrastructure Security Agency (CISA) and Homeland Security Investigations (HSI), play a significant role in strengthening cybersecurity resilience, investigating malicious cyber activity, and assisting victims of ransomware attacks. CISA also provides resources and tools to help organizations fortify their cybersecurity defenses.

United States Secret Service (USSS): The Secret Service investigates cyber-enabled crimes, with a focus on protecting the nation's financial infrastructure. They also work with partners through their Cyber Fraud Task Forces (CFTF) to combat cybercrime.

Department of the Treasury: The Treasury Department plays a vital role by implementing sanctions against entities and individuals involved in ransomware attacks and other cybercriminal activities. For instance, the Office of Foreign Assets Control (OFAC) can designate ransomware groups and prohibit transactions with them, [according to Lewis Brisbois Bisgaard & Smith LLP](#).

## International cooperation

Given the transnational nature of ransomware, international cooperation is crucial. The US collaborates with law enforcement agencies and international partners worldwide to investigate and disrupt ransomware operations. Initiatives like the Counter Ransomware Initiative (CRI) foster international collaboration and information sharing to combat this global threat. In essence, a multi-faceted approach involving domestic law enforcement, intelligence agencies, and international collaboration is essential to combat ransomware criminals and protect critical infrastructure and businesses from these cyber threats.

**URG has issued an statement** recently advising action and announcing upcoming webinars.

URG recommends:

## “Steps You Can Take Now

While URG builds long-term protections, we urge you to take the following actions immediately. These same steps will be covered in greater depth during the webinar:

**Review Vendor Access:** Audit all third-party vendors and the remote access tools they use. Ensure software is fully patched. Revoke access for inactive vendors.

**Strengthen Firewalls:** Confirm your firewall is configured to block non-essential traffic. Consider a professional review of your setup.

**Implement a 3-2-1 Backup Strategy:** Maintain at least three copies of your data, on two types of media, with one stored off-site or offline. Regularly test your backups.

**Enforce Least Privilege Access:** Limit both vendor and employee permissions to only what is necessary. This reduces the damage if one account is compromised.

By taking these proactive steps, we can significantly reduce our collective risk and build a more resilient recycling community.

## A Note on Insurance Coverage

If you have been impacted and do not carry a dedicated cyber insurance policy, review your business owners' policy. Some may include coverage for business interruption or limited cyber protections. It's worth confirming with your provider whether cyber-related events are covered."

Our own Jeremy Heidemann also has an in depth approach to Cyber Security in an ARA article you can read at <https://www.a-r-a.org/news/the-cybersecurity-playbook/>.

We will be hearing more from Jeremy soon!



**DAVID HESMER**

**ACTION AUTO PARTS**

WE ARE YOUR AUTO & TRUCK SALVAGE SOURCE  
FOREIGN & DOMESTIC - USED - REBUILT & NEW PARTS

**LET US SAVE YOU MONEY**

100 S. 18th Ave., P.O. Box 264  
Marshalltown, Iowa 50158  
[www.action-auto-parts.com](http://www.action-auto-parts.com)

641-752-3395  
1-800-373-3995  
[david@action-auto-parts.com](mailto:david@action-auto-parts.com)

# Cybersecurity for Small Business: Ransomware

## CYBERSECURITY FOR SMALL BUSINESS

# RANSOMWARE

### Someone in your company gets an email.

It looks legitimate — but with one click on a link, or one download of an attachment, everyone is locked out of your network. That link downloaded software that holds your data hostage. That's a ransomware attack.

The attackers ask for money or cryptocurrency, but even if you pay, you don't know if the cybercriminals will keep your data or destroy your files. Meanwhile, the information you need to run your business and sensitive details about your customers, employees, and company are now in criminal hands. Ransomware can take a serious toll on your business.

## HOW IT HAPPENS



### Scam emails

with links and attachments that put your data and network at risk. These phishing emails make up most ransomware attacks.



### Server vulnerabilities

which can be exploited by hackers.



### Infected websites

that automatically download malicious software onto your computer.



### Online ads

that contain malicious code — even on websites you know and trust.

LEARN MORE AT:  
[FTC.gov/SmallBusiness](https://www.ftc.gov/SmallBusiness)



FEDERAL TRADE  
COMMISSION

NIST  
National Institute of  
Standards and Technology  
U.S. Department of Commerce



Homeland  
Security

# Cybersecurity for Small Business: Ransomware

## CYBERSECURITY FOR SMALL BUSINESS

### HOW TO PROTECT YOUR BUSINESS



#### Have a plan

How would your business stay up and running after a ransomware attack? Put this plan in writing and share it with everyone who needs to know.



#### Back up your data

Regularly save important files to a drive or server that's not connected to your network. Make data backup part of your routine business operations.



#### Keep your security up to date

Always install the latest patches and updates. Look for additional means of protection, like email authentication, and intrusion prevention software, and set them to update automatically on your computer. On mobile devices, you may have to do it manually.



#### Alert your staff

Teach them how to avoid phishing scams and show them some of the common ways computers and devices become infected. Include tips for spotting and protecting against ransomware in your regular orientation and training.

### WHAT TO DO IF YOU'RE ATTACKED



#### Limit the damage

Immediately disconnect the infected computers or devices from your network. If your data has been stolen, take steps to protect your company and notify those who might be affected.

#### Contact the authorities

Report the attack right away to your local FBI office.

#### Notify customers

If your data or personal information was compromised, make sure you notify the affected parties – they could be at risk of identity theft. Find information on how to do that at *Data Breach Response: A Guide for Business*. You can find it at [FTC.gov/DataBreach](https://www.ftc.gov/DataBreach).

#### Keep your business running

Now's the time to implement that plan. Having data backed up will help.

#### Should I pay the ransom?

Law enforcement doesn't recommend that, but it's up to you to determine whether the risks and costs of paying are worth the possibility of getting your files back. However, paying the ransom may not guarantee you get your data back.

LEARN MORE AT:  
[FTC.gov/SmallBusiness](https://www.ftc.gov/SmallBusiness)



FEDERAL TRADE  
COMMISSION

NIST  
National Institute of  
Standards and Technology  
U.S. Department of Commerce



Homeland  
Security



# GMARE 2025 – Lincoln, Nebraska

## Could a child's tricycle stand this test!

*By Mike French*

The air was electric with anticipation! Would the tricycle withstand the weight of this giant man? Laughter erupted as the towering figure, boldly mounted the tiny tricycle once belonging to a little boy, pedaling across the room for everyone to see!

As the chaplain for the automotive recycling industry, I have the privilege of attending recycler events across the nation. Each gathering is a unique adventure, showcasing its own distinct flavor, whether it's a large national event or something smaller such as a multi or single state event.

### **GMARE 2025 - A historic collaboration**

I can often sense the spirit of a conference the moment I arrive. Recently, I attended the Greater Midwest Automotive Recyclers Exposition (GMARE) at the newly renovated Embassy Suites in Lincoln, NE. This year's event was particularly special, marking a historic milestone as the Iowa Automotive Recyclers Association (Sue Schauls) joined forces with Nebraska's association (Connie Schroeder) for the first time since 2009. The buzz at the event was positive and strong, attendance soared, and excitement filled the air.

### **Bring Your Own Recycler**

With the theme "Bring Your Own Recycler," the event kicked off with an exhilarating keynote address by Shannon Nordstrom from the Automotive Recyclers Association (ARA). Led in on a leash, he humorously demonstrated the theme, delivering insights that set an inspiring tone for the weekend. Attendees were treated to a treasure trove of learning opportunities, with engaging educational sessions by presenters like Theresa Colbert (Car-Part.com), Amanda Urban (Hollander), Kristin Alexander (URG), Sue Schauls (I Care Program), and Elizabeth Wallace (VET), designed to share industry knowledge, best practices, and innovative strategies. The hallways buzzed with conversations as top industry vendors showcased their offerings at tables lining the walls.

### **GMARE 2025 in one sentence**

If I had to sum up GMARE in one sentence, it would be this: "GMARE was a celebration of friendly recyclers enthusiastically empowering one another in transformative ways."



# GMARE 2025 – Lincoln, Nebraska

## Could a child's tricycle stand this test!

*By Mike French*

### Therefore

As I captured countless moments through my camera lens, I witnessed an outpouring of smiles and camaraderie. Attendees eagerly networked, exchanging valuable ideas in small groups throughout the hallways, at mealtime tables, and during breaks. The presentations from industry leaders were a goldmine of insights, complete with outlines, photos, and personal anecdotes that illuminated the path to success for recyclers.

### How did the tricycle and big rider do?

The grand finale on Friday evening featured a lively banquet, networking opportunities, and an auction benefiting a worthy cause. Among the donated items was a charming little tricycle, and in a moment of spontaneity, Mike Swift, a former ARA president, decided to show off his sense of humor. To everyone's delight, he hopped on the tricycle and pedaled away, proving that it could indeed hold his weight!

The laughter and joy in that moment encapsulated the spirit of GMARE—a gathering of passionate individuals ready to take their recycling ventures to new heights!



Save-the-date  
March 6-7, 2026

### 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**

[paull@cagworld.com](mailto:paull@cagworld.com)

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



**CASUALTY  
ADJUSTER'S GUIDE®**

**Claims • Disaster • Recovery**

# Join Iowa Automotive Recyclers Today!

## Iowa Automotive Recyclers Membership Application



Company Name:

---

Contact Person & Title:

---

Address:

---

City, State & Zip:

---

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Telephone: \_\_\_\_\_

**Direct Membership Dues \$400** Iowa auto recycling facilities  
(Iowa business which dismantles and sell used automotive parts)

**Associate Membership Dues \$300** Out-of-state auto recyclers and product or service providers  
to the auto recycling industry.

Enclosed is my IAR annual membership check:

Signature \_\_\_\_\_

Date: \_\_\_\_\_, 20\_\_\_\_

*Membership is subject to approval by the IAR Board.*

Please return form and the membership dues to:

**Iowa Automotive Recyclers –204 Alta Vista Ave Avenue – Waterloo, Iowa 50703**

Contact Executive Director Sue Schauls at [Sue.Schauls@gmail.com](mailto:Sue.Schauls@gmail.com)  
or Phone 319-290-7843



## Associate Members

Accurate Converter  
Joliet, IL  
[www.AccurateConverter.com](http://www.AccurateConverter.com)

Aljon by C&C Manufacturing  
Ottumwa, IA  
[www.candcmfg.net](http://www.candcmfg.net)

Alter Metal Recycling  
Des Moines, IA  
[www.altertrading.com](http://www.altertrading.com)

Auto Data Direct, Inc.  
Tallahassee, FL  
[www.add123.com](http://www.add123.com)

Bank Iowa Insurance LLC  
Waterloo, IA  
[www.bankiowainsurance.com](http://www.bankiowainsurance.com)

Buckingham Auto Crushing  
Leon, IA

Car-Part.com  
Ft Wright, KY  
[www.car-part.com](http://www.car-part.com)

Casualty Adjuster's Guide  
of Iowa/Nebraska  
Waseca, MN  
[www.cagworld.com](http://www.cagworld.com)

Hollander  
Plymouth, MN  
[www.HollanderParts.com](http://www.HollanderParts.com)

Hotlines, Inc.  
Council Bluffs, IA  
[www.partshotlines.com](http://www.partshotlines.com)

IIADA  
West Branch, IA  
[www.iowaiada.com](http://www.iowaiada.com)

Iowa Metal Recycling  
Evansdale, IA  
[www.iowametalrecycling.com](http://www.iowametalrecycling.com)

Legend Smelting & Recycling  
Joliet, IL  
[www.LegendSmelting.com](http://www.LegendSmelting.com)

LKQ Corporation  
Chicago, IL  
[www.LKQCorp.com](http://www.LKQCorp.com)

LMC Insurance  
Des Moines, IA  
[www.lmcins.com](http://www.lmcins.com)

Nordstrom's Automotive  
Garretson, SD  
[www.nordstromsauto.com](http://www.nordstromsauto.com)

S & L Auto Parts, Inc.  
Newton, IA

Sheetz Towing  
Evansdale, IA

Shine Bros. Corp.  
Spencer, IA  
[www.shinebros.com](http://www.shinebros.com)

Sioux City Compressed Steel  
Sioux City, IA  
[www.CompressedSteel.com](http://www.CompressedSteel.com)

United Catalyst Corp  
Greenville, SC  
[UnitedCatalystCorporation.com](http://UnitedCatalystCorporation.com)



**319-233-5238**

**Call for a quote today!**

212 N Evans Road  
Evansdale, IA 50707  
[office@IowaMetalRecycling.com](mailto:office@IowaMetalRecycling.com)  
[IowaMetalRecycling.com](http://IowaMetalRecycling.com)

*Locally Owned & Operated*

## Industry News

### Tariffs on auto parts impact insurance costs and repair claims

By Rob Merwin on August 20, 2025 Read the article at <https://www.aftermarketmatters.com/national-news/tariffs-on-auto-parts-impact-repair-claims-and-insurance-costs/>

*New research projects that the national average cost of car insurance could increase 7%. Here's how insurance costs could rise in states by the end of 2025*

Cambridge, Mass.—The U.S. has imposed several rounds of tariffs that raise the cost of auto parts, increasing the cost of repair claims for insurers. Recently announced trade deals place tariffs on imports of automobiles and auto parts from Japan, South Korea, and the European Union at 15%.

For context, Japan is the fourth-largest exporter of auto parts to the U.S., South Korea is the fifth, and Germany is the sixth. And inflation, which was falling early in the year, has increased since April, while extreme weather is also fueling high insurance premiums, from fires to flooding.

As a result, insurers are bracing for a rate increase. In an earnings call, Allstate CEO Tom Wilson said, "If we need to raise prices, we will raise prices just like we did in the pandemic because with our margins, we don't have a lot of room to absorb [the cost]."

A new report from Insurify projects that the national average cost of full-coverage car insurance will increase 4% by year's end (\$2,402) and up to 7% (\$2,472) if prolonged tariffs lead to significant insurer losses.

So what does that all mean? Insurify data scientists modeled how insurance costs could rise in each state by the end of 2025, using proprietary quote data, tariff projections and insurance industry losses.

Iowa is listed as one of the 10 cheapest states for car insurance in 2025

- Year-end annual cost projection, without tariffs: \$1,548 (-2% year-over-year)
- Year-end annual cost projection, with tariffs: \$1,593 (+1% year-over-year)
- Average annual cost (June 2025): \$1,485
- Second half of 2025 projected cost increase: 4% without tariffs



**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](https://ADD123.com)  
or contact us at [salvage@add123.com](mailto:salvage@add123.com)

 **AutoDataDirect, Inc.**



# Industry News

## Emily Yancey Nominated to Executive Committee of ARA

ARA announced that professional automotive recycler Emily Yancey of Yancey Auto Parts in Perry, Missouri has been nominated to join the Association Executive Committee as Secretary for 2025-2026. Emily currently works with the sales and buying departments at Yancey's, a family-owned business founded in 1981 by Emily's grandparents Bill and Frances Yancey, as well as her father Dean and uncle Jason. She will be formally confirmed by the ARA Board of Directors and Membership during ARA's 82nd Annual Convention and Exposition taking place October 15-18th in Birmingham, Alabama.

"It is an honor to announce Emily Yancey as the next incoming Executive Committee member," said Nick Daurio, ARA Immediate Past President and chair of this year's Nominating Committee. "Emily's passion for ARA and professional recycling are second to none. She has proven herself as a strong leader, and this next step in Emily's professional auto recycling journey will enhance ARA, the Executive Committee, and the success of its members for many years to come."

Emily is a third-generation automotive recycler who was brought up in the family business. She currently serves as Chair of ARA's Interchange Committee and sits on the ARA Board of Directors as well as the Board of the Missouri Automotive and Truck Recyclers Association.

"This is something that I have always wanted to do and has been a goal of mine from a very early age," said Emily. "I look forward to giving back to an industry that has given so much to me and my family. I am excited and honored to have this opportunity to work with such a good team to shape the future of auto recycling."

Read the story at <https://www.a-r-a.org/ara-leadership/ara-nominates-next-executive-committee-member/>



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

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

**W**aterloo 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**



# Industry Update

## From the Automotive Recyclers Association

### Quality Assurance Partnership & Resources

United Recyclers Group (URG) and Automotive Recyclers Association (ARA) proudly announce a partnership agreement that will redefine industry standards with a new quality assurance program for professional automotive recyclers. The agreement was signed at the recent United Recyclers Group Annual Conference and represents collaborative discussions that have taken place over the past year about what a unified quality assurance program might look like.

"This agreement represents a new path forward in industry collaboration and excellence," said ARA Executive Director, Vince Edivan. "Using the work that both organizations have done in this area, we look forward to continuing to work together to develop and promote this new program. By combining the strengths of both organizations, we're laying the

groundwork for a unified quality assurance program that will benefit recyclers, repairers, and consumers alike."

One way any auto recycler (even non ARA members) can leverage the resources being developed to create standard parts quality across all auto recyclers is to access and embrace the [RECYCLED PARTS GUIDE](https://www.a-r-a.org/resources/) available online at <https://www.a-r-a.org/resources/> under Training & Education.

This guide lists the accepted part quality specification along with shipping packaging specs for many parts. Having quality parts in professional packages will not only retain your customers but it a great way to cultivate brokering partners as well.

Link to [RECYCLED PARTS GUIDE](https://www.a-r-a.org/resources/)

# Save the Date!





The Automotive Recyclers Association invites you to save October 15-18, 2025 in your calendar for the 82nd Annual Convention & Expo in Birmingham, Alabama!

Birmingham is a city rich with history, food and culture and is a hub for SEC sports!

More to come on [www.a-r-a.org](http://www.a-r-a.org)!

**October 15-18, 2025**  
**Birmingham, AL**  
 82<sup>nd</sup> Annual ARA Convention & Expo

**Score with ARA!**  
 As the voice of the professional automotive recycling industry, the ARA is deeply committed to elevating the professional automotive recycling industry.

Learn more about ARA!  
 Contact Kelly Badillo,  
 Senior Director of Member Services, at (571) 208-0428  
 Ext. 2 or [kelly@a-r-a.org](mailto:kelly@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](http://www.shinebros.com)**





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

# LEGEND

## SMELTING AND RECYCLING

THE ART AND SCIENCE OF  
CATALYTIC CONVERTERS



### **We are one of the largest catalytic converters processors in North America!**

At Legend, we offer a comprehensive range of services for catalytic converter materials including grading, cutting, milling, and assaying, all within a single facility. Our customers benefit from an industry-leading database built with our state-of-the-art, in house wet lab. With 11 locations and growing, we are well-equipped to service recycling companies throughout the United States.

#### **Iowa Contact**

Zach Jordan  
515.322.0426



**LegendSmeltingRecycling.com**

#### **Corporate - Hebron, OH**

Main Number  
740.928.0139