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Routing Slip

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



16 Most Sold Used Auto Parts

How do auto recyclers get a competitive edge over new replacement parts? This age-old question is the bane of auto recycling. How do you convey the message to consumers? Many people in need of car repair are completely unaware of the cost savings and reliability of used auto parts. Those that know about auto recycling but are hesitant to trust the parts.

It starts with integrity. Sell quality parts in professional packaging by following the parts quality guidelines set as the industry standard.

Auto recyclers sell high-demand, collision-vulnerable, and frequently failing mechanical components.

Buying used auto parts typically saves **between 30% and 80%** compared to buying brand-new original equipment manufacturer (OEM) parts from a dealership. The highest percentage savings generally come from cosmetic and structural body parts, while highly complex mechanical components carry a slight premium even when salvaged due to high demand.



Continued on page 12....

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Recyclers
News
Press

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

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

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

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www.IowaAutomotiveRecyclers.com

Iowa Automotive Recyclers Board of Directors Meeting

Tuesday, April 21, 2027 – 5:15 pm Teleconference

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

B & B Salvage
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www.BandBSalvage.net

Grab & Go Auto Salvage, LLC
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High Country Auto
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Hogeland Auto Plaza & Salvage
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www.hogelandautoplaza.com

Hulett & Son Auto Salvage
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The Iron Mine
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www.JeffSmidAuto.com

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Ames, IA
www.CarneyAutoParts.com

John's Auto
Aplington, IA
www.aplingtonautobodyshop.com

Board of Director Members: Mitzi Waterbury, Jeremy Bevard, Joel McCaw, Pat Roof, Jodi Kunde, Mike Swift, Tyler Theune, Andrew Galinsky, Cohen Piper, Jerod Ballhagen, and Sue Schauls.

Notes

Meeting called to order by President, Mitzi Waterbury, at 5:22 pm. Roll call and antitrust reminder were conducted.

GMARE wrap up & 2027 planning – GMARE went great with very good attendance and great speakers and training. The wrap up of the accounting will take a bit of time. Once that is complete ARIN and IAR will have a meeting to discuss improvements and planning for 2027. Tentatively the same location will be used for 2027 with target date March 12-13, 2027.

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Iowa Automotive Recyclers Board of Directors Meeting

Tuesday, April 21, 2027 – 5:15 pm Teleconference

Dismantling Training via webinar – ARA University modules on Fluid Evacuation and new the part prep videos will be used to conduct the first dismantler training session. A midweek session in the late afternoon is the preferred timeslot.

Committees Reports - Education; Legislative; GMARE; Membership; and Social Media. Committees were discussed with each Board member being assigned to a committee and then we will look for 2-3 general members to participate.

Scholarship application have been received and are being reviewed.

Meeting adjourned at 6:04 pm.

Meeting Schedule:

Generally, 3rd Tuesday of the month at 5:15 pm, conference calls with quarterly face-to-face.

June 23, 2026 – 5:15 Conference call

July 28, 2026 – 5:15 Conference call (one week later)

Members of IAR

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

Lambirth Enterprises, Inc.
Bussey, IA
Lambirthtruckspartsandtowing.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
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www.NorthendWrecking.com

Nugent Auto Sales & Salvage, Inc.
Maquoketa, IA
www.NugentAutos.com

Osage Auto Salvage
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Pat's Auto Salvage, LLC
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www.patsautosalvage.com

Piper's Auto Salvage
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Respectfully
Submitted,
Pat Roof, IAR Secretary

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Iowa Automotive Recyclers Board of Directors Meeting

Tuesday, June 23, 2027 – 5:15 pm **Teleconference**

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Rairden's Auto Salvage & Towing
Keokuk, IA
rairdenstowing.com

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Des Moines, IA
www.SamsRiverSide.com

Sandhill Auto Salvage
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Fairfield, IA
smittysautorecycling.com

Snyder's Auto Body
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www.TrailsEndAuto.com

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

Board of Director Members: Mitzi Waterbury, Jodi Kunde, Mike Swift, Tyler Theune, and Sue Schauls.

Meeting called to order by President, Mitzi Waterbury, at 5:30 pm. Roll call and antitrust reminder were conducted. Meeting was adjourned at 6:35 pm. Discussion as follows:

GMARE wrap up and 2027 planning – GMARE 2026 was finalized and the check from the event was received for \$9,512.52 which was better than expected. GMARE 2027 is booked at the same location in LaVista, NE for March 12-13, 2027. Regular meetings will be scheduled with the GMARE planning committee with planned calendar of announcements leading up to the event.

The theme will be identified with a graphic/logo so that the Save-the-Date information can go out starting in September. A tailgating or March madness theme was discussed to make the Friday dinner social event more interactive with games and a buffet dinner rather than a sit-down plated dinner. "Parts Madness" would use a tournament bracket format to address 16 key parts, 8 inventory efficiencies, and the final four sales & marketing revenue drivers. Ideas for more engagement like a trivia game were discussed as well as the need to drum up many more auction items from members that are not attending the event.

Dismantling Training via webinar – ARA University modules on Fluid Evacuation and new the part prep videos will be used to conduct the first dismantler training session. A midweek session in the late afternoon is the preferred timeslot. EV training in September or October using the new ARA University modules and/or Sue & Zach teaching the half-day class.



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Iowa Automotive Recyclers Board of Directors Meeting

Tuesday, June 23, 2027 – 5:15 pm **Teleconference**

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Waterloo Auto Parts
Waterloo, IA

Committees Reports – Scholarship committee report. Jodi has reviewed all applicants. A discussion on the need to update the guidelines to be inclusive of stepchildren led to the Board agreeing that the rules should be updated. Mike moved that the scholarship guidelines be updated to include stepchildren and grandchildren. Tyler seconded the motion. Not having a quorum, the discussion and vote was tabled and will be sent out via email or taken up at the July meeting. Jodi will draft the new language for review.

All four applicants were approved. Mike moved to accept all four applicants and fund the award at \$1,000 each given we have fewer applicants this year. Mitzi seconded the motion. The vote was tabled due to lack of quorum.

Legislative – We will schedule a summer meeting with our Lobbyist, Jim Obradavich, to address the EV Safety Training bill. Mike recapped the Towing Bill that passed this session with new provisions for allowing the vehicle owner to have access to their belongings.

ARA Hill Day was a success is being continued with a “Hill Day at Home” project to encourage members to set up meetings with their Senators and Congressman to discuss auto recycling issues based on the brief ARA provided at the Washington DC event. The August recess is the target timeframe so a briefing webinar will be conducted shortly before the Seante break that begins August 8, 2027

*Respectfully
Submitted,
Pat Roof, IAR Secretary*



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Iowa Employee Posting Labor Law Workplace Posters

Iowa and federal Department of Labor poster rules require all employers to display mandatory labor law notices in a conspicuous, easily accessible location where employees can readily see them during the workday.

Rules enforced by the U.S. Department of Labor (DOL) require that notices be provided to employees and/or posted in the workplace. DOL provides free electronic copies of the required posters and some of the posters are available in languages other than English.

Employers must physically display mandatory state and federal labor law posters in a conspicuous, easily accessible location where all employees and applicants can easily see them, such as break rooms or near time clocks. Electronic or digital posting cannot be used as a substitute for physical posting

FirstStep Poster Advisor is one of a series of eLaws (Employment Laws Assistance for Workers and Small Businesses) Advisors developed by the DOL to help employers and employees understand their rights and responsibilities under Federal employment laws. To view the entire list of eLaws Advisors please visit the [elaws website](#).

Please note that the [elaws Poster Advisor](#) provides information on federal DOL poster requirements. For information on state poster requirements please visit state Departments of Labor at <https://www.dol.gov/general/topic/stateresources>.

To check which exact posters apply to your specific industry and to download printable versions for free, use the U.S. DOL's FirstStep Poster Advisor or visit the [Iowa Workforce Development Employer Posters](#)



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Iowa Employee Posting Labor Law Workplace Posters

Required Iowa State Posters:

Unemployment Insurance (Required of all employers) <https://workforce.iowa.gov/media/1389/download?inline>

Your Rights Under Iowa's Minimum

Wage (Required of all employers covered by the law) <https://dial.iowa.gov/hearings/wage-and-child-labor/wages>

Safety & Health Protection on the

Job (Required of all employers) <https://dial.iowa.gov/iosha/enforcement> Law requires the poster to be at least 8-1/2" x 14"

No Smoking Iowa Smokefree Air Act (Required of all employers) <https://hhs.iowa.gov/health-prevention/tobacco-use-prevention-control/iowa-smokefree-air-act>



Required Federal DOL Posters:

- Fair Labor Standards Act (FLSA) Minimum Wage
- Occupational Safety and Health Administration (OSHA)
- Family and Medical Leave Act (FMLA) *[Applies only to employers with 50+ employees]*
- Employee Polygraph Protection Act (EPPA)
- Equal Employment Opportunity (EEO) is the Law
- Uniformed Services Employment and Reemployment Rights Act (USERRA)
- Pregnant Workers Fairness Act (PWFA) *[Applies to employers with 15+ employees]*



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- You can file a complaint with OSHA within 30 days of retaliation or discrimination by your

You can file a complaint with OSHA within 30 days of retaliation or discrimination by your employer for making safety and health complaints or for exercising your rights under the OSH Act.

- You have a right to see OSHA citations issued to your employer. Your employer must post the citations at or near the place of the alleged violation for at least 3 working days.
- Your employer must correct workplace hazards by the date indicated on the citation and must certify that these hazards have been reduced or eliminated.
- You have the right to copies of your medical records or records of your exposure to toxic and harmful substances or conditions.
- Your employer must post this notice in your workplace.
- You must comply with all occupational safety and health standards issued under the OSH Act that apply to your own actions and conduct on the job.

EMPLOYERS:

- You must furnish your employees a place of employment free from recognized hazards.
- You must comply with the occupational safety and health standards issued under the OSH Act.
- Iowa OSHA consultation can help you identify and correct hazards without citation or penalty.

To report a workplace fatality, hospitalization, amputation, or the loss of an eye, visit iowaosha.gov or call 877.242.6742.

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6200 Park Ave. | Suite 100 | Des Moines, IA 50321
Phone: 515.350.7842
osha@dia.iowa.gov | iowaosha.gov

To file a complaint about the OSHA program, contact:

OSHA Regional Office
2300 Main Street, Suite 1010
Kansas City, MO 64108-2447
Phone: 816.283.8745

Competitive Edge

16 Most Sold Used Auto Parts

The **16 most sold parts by auto recyclers** are:

1. **Engines:** Replaced to save thousands versus buying brand new.
2. **Transmissions:** High demand due to expensive rebuild or dealer replacement costs.
3. **Headlights:** Commonly damaged in fender-benders; OEM headlight assemblies sell fast.
4. **Tail Lights:** Highly prone to cracking and breaking during rear-end collisions.
5. **Side Mirrors:** Common replacement parts due to parking lot scrapes and tight turns.
6. **Bumpers (Front & Rear):** Frequently swapped out during accident repairs.
7. **Fenders:** Sturdy body panels that often take the brunt of side impacts.
8. **Alternators:** Frequently fail electrically and are highly sought after in good working condition.
9. **Starters:** Essential engine-cranking components that regularly fail over the life of a vehicle.
10. **A/C Compressors:** High-value units often needing replacement to restore climate control.
11. **Radiators:** Commonly crack in front-end collisions or overheat over time.
12. **Car Doors:** Replaced when the original shell is severely dented or scratched in accidents.
13. **Hoods:** Another major exterior body part damaged in front-end collisions.
14. **Tires:** Used tires with good tread depth are popular budget-conscious replacements.
15. **Wheels (Rims):** Sold both for matching an accident replacement or upgrading base models.
16. **Lead-Acid Batteries:** The most recycled automotive part, often refurbished and sold as a cheaper alternative.

Buying used auto parts typically saves **between 30% and 80%** compared to buying brand-new original equipment manufacturer (OEM) parts from a dealership. The highest percentage savings generally come from cosmetic and structural body parts, while highly complex mechanical components carry a slight premium even when salvaged due to high demand.

The typical savings broken down by each category include:

Major Mechanical & Drivetrain (50% – 70% Savings)

- **Engines: 50% to 70% savings.** A new OEM long block can cost \$4,000–\$8,000+, whereas a reliable used engine with a mileage guarantee usually runs \$1,500–\$2,500.
- **Transmissions: 50% to 65% savings.** Dealership replacements frequently hit \$3,500–\$6,000, while recycled units average \$1,200–\$2,000.
- **Radiators: 60% to 75% savings.** Brand-new OEM assemblies run \$300–\$600, but a clean pull from a recycler is usually \$75–\$150.



Recyclers News Press

If you want to receive an email link to the digital version of the Recyclers News Press send an email to Sue.Schauls@gmail.com

The newsletter is published six times per year and available to any auto recycler upon request!

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Competitive Edge

16 Most Sold Used Auto Parts

- **Fuel Pumps: 50% to 60% savings.** Factory assemblies can reach \$400, while a tested used module sits around \$100–\$150.

Electrical & Accessory Electronics (40% – 60% Savings)

- **Alternators: 50% to 60% savings.** New dealership units command \$400–\$700, but recyclers routinely sell them for \$100–\$180.
 - **Starter Motors: 50% to 60% savings.** Brand-new OEM starters are priced around \$300–\$500, compared to \$80–\$150 used.
 - **Lead Batteries: 60% to 70% savings.** Re-furnished or lightly used yard batteries cost \$40–\$60, compared to \$150–\$250 for a new factory battery.
 - **Infotainment Systems: 60% to 80% savings.** Dealerships charge an astronomical \$1,500–\$3,500 for replacement screen modules, whereas recyclers sell intact units for \$300–\$600.
- A/C Compressors: 40% to 55% savings.** Factory pumps run \$600–\$1,000; you can usually source a functional used one for \$250–\$450.

Body & Collision Repair Parts (50% – 85% Savings)

- **Bumpers: 60% to 80% savings.** A new raw OEM bumper fascia costs \$400–\$800 before painting. Recyclers sell them for \$100–\$300, occasionally matching your car's exact paint code to save you paint costs.

- **Headlights & Tail Lights: 50% to 75% savings.** Modern LED OEM headlight housings cost \$1,000–\$2,500 new. Recyclers typically flip them for \$300–\$700.

- **Side Mirrors: 60% to 75% savings.** Power, heated OEM mirrors easily hit \$400–\$800 new, but cost \$100–\$250 at a salvage yard.

- **Doors & Hoods: 50% to 70% savings.** Buying a shell from a dealer costs \$800–\$1,500 unpainted; yards sell complete doors (with glass and regulators) for \$250–\$500.

Suspension, Wheels & Exhaust (40% – 70% Savings)

- **Aluminium Wheels / Rims: 50% to 70% savings.** Factory alloy wheels fetch \$400–\$900 *per wheel* at retail, but recyclers sell single matching wheels for \$100–\$250.
- **Brake Rotors & Calipers: 50% to 65% savings.** Heavy-duty OEM calipers run \$200–\$400 new; low-mileage yard components cost \$60–\$120.
- **Catalytic Converters: 40% to 50% savings.** While heavily regulated and restricted for resale as "used" in certain states due to emissions laws, purchasing a legal, certified recycled or surplus unit saves thousands over the \$1,500–\$3,000 dealer price.

Getting this information to consumers is hard. Building confidence is harder. Warranty policy can help.

Competitive Edge

16 Most Sold Used Auto Parts

Used auto parts dealers generally offer a **standard 30-day to 90-day warranty** included in the purchase price. However, the exact depth of the coverage varies dramatically based on whether you are buying a simple body panel or a complex mechanical component like an engine.

The Standard Warranty (30 to 90 Days)

The industry standard for reputable full-service salvage yards (such as members of a trade association) is **90 days**. Self-service yards ("pull-your-own-part" style) or smaller operations often default to **30 days**.

- **What it covers:** It is a **"Parts Only"** exchange or refund policy. If the part is defective or fails within the window, the auto recycler will swap it for another matching used part or give you store credit/money back.

What it explicitly excludes: Labor costs. If a used transmission fails after two weeks, the dealer will give you another transmission, but they will *not* pay a mechanic the thousands of dollars required to take the broken one out and put the replacement in. That would require the purchase of an Extended Warranty.

Extended Warranties & Labor Protection

For expensive items like engines and transmissions, recyclers offer upgrade options for an extra upfront fee (usually an added 10% to 25% of the part's price):

- **Extended Duration:** You can buy coverage extending the part protection to **6 months, 1 year, 3 years, or even limited lifetime** lengths.
- **Labor Add-Ons:** This crucial add-on means the recycler *will* reimburse a licensed repair shop for the labor to swap a failed part.

To convey this information effectively to consumers, you must build trust while protecting your business. Most retail customers are skeptical of used parts and terrified of buying a "lemon," so your messaging needs to be clear, transparent, and easy to read.

Here is a blueprint for how to package and communicate these details across your customer touchpoints:

1. The "Peace of Mind" Sales Script (Verbal)

When counter staff or phone sales reps give a price quote, they should never just give the price. They should immediately follow up with the warranty benefit to erase buyer hesitation.



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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.

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Competitive Edge

16 Most Sold Used Auto Parts

The Pitch: "The OEM engine is \$1,800. That comes with our standard 90-day parts-only warranty. If it doesn't work, we swap it or refund you."

The Upsell: "For peace of mind, we offer an extended 1-year warranty that actually covers the mechanic's labor if anything goes wrong. Would you like me to add that to the quote?"

2. Website & E-Commerce Product Pages

If you list inventory online (via your website, eBay, or Car-Part.com), consumers scan quickly. Use clean visual elements rather than a wall of legal text.

Use Badges: Add graphic badges that say "90-Day Guarantee" or "Tested & Inspected" right next to the price.

The "What's Covered" Checklist: Use a simple, clickable dropdown menu on the product page: - **What is covered:** Internal engine block, pistons, crankshaft. **What is not covered:** Gaskets, sensors, labor (unless extended warranty is purchased).

3. Clear In-Store & Counter Signage

Hang a clean, professional matrix or poster behind the service counter. Customers like seeing options laid out clearly so they don't feel like a salesperson is making up rules on the spot.

WARRANTY LEVEL	DURATION	WHAT'S COVERED?	LABOR PAID?
Standard (Included) [1]	90 Days	Part Exchange / Refund	No
Silver Shield (+15%)	6 Months	Part Exchange / Refund	No
Gold Shield (+25%)	1 Year	Part Exchange / Refund	Yes (Up to \$75/hr)

[1] Standard warranty included with every purchase. Silver and Gold levels are optional paid upgrades.

DRIVE WITH CONFIDENCE
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Competitive Edge

16 Most Sold Used Auto Parts

4. The Invoice "Highlight" (Protecting Your Business)

To prevent customers from claiming "Nobody told me I couldn't return this after 4 months," make the critical rules impossible to miss on the paperwork.

The Rubber Stamp or Highlight: Print the exact expiration date of the warranty in **bold red ink** at the very top of the receipt.

The "Must-Do" Checklist Attachment: Staple a bright neon flyer to the invoice for engines and transmissions. It should say: *To keep your warranty valid, your mechanic must change the oil, oil filter, and thermostat upon installation. Keep those receipts!* [1, 2]

5. Social Media & Marketing Content

Educate your audience before they even need a part. Run simple, engaging social media posts or email newsletters that highlight the massive savings.

The "Before & After" Post: Share a picture of a pristine, salvaged LED headlight. Caption: "Dealer price: \$1,400. Our price: \$400. Includes a 90-day warranty. Who loves saving \$1,000?"

The Educational Video: Do a 30-second smartphone video showing a technician testing an alternator on a bench before it goes on the shelf. Caption: "We don't just pull parts; we test them. Every part is backed by our 90-day guarantee."

UNDERSTANDING YOUR USED AUTO PARTS WARRANTY

1. SALES SCRIPTS & COMMUNICATION

- Build Trust!
- Mention Coverage IMMEDIATELY!
- Explain Savings
- "Comes with a 90-day standard warranty."

2. WEBSITE & PRODUCT PAGES

- CLEAR PRICING
- TRUST BADGES (e.g., "Tested Part", "Guaranteed")
- WHAT'S COVERED/NOT COVERED
- [VIEW WARRANTY DETAILS](#)

3. COUNTER & IN-STORE SIGNAGE

	STANDARD (Included)	SILVER SHIELD (+cost)	GOLD SHIELD (+cost)
Duration	90 Days	6 Mo	1 Year
Parts Covered	Yes	Yes	Yes
Labor Paid	No	No	Yes, capped

The extra cost is worth the extra peace of mind.

4. INVOICE HIGHLIGHTS & FINE PRINT

RECEIPT

- ✓ WARRANTY DATES
- ✓ INSTALLATION REQUIRES (e.g., Change Oil, Keep Receipts!)

SAVE YOUR RECEIPT

KEY BENEFITS FOR YOU

- SAVE MONEY
- PEACE OF MIND
- RELIABLE PARTS
- RELIABLE PARTS
- EASY PROCESS

DRIVE WITH CONFIDENCE
YOUR COMPANY LOGO

Associate Members

Accurate Converter
Joliet, IL
www.AccurateConverter.com

Aljon by C&C Manufacturing
Ottumwa, IA
www.candcmfg.net

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

Buckingham Auto Crushing
Leon, IA

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

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

Hollander
Plymouth, MN
www.HollanderParts.com

IIADA
West Branch, IA
www.iowaiada.com

Iowa Metal Recycling
Evansdale, IA
www.iowametalrecycling.com

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
Garretson, SD
www.nordstromsauto.com

Sheetz Towing
Evansdale, IA

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

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

Wilber Auto Body & Sales Inc.
Waterloo, IA
www.wilbersauto.com

Iowa Automotive Recyclers Membership Application

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
or Phone 319-290-7843

Industry Update Hill Day at Home

From the Automotive Recyclers Association

Why Advocacy Matters—Voice of Professional Auto Recyclers

ARA Hill Day was a success is being continued with a “Hill Day at Home” project to encourage members to set up meetings with their Senators and Congressman to discuss auto recycling issues based on the brief ARA provided at the Washington DC event. The August recess is the target timeframe so a briefing webinar will be conducted shortly before the Seante break that begins August 8, 2027.

Hill Days 2026 may be behind us—but ARA's advocacy work continues through the summer months. ARA members played a critical role in Washington, D.C., meeting directly with lawmakers and their staff to advocate for the automotive recycling industry. Hill Days showed us that the members who show up—and build relationships—are the ones who get heard.

Now it's time to take that momentum home. This summer, ARA is launching "Hill Day at Home"—an effort to help every member connect with their elected officials in their home district. Because here's the reality: Meeting with your elected officials isn't just good for the industry—it's good for your business, your reputation, and your long-term success.

Laws and regulations directly impact how you operate, what you can sell, and how competitive you can be. When policymakers understand your business, they make better decisions that support—not hinder—your success.

And more importantly:

- You become the expert your legislator calls when issues arise
- You gain visibility and credibility beyond your local market
- You position yourself as a leader in the industry
- You build relationships that can influence policy for years to come
- How to Make It Happen
- Set the Meeting

Call or email your Representative and Senators' district offices (<https://www.congress.gov/members/find-your-member>)

Ask to meet during their time back home this summer

Members of Congress and their staff want—and expect—to hear from the businesses and constituents they represent

Identify yourself as a constituent business owner and ARA member

Show Up Prepared

Focus on:

- Your business and your story
- Your employee count, overhead costs, payroll, those numbers matter! Your business, your employees, and your local economic impact are powerful tools in shaping the conversation!
- 1-2 key issues
- Why it matters in your district

ARA's issue briefs and talking points are designed to support you every step of the way. You can access them by clicking below:

Briefing Documents

Or <https://assets.cdn.filesafe.space/AOMIQvoNWPGwPKCHSFBt/media/6a32d6d3076f7a1b27861f4d.pdf>



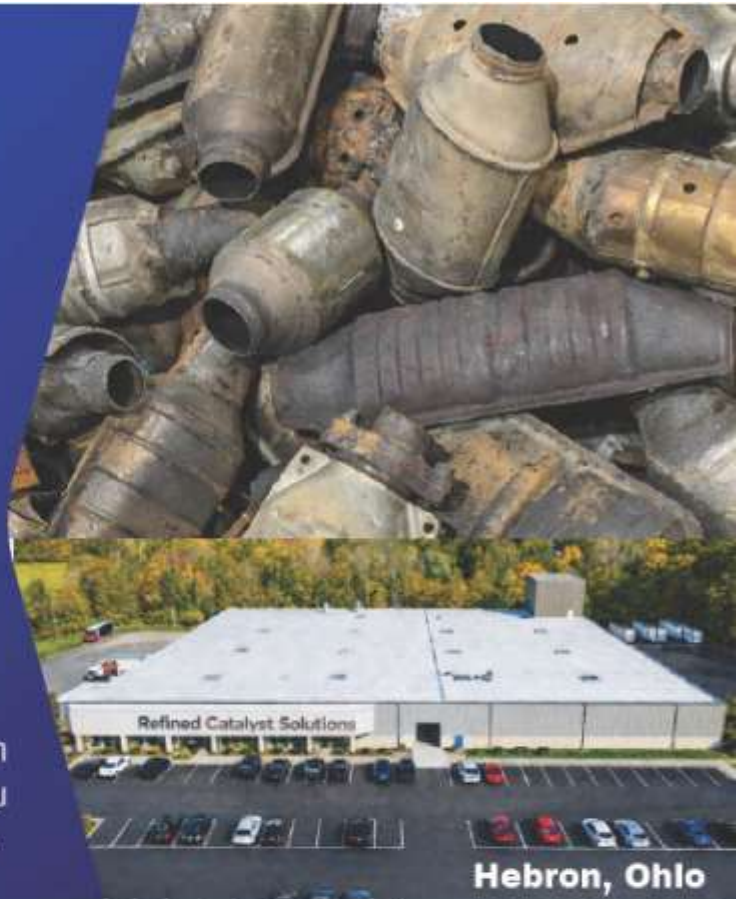


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CATALYST SOLUTIONS

Maximize Your Revenues with a Trusted Partner

Grow Your Business With Integrated Recycling Solutions

Stop leaving margins to chance. Through our precision technology and data-driven processing, we help you secure the full market value of every ounce of your PGMs.



Hebron, Ohio

Refined Catalyst Solutions was founded on the belief that long-term relationships are more important than monthly reports.

We are more than just a catalytic converter recycler; we are a **strategic partner dedicated to your growth and profitability**. By combining **transparent laboratory testing** with decades of deep **market expertise**, we deliver customized programs that scale alongside your business. At Refined Catalyst Solutions, we don't just process material - we engineer the **long-term financial growth** for your operation.

BUSINESS SUPPORT



Technology

Data-driven tools, daily pricing, inventory tracking, and integrated hedging capabilities.



Direct Collection Network

13 locations across North America: 9 in the U.S. and 4 in Canada through LaRush Business Solutions.



Tailored Solutions

Transact based on your business needs: sell on recovery, by the piece, or securely pool your PGMs.

Contact

- www.refinedcatalyst.com
- info@refinedcatalyst.com
- Jordan Clark, Iowa Location Manager: (515) 903-1003
- HQ: (740) 899-2043
- HQ: 1120 O'Neill Dr. Hebron, OH 43025

Why Choose Us

- Full Transparency
- Increased Revenues
- Fast and Reliable Payments

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



319-233-5238

212 N Evans Rd., Evansdale, IA 50707
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