



The Iowa Automotive Recyclers | NEWS

APRIL/MAY 2010

Associate Member Profile Iowa Independent Automobile Dealers Association (IIADA)

The Iowa Independent Automobile Dealers Association (IIADA) became an associate member of IAR 2 years back. IIADA is a statewide organization that represents independent pre-owned vehicle dealers in the state of Iowa. They are also an affiliate of the National Independent Automobile Dealers Association (NIADA). IAR is also a member of IIADA which automatically makes us a member of NIADA.

According to their web site, IIADA has over 300 members made up of pre-owned dealers and businesses serving the auto industry. IIADA keeps their members up to date on new laws, rules and regulations affecting their industry. In 2007 IIADA was successful in passing mandatory dealer education for used motor vehicle dealers. Dealer education classes are held around the state of Iowa at the Iowa community colleges. Class descriptions, dates and locations are posted on the IIADA website at www.iowaiada.com

In addition IIADA provides their members with a variety of programs and services and is committed to

providing their members strong customer service in a productive, efficient manner. This commitment drives them to seek maximum growth potential, create retention programs, and to serve their members' short and long term goals.

IIADA has a statewide magazine called "Street Smart" delivered to 2300 Iowa used car dealers 6 times per year and a monthly newsletter is sent to members as well.

IIADA has many approved benefit providers who provide products and services to the IIADA members, often at discounted prices.

These can be viewed on the IIADA website as well.

For further information on IIADA please visit their web site (www.iowaiada.com).

IIADA contact information

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NEWS**

The Iowa Recycler is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, it's officers, directors, staff, members or it's Publisher. Statements of fact and opinion are the responsibility of the author alone.

Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to the Executive Director, Kelly Lynch-Salseg. Articles may be edited for length.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

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www.iowaautorecyclers.com

Iowa Automotive Recyclers Board Meeting

Friday, January 15, 2010, 1PM
Okobojo Grille - Pleasant Hill, IA

President Mike Waterbury called the meeting to order at 1:03 p.m. Members present were: Mike Waterbury, Mike Swift, Kelly Salseg, Tracy Hurst, Joel McCaw, Eric Piper, Dave Wood, Jodi Kunde, Brent Nugent, Tim Smith, Andy Wilken, Scott Frank and Jeff Smid. Also present: Jim Piazza.

The meeting began with Jim Piazza giving a recap of what was done during last year's legislative session and the work done with the IAR program to keep salvage auctions from selling to unregulated buyers. Piazza made suggestions as to strategies for this legislative session. He also stressed that we need to keep building goodwill and developing relationships with our legislators.

MINUTES: The minutes were distributed and read silently by the board members present. Scott made a motion to accept the minutes as written with a second from Mike S.; motion carried.

FINANCIAL REPORT: Joel gave a general financial report to the board including that there have been some dues income and Who's Who income. He said the taxes are taken care of already. Jeff made a motion to accept Joel's verbal financial report; Scott seconded it. The motion carried.

PAC REPORT: Jodi handed out a report of the

activity in 2009 of the PAC fund and the January 2010 activity to date. She has set up a Pay Pal account for the PAC fund if the board decides to use that. Jeff made a motion to accept the PAC report. Tracy seconded the motion; motion carried.

MEMBERSHIP: Kelly had these 3 Associate Member renewals to vote on: Nordstrom's, RJ McClellan and S & L Auto. Scott made a motion to accept their renewals with a second from Brent; motion carried. Kelly then asked for a vote on the following Direct Member renewals: Don's Auto, High Country Auto, JBS Auto, Jeff Smid Auto, Midwest Auto, North End Auto, Spilmans Auto and Trails End Auto. Brent made a motion to accept these renewals. Andy seconded the motion; motion carried.

CMARC: Kelly reported the convention will be held in the Varied Industries Building in Des Moines on April 30-May 1, 2010. She has sent out the Save-the-Date cards already. Kelly passed out a tentative schedule for the meeting. She also said the Iowa group is responsible for being the finance committee, auction committee and for the demolition derby.

Joel talked about the use of a credit card machine at CMARC. There were still some questions on rates and fees so Kelly and Jodi will be checking on those and trying to find ways to cut back on the fees. Joel brought up the idea of needing a separate checking



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***"In the game of life,
nothing is less important than
the score at half time."***

***Anonymous
Attitude is Everything***

account for CMARC. Scott made a motion to set up a new account for CMARC; Jeff seconded the motion; the motion carried.

The IIADA meeting was brought up and it was asked if anyone would like to have an IAR booth there or attend the meeting. The meeting is March 19-20, 2010 at Lake Panarama. Mike S. said he would get more information about it then get back to the board members with that.

ENVIRONMENTAL COMMITTEE: Tom was not present at the meeting to report on activities. Sue Schauls will be at CMARC and there are going to be training sessions at CMARC.

SCHOLARSHIP COMMITTEE: Jodi said the deadline for scholarship applications is March 1, 2010.

LEGISLATIVE COMMITTEE: Jim's contract was discussed. Scott made a motion to renew his contract with a second from Brent; motion carried. Mike S. will tell Jim the board's decision and check

into the actual contract dates.

OTHER BUSINESS: There were some questions about who the chairpersons are now for the various committees and who needs to be changed. Some changes were suggested so Kelly said she would make those changes, print a new committee list then send that to all the board members. It will then be discussed at the CMARC meeting.

The next meeting will be Saturday, May 1, 2010 at the CMARC convention.

Kelly's contract was then brought up to the board. After some discussion, Andy made a motion to extend Kelly's contract for another year the motion was seconded by Scott. The motion carried.

There was a motion by Jeff to adjourn with a second from Jodi. The meeting was adjourned at 3:42 p.m.

Respectfully submitted,
Jeff Smid, Secretary

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The President's Pitch

By Mike Waterbury
Sandhill Auto Salvage, Tama

It's hard to believe that it is time for another newsletter!

I would love to say that spring is in sight but it seems winter never ends as the bitter cold and snow continues. I can only hope that the winter has assisted you with your earnings. Remember to thank your employees that are doing part removal in the bitter cold and snow that never seems to leave. This winter has not made any job very easy.

As of January 1, 2010, my wife Mitzi and I purchased Sandhill Auto Salvage. My Dad Joe has retired, but remains around the business. We would like to thank Joe for giving us the opportunity to purchase Sandhill. I can't recommend enough having a plan for the business prior to retirement. It is a true fact that no one knows what tomorrow will bring.

We have tried to make this a seamless transition for all customers. We have taken on many challenges - a new inventory system and phone system just for starters.

We have also taken on a project with our local after-prom. We have donated a car and partnered with local businesses in getting it rebuilt to be given away at after-prom for a senior class member. We are hoping to educate the parents and children about

recycled parts, etc. The biggest objective in doing this is to provide a kid with an opportunity that his or her parents would not have been able to provide.

As IAR President, there are many items that need to be brought to your attention. First I would like to thank all of those who have donated to the PAC fund. I would like to list each and every one of you but the list is too long for this article. Please continue making your donations. Jodi Kunde from North End Auto Wrecking deserves a special thanks for donating so much of her time on getting the pay-pal account set up and the fliers completed.

The CMAR Convention is rapidly approaching. This is taking place April 30 & May 1 at the Varied Industries Building at the Iowa State Fairgrounds in Des Moines. Please plan on attending and get your hotel rooms booked. It appears that the agenda has a lot to offer. In addition to the educational side - there is always the networking and getting together with your fellow auto recyclers. Thanks to all of those on the convention committee working to make this a success. Please check the website for further details. If you see superfly there please give him a high five, you will know him when you see him!

On other matters - our lobbyist James Piazza Jr. continues to work on legislative issues on our behalf; the cash-4-clunkers demolition has been extended another ninety days; and I would like to personally thank Mike Swift for the constant industry e-mail updates. Please don't forget that Mike is a regional board member for the national association. If there is anything you would like the national association to do or get a better grip on please contact him.

In closing - I look forward to seeing all of you at the convention April 30 & May 1!



From the Executive Director's Desk

By Kelly Salseg

On Friday, April 30 & Saturday, May 1 – auto recyclers from throughout Illinois, Indiana, Iowa & Iowa's neighboring states will be converging upon the Iowa State Fairgrounds – Varied Industries Building – in Des Moines, for the Central Midwest Auto & Truck Recyclers Convention (CMARC) & Trade Show.

This event will feature a Trade Show with a wide array of vendors bringing you the latest in automotive recycling related equipment, software and supplies. The Trade Show will run both days of the event so if you can't make it both days – try and make it for at least one so you can take in the Trade Show.

Also featured are some great training and educational opportunities. There will be fork lift and air bag trainings both days of the event, as well as educational seminars, user group meetings, and legislative and insurance panels.

CMARC will also provide you with plenty of opportunities for fun and networking with a golf outing, a live auction, a demolition derby, and Hospitality Suites each evening.

Please mark your calendars and plan on attending this very important event – April 30 & May 1!

Lastly we are asking for your help - please donate a service or item for the live auction. The item can be a product or service from your company, or any other item that you think would get the bidding going! To donate an item – please contact me at 515-943-3516 or iowaautorecyclers@bitstream.net.

Look for further information on CMARC in this issue and make sure to check out the CMARC web site for the latest information and updates on this exciting event - www.cmarconvention.com.

Helping the Iowa Automotive Recyclers PAC Just Got Easier

As you all know, the Iowa Automotive Recyclers PAC Fund is funded through donations. It is intended to help get our voices & concerns heard at the capitol.

Well donating just got easier! You can now pay via your personal or non-corporate PayPal account. Contact Jodi Kunde - Phone: 563-556-0044, E-Mail iarpacfund@gmail.com, or Fax 563-556-5097. She will send you an invoice and walk you through log-

ging into your PayPal account and making a donation with just a few mouse clicks.

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***Please consider donating to the PAC Fund
TODAY!***

Training Opportunity: Airbag & Forklift

By Sue Schauls

Training is inherent to the business of auto recycling due to the risks involved in moving and dismantling salvage vehicles at the facility. A safety program is required and makes good sense for the protection of employees and customers. Some environmental rules also require employees that handle waste to be trained.

A training program for new employees will reduce the "learning curve" and mistakes or accidents that come with it. Two important training opportunities are required by regulatory agencies and by our I-CARE certification program;

- Forklift Operations training and certification;
- Hazardous material shipping training and certification for airbags.

Both of these training courses require re-certification every three years. Fortunately these courses will be offered at the upcoming Central Midwest Auto Recyclers Convention in Des Moines, Iowa on April 30th & May 1st 2010. Just sign up with your registration. For more registration information visit <http://www.cmarconvention.com/> on the web or call Executive Director, Kelly Salseg at 515/943-3516.

Forklift Operation

Operating a forklift requires skill, training and experience. Although it may seem as easy as driving a car, there are many factors that make driving a forklift much more difficult. Learning how to operate a forklift safely can help to prevent accidental injuries and possible death. The goal of forklift safety training is to help you achieve a work environment that is accident free and meets OSHA regulations. Accidents will happen, so it is best to be prepared. According to 29 CFR 1910.178 powered industrial truck operators will receive training on the following topics:

- Authorized Operators

Safety / Pollution Prevention Training

The folks at the Coordinating Committee for Automotive Repair (CCAR) host the EPA compliance assistance center for free online automotive environmental assistance and they also realized that the health and safety aspect of training was inseparable from those pesky environmental issues. According to EPA and OSHA Regulations, every employee involved in automotive repair and maintenance must be trained before entering the workplace - and again on at least an annual basis - on environmental and safety issues. CCAR's S/P2 - Safety / Pollution Prevention Training modules are precisely targeted to automotive technicians and are available for a small annual fee at <http://www.sp2.org/>. Since its introduction in January 2002, S/P2 has become recognized as the industry standard for environmental and safety awareness training. More than 5 million S/P2 tests have been administered by CCAR since 2006! Many insurance carriers require the training for the auto body shops and recognize the training resource for mechanic shops including auto dismantling as a certified training program for discount purposes. The annual subscription is \$299 per "roof" so that all employees at a facility may be trained for one price.

- Forklift Overview
- Differences between Forklifts and Autos
- Forklift Stability
- Pre-Inspection Procedures
- Operation Procedures
- Post Operations
- Maintenance
- Fueling/Recharging

Many resources are readily available for forklift training. Our association, IAR, is committed to routinely provide the training at the annual conference and fall outing so be sure to take advantage of that gift of membership. Local resources are also available to have a trainer come on-site to conduct annual or periodic sessions without travel time or expense for

employees. Online training is also available. Free forklift training is available online at <http://www.free-training.com/osha/forklift/forkmenu.htm>. Remember that the goal of providing forklift operation training to employees is to protect them, other employees, customers and the facility from damage or injury caused by inexperience. Certification of training is required every three years.

Hazardous Material Shipping

The U.S. Department of Transportation (DOT) strictly regulates the transportation of hazardous materials. Non-deployed airbags are considered hazardous material for shipping. DOT regulations require you to receive both INITIAL (within 90 days) and RECURRING (minimum of every 3 years) training if you:

- Work in a shipping, receiving or hazardous material handling area
- Are involved in transporting hazardous materials
- Are involved in preparing hazardous materials for transport

Working together, CCAR®/ShipMate™ created an automotive training program that meets the DOT requirements for receiving, preparing, offering or transporting hazardous materials domestically by ground. HazmatU is an e-learning program that was created to ensure employees in the automotive industry have a clear and accurate understand-

ing of HazMat (Hazardous Materials) shipping regulations. The program helps facilities prevent violations and create a safer and healthier work environment for employees. HazmatU will meet these requirements and keep up to date with changes in regulations. Visit <http://www.hazmatu.org/> for more information.



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ASSOCIATION NEWS

The Iowa Automotive Recyclers News

ARA Member Only Training

Airbag Resources is a new and exclusive software solution designed to enable ARA members to train and certify employees, inspect and track OEM non-deployed airbag modules effectively and efficiently within their operations. The Airbag Resources site and customized software are provided by ARA Product Services LLC., as value added tools exclusively for members of the Automotive Recyclers Association. Visit <http://www.airbagresources.com/> for more information.

The benefits of training far outweigh the cost. Educational opportunities keep certifications up to date such as the three year renewal requirement for forklift operation and the airbag shipping HazMat

training courses. A safety program is required and makes good sense for the protection of employees and customers. And some environmental rules require employees that handle waste to be trained annually. Investment in training at the auto recycling facility is money well-spent.

According to I-CAR, "training pays off for businesses and customers alike and rewards come to those who stay current in the industry through training. Benefits not only increase customer satisfaction, but improve employee relations as well. Working at a company that values and invests in skills, knowledge, and growth helps employees realize their value and increases their confidence on the job."

IAR MEMBER NEWS

TRAIL'S END AUTO & TRUCK SALVAGE (Des Moines): Join the IAR board and staff in wishing Mike Swift a very Happy Birthday on April 18. "Birthdays are good for you. Statistics show that the people who have the most live the longest." ~ unknown ~ Happy Birthday Mike!

Trail's End also has an 03 EZ Crusher for sale. Please contact Mike Swift at 515-208-8805 if you are interested.

"Please contact the IAR office with your and your employee's birthdays, anniversaries, weddings, births, etc. coming up. We will gladly include them in the "IAR Member News" section. Gather those dates, names and occasions and let us know. Also, if your company or any employees have received any kind of special civic commendation or award, or you have made any changes to or with your business - pass that info. a long as well. Email (iowaautorecyclers@bitstream.net) or phone (515-943-3516) the information in!





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Why Should You Join Iowa Automotive Recyclers?

NEWSLETTER - The Iowa Automotive Recyclers News, *free to all members*, is mailed out six times a year. The newsletter will keep you up-to-date on IAR members, events, current legislation, business and market conditions, industry related news, announcements, advertisements and more.

IAR WHO'S WHO MEMBERSHIP DIRECTORY - A listing of all IAR members, which is distributed annually to members, insurance adjusters, and other associated businesses. *FREE LISTING to IAR members!*

ANNUAL MEETING - *Free to all members*. Every fall, IAR members and their families meet to choose future leadership in the organization, attend educational sessions, exchange ideas and information, meet and socialize with others in the industry and have fun!

CENTRAL MIDWEST AUTO RECYCLERS CONVENTION - Teaming up with the Illinois & Indiana associations, IAR hosts this new convention and trade show for the Central Midwest region.

LEGISLATIVE REPRESENTATION - IAR retains a lobbyist who monitors the state legislature for actions which affect IAR members.

WEB SITE - www.iowaautorecyclers.com - An information source for recyclers, body and repair shops, and retail customers. Our Members Page contains complete contact information and web site links to all IAR members - *FREE!* Parts Search area provides an opportunity for IAR members to sell their parts.

MEMBERSHIP PLAQUE - All IAR members are provided with a plaque denoting membership in IAR, for daily display in their place of business.

IMPROVED PUBLIC AWARENESS AND RESPECT - By working together, IAR members promote awareness of the advantages of recycling.

MEMBER OF AUTOMOTIVE RECYCLERS ASSOCIATION - IAR is an affiliate of the international Automotive Recyclers Association and receives valuable information and alerts - which are passed on to IAR members.

SCHOLARSHIPS - Developed to provide annual post-secondary educational scholarships to children of IAR members and their employee's children.



Iowa Automotive Recyclers Application for Membership

Company Name _____

Contact Person & Title (Name in directory) _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax _____

E-mail: _____ Web Site: _____

Recyclers License # (If applicable): _____

Dealers License # (If applicable): _____

ENCLOSED IS MY IAR MEMBERSHIP CHECK:

- ☐ **\$250.00 Regular Membership**
(businesses which dismantle and sell used parts)
- ☐ **\$150.00 Associate Membership**
(suppliers to the industry and out-of-state dismantlers)

*Rates are based on annual membership.
Membership subject to approval of IAR Board.*

Signature: _____

**Please return this form with your membership check to:
Iowa Automotive Recyclers, 3333 Skycroft Circle, Minneapolis, MN 55418**

Iowa Automotive Recyclers Code of Ethics

1. To promote goodwill by maintaining fair business practices and the very highest standards possible in the sale of all parts.
2. To sell high quality parts, recognizing a fair price structure, free of deceptive practices and misrepresentations.
3. To work towards customer satisfaction through parts guarantees whenever possible and when necessary, make reasonable adjustments.
4. To give courteous and fair treatment to all customers, answer all questions and make every effort to satisfy any reasonable complaint.
5. To cooperate with law enforcement authorities to help curb theft of both autos and parts.
6. To make every effort to work towards clean and orderly working conditions and attractive business locations.
7. To advertise our products honestly, avoiding false, misleading and deceptive statements, in order to maintain goodwill and good faith in our industry.
8. To make every effort for customers in finding the parts they need through parts locating services.
9. To support the policies and regulations of the Iowa Automotive Recyclers, and to abide by the standard trade practices of the Automotive Recyclers Association.

Dealers License Renewal Class Schedule Change Announced

By Sue Schauls

The Iowa Independent Dealers Association (IIADA) offers the accredited courses for completing used car licensee's continuing education credit for the year 2010 renew process. IIADA has developed four courses to meet this state of Iowa requirement. For the dealer's education program IIADA has developed specialty course to keep dealers informed about issues in the industry. Visit the IIADA website to review a synopsis for all course and local community college scheduled dates and locations. http://www.iowaiada.com/en/dealer_education.cfm and to view the updated schedule. The change to the schedule includes all four available classes being offered at the same location on the same day.

Environmental Education for Automotive Dealers trainer and developer, Sue Schauls, will engage Used Car Dealers and Auto Recyclers in a thorough review of the rules and regulations facing the automotive technician today. These issues include understanding and managing automotive waste in an environmentally and compliant manner as well as covering the basic safety requirements for automotive shops. Visit the website for more information, including registration, <http://www.sueschauls.com/EnviroEd.html>. The Schedule changes have been updated on the website – so please adjust your planning accordingly.

Each issue or regulation will be discussed in a plain English format. The applicable regulatory agency would be identified (e.g., EPA, DNR, and OSHA). Recommendations as to how to attain and/or maintain regulatory compliance will be thoroughly discussed. Participants would be guided through the use of a self-audit checklist and coached on developing a mandatory hazardous waste inventory (a key tool to making appropriate waste disposal decisions).

Iowa Department of Transportation (DOT) Motor Vehicle Dealers License

<http://www.dot.state.ia.us/mvd/ovs/dealer.htm>

A motor vehicle dealer's license is required of a dealer who engages in the business of vehicle sales. Dealers must be bonded and establish a place of business. A \$50,000 surety bond must be filed with the department of transportation. This can be obtained through your insurance agent or an Iowa licensed bonding company. Establish a place of business separate from any other business that includes an office, a repair facility and a display facility. Other requirements exist as well.

Used Motor Vehicle Dealer Required Licensure Training: All used motor vehicle dealer license applicants are required to attend a 5-hour license renewal course every other year in the even numbered years. Current continuing education credit must be obtained by December 31, 2010. At least one individual associated with the used motor vehicle dealer as an owner, principal, corporate officer, director or member or partner of a limited liability company or limited liability partnership must complete the required education course.



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The Iowa Automotive Recyclers News

Used Motor Vehicle Dealer Required Licensure Training 2010 Class Schedules

2/22/10 IHCC – Indian Hills Community College, **Ottumwa**

4/9/10 HCC – Hawkeye Community College, **Waterloo**

5/10/10 NIACC – North Iowa Area Community College, **Mason City**

6/4/10 WIT – Western Iowa Tech, **Sioux City**

6/18/10 NICC – Northeast Community College, **Calmar or Peosta**

7/12/10 ILCC – Iowa Lakes Community College, **Estherville**

7/26/10- SCC – Southeastern Community College, **West Burlington**

8/6/10 HCC – Indian Hills Community College, **Ottumwa**

8/9/10 - NWICC - Northwest Iowa Community College, **Sheldon**

9/13/10 - KCC Kirkwood Community College, **Cedar Rapids**

9/17/10 - DMACC - Des Moines Area Community College, **Ankeny**

9/27/10 WIT – Western Iowa Tech, Sioux City

10/11/10 - ICC - Iowa Central Community College, **Fort Dodge**

10/15/10 EICC – Eastern Iowa Community College, **Davenport**

10/25/10 HCC – Hawkeye Community College, **Waterloo**

11/5/10 NIACC – North Iowa Area Community College, **Mason City**

11/8/10 - IVCC - Iowa Valley Community College, **Marshalltown**

11/19/10 - SWCC - Southwestern Community College, **Sheldon**



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Central Midwest
Auto Recyclers
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& Trade Show**

April 30 & May 1, 2010

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April 30 & May 1, 2010

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Iowa State Fairgrounds

Varied Industries Building

East 30th Street and East University Avenue

Des Moines, IA

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Associations of:
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Schedule of Events

Thursday, April 29

Daytime On Your Own Yard Tours
6PM Convention Comm. Meeting
9PM Hospitality Suite

Friday, April 30

Morning On Your Own Yard Tours
8AM - Noon Golf Outing
8AM - 4PM Vendor Set Up
9AM - 4PM Registration
10AM - 11AM Forklift Training
11AM - Noon Airbag Training
12:30PM Lunch
1PM - 2PM User Group Meetings
(Car-Part.com/Hollander/Pinnacle Professional/
Rebuilders Automotive Supply)
2PM - 4PM Insurance Industry Panel
4PM - 7PM Trade Show
6PM Hors d'oeuvres in Trade Show
7PM Live Auction
9PM Hospitality Suite

Saturday, May 1

8AM - 3PM Registration
8AM Breakfast
9AM - 11AM IAR Board Meetings
9AM - 10AM Forklift Training
10AM - 11AM Airbag Training
11AM - Noon Auto Recycling Market Dynamics & Industry Tools
Noon Lunch in Trade Show
Noon - 3PM Trade Show
3PM - 5PM Legislative Panel -
Unregistered Buyers, NMVTIS
6PM Demolition Derby/Dinner
10PM Hospitality Suite

All events will be held at the
Varied Industries Building
at the Iowa State
Fairgrounds

**Beer Served
During
Trade Show**

Hotel Information

Cut off date for special room rate is April 9, 2010

Host Hotel for the CMAR Convention

The Holiday Inn Downtown at Mercy Campus

1050 6th Avenue, Des Moines, Iowa, 50314 - 877-834-3613 or 515-283-0151

Book your room now for a special discounted rate of \$99 per room.

Please hurry though, the rate is limited and available on a first come, first serve basis. Hotel is located 3 miles from the fairgrounds. Free morning and afternoon shuttle available. The special rate does expire April 9, 2010.

Alternate Hotels:

The EconoLodge Inn & Suites - Fairgrounds

410 East 30th Street, Des Moines, IA. - 515-262-2525

Located directly across the street from the Grand Avenue entrance of the Fairgrounds. Special room rate of \$70 per night available until April 9, 2010.

Sleep Inn and Suites

5850 Morning Star Court, Pleasant Hill, IA 50327 - 515/299-9922

Special room rate of \$76 available until April 9, 2010.

Demolition

Iowa Fairgrounds CMAR Convention Demolition

REAR WHEEL DRIVE CLASS • FRONT WHEEL DRIVE CLASS

Compact Derby

1st Place: \$500+Trophy
2nd Place: \$400+Trophy
3rd Place: \$300+Trophy
4th Place: \$200+Trophy
5th Place: \$100+Trophy

Mad Dog Hit: \$50

Full Size Derby

1st Place:
2nd Place:
3rd Place:
4th Place:
5th Place:

Mad Dog Hit:

FULL SIZE AND FWD DERBY CAR RULES & REGULATIONS

- 1) Passenger cars only. No Trucks, Vans, Pick-ups, Jeeps, Hear
- 2) All glass and chrome must be removed from the vehicle.
- 3) Radiator must remain in its original manufactured position
- 4) Original gas tank must be removed, all fuel tanks that are n located inside the car they must also be strapped securely
- 5) Bumper height shall not exceed 21" from the ground to the bumpers. No other re-enforcement. No trailer hitches, or b
- 6) Hood and trunk will be chained, bolted or welded. No mor to be upright out of the hood. There must be a hole in the extinguishing.
- 7) All doors must be chained, welded or bolted.
- 8) Drivers door is to be painted black and have a large white
- 9) One safety bar is allowed to run parallel along the dash an 3" in diameter.
- 10) No solid tires, No filled tires including foam, water, cement,
- 11) Roof must be left plain so number can assigned at event.
- 12) Any questions call Butch at (515)-250-7802 before 9 P.M.
- 13) NO EXPECTATIONS

FRONT WHEEL DRIVE DERBY

- 1) All rules from the full-size derby apply to the compact with a. Any front wheel drive car without a full frame, any whe b. Any fuel tank located in front of the rear wheels does n of gas. If electric fuel pump is located inside the car, the pump is not located in the tank or it is located behind the marine tank shall then be used and secured.

All entries can start checking in at 1 P.M. at Iowa State
Entry Fees are \$50.00, per car per person. \$20.00 per p

Demolition Derby Car Pre

Drivers Name _____

Company _____

Address _____

City/State/Zip _____

Phone _____

E-mail address _____

Type of Car _____

Year of Car _____

Entry of \$50.00 is for One Car
and One Driver ONLY!

A Pit Crew fee of \$20.00/person will be c
Thank You!

Send check or Money order to:

CMARC Compact Demo Derby
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Des Moines, IA 50316

on Derby

Demolition Derby

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\$500+Trophy
\$300+Trophy
\$200+Trophy
\$100+Trophy
\$100

Application fees \$50.00
per car, per driver.
Enter as many cars as you would like
at \$50.00 per car.
Pit crew, pit pass, \$20.00 per person.
Rules & Regulations available at:
www.cmarconvention.com
smittysdemos@q.com or
phone: Butch 515-250-7802
before 9 P.M.

ses, or commercial vehicles. No imperial or imperial sub frames.

removed, must be strapped securely to the floor, if batteries are
to the floor.

bottom of the bumper. Bumpers must be stock automotive
bumper mounted trailers balls.

e than (6) 6" welds on the hood or trunk. Exhaust is preferred
hood surrounding the carburetor or fuel injection for fire

K from corner to corner on the door.

d one behind the drivers seat. Bar shall not be any larger than

etc. Tires must be no load range greater than a B.

these additional rules.

el base

have to be removed, but cannot have more then 6 gallons

driver must have a shut off switch within reach. If the fuel

ne rear axle, the tank must be removed. A metal or plastic

Fairgrounds, All entries must be there by 5:00 P.M.

pit person. Derby starts at 6:00 P.M.

-Registration:

Fax _____

_____ (Optional)

_____ (Optional)

50/Car & Driver = \$ _____

collected at event registration.

Please note:
CMARC Demo Derby
registration is sent
separate from
convention registration

For Questions:
Call Butch Smith
at 515-250-7802
or e-mail smittysdemos@q.com

Attendee Registration

**Registration fee is \$99 per person or \$79 per person
if three or more register from the same facility.
Fee includes all meals, seminars, beer and
entertainment for the entire weekend.**

Firm Name _____

Contact Name _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail address _____

Name _____ Name _____

Name _____ Name _____

Name _____ Name _____

No. of attendees: _____ @ (1 or 2) \$99/person = \$ _____

_____ @ (3 or more) \$79/person = \$ _____

Golfing Bring your own foursome or we can assign you one.

No. of golfers: _____ @\$30/person = \$ _____

☐ Assign me to a group _____

☐ My Foursome: _____

Meals So we can better plan our meal requirements, please
indicate which meals you will be attending and number
of meals required. Thank you!

Friday

☐ Breakfast # _____

☐ Lunch # _____

☐ Hors d'oeuvres # _____

Saturday

☐ Breakfast # _____

☐ Lunch # _____

☐ Dinner* # _____

*Dinner on Saturday will be served at the demolition derby.

Training So we can better plan our training materials, please
indicate how many will be attending the training
programs. Thank you!

Airbag Training # _____

Forklift Certification # _____

TOTAL = \$ _____

PAYMENT INFORMATION

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☐ Credit Card Payment (MasterCard/Visa Only)

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Credit Card # _____ 3 Digit Security Code _____

Signature _____ Exp Date ____/____/____

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Seminars/Training

Seminars

Legislative Discussion

Hear the latest on NMVTIS,
UNREGULATED BUYERS and more!

Moderator: Jim Watson

Vice President
ABC Auto in Riverdale, IL

- Saturday, May 1 at 3PM

Panel:

Eileen A. Sottile
Vice President
Government Affairs
LKQ Corporation

Michael E. Wilson
Executive Vice President
Automotive Recyclers
Association

James Piazza Jr.
Attorney at Law
Lobbyist for IAR

Anthony Catalano
Buyer
Bionic Auto Parts

The Latest from the Insurance Industry

- Friday, April 30 at 2PM

Panel: Don Porter
State Farm

Bryan Tsikoris
Market Financial Group

Tracy Jones
Trissel Graham & Toole

User Group Meetings:

- Friday, April 30 at 1PM

Car-Part.com • Pinnacle Professional
Hollander, a Solera Co • Rebuilders Automotive Supply

Auto Recycling Market Dynamics & Industry Tools

- Saturday, May 1 at 11AM

Presented By: Brian Jewell, Locator Internet Business Manager

Brian Jewell will breakdown industry metrics, market segments, existing customers, competitors, key industry partnerships, new markets and customers, current roadblocks, solutions and tools.

Training

Forklift Training

- Friday, April 30 at 10AM

- Saturday, May 1 at 9AM

Presented By: Sue Schauls
I-CARE Program Manager

Airbag Training

- Friday, April 30 at 11AM

- Saturday, May 1 at 10AM

Presented By: John Harshaw
Nu-Parts

Golf Outing 8AM, Friday, April 30, 2010

Terrace Hills Golf Course - "Home of the 4 1/2 Hour Guarantee"
515-967-2932, www.golfthills.com
Start time is 8 AM with a modified Shotgun start.
Cost is \$30.00 per person. Sign up when you registration for convention. Additional information will be on the convention website at www.cmarconvention.com.
Please sign up by April 23, 2010. Contact Michelle Lechner at 877-880-2874 or illautorecyclers@aol.com with questions.

Auction

7PM, Friday
April 30, 2010

Join us Friday evening for a Live Auction! Bidding starts promptly at 7PM. Join us for what has always been a fun evening for all.

Please consider donating an item to be auctioned to support IAR! Thank you!

**Have you ever
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drive in a
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NOW
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See inside for details**

CONTACT INFORMATION:

Michelle Lechner

Phone: 877-880-2874

Fax: 217-793-2277

Email: illautorecyclers@aol.com

Mailing Address:

CMARConvention
c/o Iowa Auto Recyclers
3333 Skycroft Circle
Minneapolis, MN 55418

ECAR Fact Sheet for Iowa Used Oil

The following fact sheet was prepared by the ECAR Center staff. Once prepared, each ECAR Center fact sheet undergoes a review process with the applicable state environmental agency(ies). While ECAR has tried to present a summary of the essential information on this topic, you should be aware that other items, such as local regulations, may apply to you.

What You Need to Know

Used oil is insoluble, persistent and may contain toxic chemicals and heavy metals. If spilled on the ground, poured down storm drains or disposed of with trash, it can pollute surface water or groundwater. Used oil is not inherently hazardous, but if it contains certain additives, or if it has become contaminated with other solvents, it can fall under the hazardous waste rules.

You can avoid the burden of treating used oil as a hazardous waste:

- If you do not contaminate it with other fluids, **and**
- If you handle and store it properly, and send it to an approved used oil processor by a certified transporter.

This fact sheet will tell you what you need to do to avoid problems with used oil.

Regulations

The Environmental Protection Agency (EPA) enforces the federal used oil management requirements in Iowa. In addition, state rules for waste oil collection centers are enforced by Iowa's Department of Natural Resources (DNR's) Solid Waste section. Refer to the waste oil guidance document under "Other Relevant Resources."

EPA views used oil as a marketable product that can be sent off-site for recycling. However, EPA also recognizes that if used oil is not properly handled, it can cause significant environmental damage. For these reasons, used oil has special rules that don't apply to

some other materials. These rules deal with the storage of oil, cleanup of spills and transport of oil off-site.

In the state of Iowa, used oil is not regulated as a hazardous waste if it is recycled or burned as a fuel. This means that your used oil, if not mixed or contaminated with hazardous waste, can be managed under the used oil regulations (see link below). Some examples of used oil include used engine oil, lubricating oil, gear oil, transmission fluid and hydraulic fluid.

Burning Used Oil as Fuel. Burning used oil for disposal is illegal. However, the following kinds of used oils may be burned in space heaters:

- Any used oil from do-it-yourself oil changers who generate used oil as a household waste;
- On-specification oil from any source that meets the following criteria:
 - Flash point 100 degrees Fahrenheit minimum
 - Arsenic 5 parts per million (PPM) maximum
 - Cadmium 2 ppm maximum
 - Chromium 10 ppm maximum
 - Lead 100 ppm maximum
 - Total halogens 4000 ppm maximum
 - PCB 2 ppm maximum
- Off-specification used oil provided that the heater burns only used oil that the owner or operator generates, the heater is designed for a maximum capacity of not more than 0.5 million BTU per hour the combustion gases from the heater are vented to the outside.

If your business burns used oil for energy recovery, check with your state or local air quality division to inquire about air quality requirements, and check with state building code personnel to inquire about building codes for the installation and use of the burner.

Used Oil Management. As a used oil generator, you must ensure that used oil is properly managed by a recycling or disposal company. The best

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way to manage used oil is to send it off-site to a recycling company. The regulations encourage different recycling options such as reconditioning, refining, reusing or burning for energy recovery.

Uses of Used Oil. It is illegal to dispose of used oil improperly. Note the following important restrictions:

- Do not discharge used oil to sewers, drainage ditches, septic tanks, or streams.
- Do not dispose of used oil in landfills or mix used oil with wastes that will be disposed of in landfills.
- Do not mix used oil with gasoline or cleaning solvents. The resulting mixture may be a hazardous waste. This classification brings into effect a lot of additional regulations.
- Do not use used oil for road oiling, dust control, weed control or for similar purposes.

Storage of Used Oil. Used oil must be stored in

tanks or containers (including DOT approved drums) that are in good condition. This means:

- No severe rusting;
- No bulging or major dents; and
- No visible leaks.

Many of the used oil regulations relate to good housekeeping practices. As a used oil generator, you must:

- Label all storage containers or tanks with the words "Used Oil;"
- Store used oil in containers or tanks in good condition;

If there is a leak of used oil: stop the leak, contain it, clean it up and properly manage the cleanup materials;

- Use a transporter with an EPA identification number to ship used oil off-site.

Used Oil Spill Prevention. If you handle oil or oil products at your facility, you may be subject to the Spill Prevention Control and Countermeasure



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(SPCC) regulations. These regulations require that companies prevent and contain discharges of oil or petroleum products.

In determining whether these regulations apply, you must consider the capacity of your tanks and containers and not the actual amount of oil stored. You should be aware that the definition of oil is very broad and includes heating oil, crude oil, mineral oil, gasoline and diesel fuel. If you are subject to the SPCC rules, you must provide secondary containment for oil or petroleum product storage units to contain any releases. You must also prepare a written SPCC plan that describes all measures taken at your facility to prevent and control a release of oil or petroleum products.

The SPCC plan must be written within six months after you begin storing oil and it must be updated every three years, or whenever significant changes in oil storage occur. The SPCC plan must be signed by your management and certified by a professional engineer. You

management must review and sign the plan every three years, even when there are no changes. The SPCC plan must be kept on-site and be available for review.

Oil Spills. If a spill occurs, you must perform the following cleanup steps:

1. Stop the release;
2. Contain the released used oil;
3. Clean up and properly manage the released used oil and other materials; and
4. If necessary, repair or replace any leaking used oil storage containers or tanks prior to returning them to service.
5. For reportable spills or leaks, call the Iowa hotline at 515-281-8694 as soon as possible but not later than 6 hours after the onset or discovery of the spill or leak. If the release involves EPA-regulated material and the amount released is above EPA reportable quantities, it must also be reported to the

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**IAA is committed to the
Iowa Automotive Recyclers!**

IAA-Des Moines, IA**1914 E. Euclid****(515) 262-3710****David Crowder, Branch Manager****Auctions: Tuesdays, 10:00am**

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National Response Center at 800-424-8802 within 15 minutes.

Waste Oil Collection Centers. Iowa has operational and storage requirements for facilities that voluntarily accept waste oil from the public. They can only accept sealed containers of five gallons or less of waste oil. Other requirements include waste oil containers and tanks standards, requirements for signs of the collectors and retailers, drop-off site supervision, and collection site requirements.

Links to the Regulations. Use the following links to view the regulations pertaining to used oil storage and management.

(You will find these links listed in this article at <http://www.ecarcenter.org/IA/ia-usedoil.htm>)

Iowa Waste Oil Collection Center Requirements (IAC 567-119.1 - 567.119.8)

Federal Standards for the Management of Used Oil

Technical Standards And Corrective Action Requirements For Owners And Operators Of Underground Storage Tanks (UST), Code of Federal Regulations, 40 CFR Part 280

Self-Audit Checklist

When an inspector comes to your facility, there are certain things he or she checks to see if you are in compliance with environmental regulations. It makes good sense for you to think ahead and perform a "self-audit" and catch and correct problems before they result in penalties. Also, there are some compliance incentives associated with self-audits.

Use the following list to audit your used oil storage areas and management procedures.

1. **Is used oil stored in drums, tanks or other containers that are in good condition?** Open containers, and rusting or leaking containers cannot be used for oil storage.

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2. **Are used oil storage containers and tanks properly labeled?** All used oil storage tanks must be labeled "Used Oil." If underground tanks are used, then the fill pipes should be labeled.
3. **Is the area around the used oil storage containers free of releases?** Releases must be stopped and the released material cleaned up and managed properly. If a release of used oil occurs, it must be contained and reported to the Iowa DNR.
4. **Do you have a SPCC plan?** Verify whether your facility is subject to the SPCC rules. If so, maintain your plan, update it every three years and keep on-site for review.
5. **Is used oil transported to a recovery facility by a certified transporter?** Check your records and verify that all shipments of used oil were removed from your property by a state certified transporter.
6. **Is solvent or other materials mixed with used oil?** Verify that there are separate, clearly labeled containers for each type of material, and that used oil is not mixed with solvents and other materials.

Best Management Practices (BMPs)

Most regulations tell you what you have to do to be in compliance, but they don't explain how to do it. That's where "best management practices" come into play. BMPs are proven methods that help you to get into compliance and stay there. The following BMPs are recommended for used oil storage areas and management procedures.

- Train your employees on the proper methods for handling used oil.
- Do not contaminate used oil with even small amounts of gasoline, brake cleaner, carburetor cleaner, or other solvents. Even small amounts of solvents turn recyclable oil into a hazardous waste.
- Keep storage containers closed when not

actively adding or removing material.

- When storing drums keep an aisle space between drums to allow for inspection for leaks and damage.
- Install secondary containment to prevent the release of used oil to the environment.
- Inspect containers and secondary containment structures on a weekly basis to be certain that they are in good condition. Keep written records of these inspections for at least 3 years.
- Try to prevent spills when dismantling vehicles. If spills do occur, clean up with rags. After wringing out the saturated rag into the used oil drum, you can have the rags laundered.
- Avoid using absorbents for oil spills unless there is a threat of the spill spreading to soil or water. Oily absorbents must be evaluated prior to disposal to determine whether they are hazardous or nonhazardous.
- Before contracting a transporter for your used oil, make sure to check for the transporter's state certification.
- Get receipts for used oil shipments and store them in your records for at least 3 years.

Contacts

1. For more information, contact the Region 7 Environmental Protection Agency at 913-551-7020, or the Iowa Department of Natural Resources at 515-281-8941.
2. To report a spill or leak, call the Iowa hotline at 515-281-8694 as soon as possible but not later than 6 hours after the onset or discovery of the spill or leak. If the release involves EPA-regulated material and the amount released is above EPA reportable quantities, it must also be reported to the National Response Center at 800-424-8802 within 15 minutes.
3. To report an environmental incident or complaint, contact the Iowa DNR.

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Iowa Legislative Update

Recycling Bill Ready For Full House Vote

The main recommendations of the Comprehensive Recycling Task Force are now ready for approval by the full House of Representatives.

House File 2496 establishes the Green Advisory Committee.

The advisory committee is tasked to make recommendations to the department of Natural Resources regarding the development and implementation of a recycling vendor and resource green list and the development and implementation of an ongoing, statewide communication and outreach educational resource program for all recycling sectors. The bill also requires the advisory committee to submit a report to the general assembly by January 1, 2011, with recommendations for the creation of a green certification program as called for in the comprehensive recycling planning task force report. The DNR may contract with a third-party vendor to perform the requirements of the bill and may use certain moneys in the solid waste account of the groundwater protection fund.

Bills of Interest:

SF 2174 - The bill annually allocates \$250,000 each year for the next four years from the solid waste account of the groundwater protection fund to the department of natural resources for purposes of a grant to be awarded to one organization. The grant recipient is required to use the moneys for a public education and awareness initiative designed to reduce litter and illegal dumping. In Senate Appropriations Committee.

HF 2504 - A bill enhancing criminal fines and penalties in disaster areas including illegal dumping. (Formerly HF 2215)

HF 2496 - This bill seeks to implement the five proposals developed by the Comprehensive Recycling Task Force. Specifically, the bill establishes a green advisory committee appointed by the governor to provide written recommendations to the environmental protection commission for purposes of creating a recycling vendor and resource green list. On House debate calendar. (Formerly HSB 661)

HF 2446 - The bill provides that if a sanitary disposal project (other than a transfer station or a sanitary landfill) receives a notification from the DNR that the financial assurance instrument of the sanitary disposal project is inadequate, the sanitary disposal project shall have 30-days to remedy the inadequacy or they are required to cease acceptance of additional solid waste. On House debate calendar. (Formerly HSB 662)

More information and status of bills can be found on The Iowa Legislature General Assembly website. <http://www.legis.state.ia.us/index.html?inpMulti=HSB+662>

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THE UN-COMFORT ZONE

with Robert Wilson

Will You Freak-Out or Hunker Down?

Sometimes motivation is forced upon us. We are thrust into the Un- comfort Zone. And, whether we sink or swim depends on how we respond to the situation. How do you react during a crisis?

Here are the stories of two men who faced a crisis late in life and how they dealt with it. One was a restaurant owner; the other a janitor. The former went into bankruptcy at an age when most people retire, and the latter was fired from a job he'd had for nearly 20 years.

The restaurant owner enjoyed a successful business in a small town at the edge of the Appalachian Mountains. It was a great location along busy U.S. Route 25. And, because he offered the best food and service around, his eatery was jammed from sunup to sundown. But it wasn't to last.

The janitor started his job at St. Peter's Church in London as a teenager. Over the years he married and raised a family and enjoyed a perfectly predictable profession with solid job security. That is until the new vicar came along.

Over the course of 26 years, he was honored by the state governor for his recipes; and was praised by famous restaurant critic, Duncan Hines, in his column *Adventures in Good Eating*. Then in 1956, the new super highway by-passed the little town. It's amazing the difference just a few miles can make. Two years later the restaurant was closed and the property auctioned off to pay creditors. At 64 years old, the restaurant owner was broke.

It was around the turn of the twentieth century when the new vicar, a stickler for decorum, took over

St. Peter's Church. When he learned that the janitor could not read, he gave him three months in which to learn. Quite depressed by the news, the man thought it might make him feel better if he smoked a cigarette.

Unable to afford the cost of opening another restaurant closer to the highway, he reviewed his assets. All he had left was his knowledge and the delicious recipes that made his food so popular. So, he got into his car.

As he walked home, the janitor searched for a tobacco shop. There was usually one on every block, but there were none near the church. He walked block after block without finding one. By the time he reached his house he knew exactly what he was going to do.

Town by town, he drove, stopping at every restaurant along the way. He told the owners they would be more successful if they served his secret recipes under his brand name and paid him a royalty. Two years later, in 1960, he had 400 restaurants serving his food. By 1963 he was making a profit of \$300,000 per year. And, in 1964, Colonel Harlan Sanders sold Kentucky Fried Chicken to investors for \$2 million, plus a lifetime salary of \$75,000 per year.

With his meager savings, he opened a tobacco shop near the church. It was an immediate success. His profits went to open a second, then a third and before long he had thriving tobacco shops all over London. Ten years later, he met with his banker about investing his earnings. The banker gave him some papers to sign. The man asked the banker to read the papers to him, explaining that he didn't know how.

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Shocked, the banker exclaimed, "You are so successful, just think where you'd be today if you could read!" Albert Edward Foreman smiled and sighed, "I'd be the janitor at St. Peter's Church." (Based on a true story by Somerset Maugham)

Did you know that in Chinese, the symbol for the word "crisis" is the same symbol used for the word "opportunity?" Two sides of the same coin. In other words, it's all in our perspective. Will you find the opportunity in your next crisis?

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.com.

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Why Earth Day?

Earth Day 2010 will fall on a Thursday this year - April 22nd. It will also be the 40th Anniversary of this annual event. We all know what it represents and why it's such a good idea to join forces to preserve our natural resources. But do you know what prompted the formation of this movement?

A lot of things were going on back in 1970: Kent State shootings, Apollo 13, the death of Jimi Hendrix, the meltdown of fuel rods in the Savannah River nuclear plant, just to name a few. You may also remember that during this time we had massive V8 sedans, industry was polluting the air- and water-ways, and the word "environment" was rarely mentioned in connection with any of these abuses.

Gaylord Nelson, a U.S. Senator representing Wisconsin, proposed the first nationwide environmental protest to, in his words, "shake up the political

establishment and force this issue onto the national agenda". It appears to have worked.

On April 22, 1970, 20 million Americans demonstrated for a healthy, sustainable environment, with huge coast-to-coast rallies. Thousands of colleges and universities got involved and groups that had been fighting against oil spills, factory pollutants, raw sewage, toxic dumps, pesticides, the loss of wilderness and the extinction of wildlife realized they shared a common value - their environment.

All of a sudden, a rare political alignment occurred, in that Republicans and Democrats, rich and poor, farmers and city slickers all were in agreement that something needed to be done: the United States Environmental Protection Agency (EPA) was born, and with it came the passage of the Clean Air, Clean Water and the Endangered Species acts.

In 1990, twenty years after its inception, Earth Day went global, mobilizing 200 million people in 141 countries, boosting the recycling efforts worldwide, thus paving the way for the 1992 United Nations Earth Summit in Rio de Janeiro.

It is now 2010 - we are still fighting for a clean environment. There are more than 190 countries, representing over one billion people, taking part this year. There are websites galore that will give you plenty of causes and information on how to apply them to your school, office building, business and home, running the gamut of providing a free drop-off for electronics, appliances and auto batteries, to cleaning the local park or even national park trails and rivers. In Washington, D.C. there is even a Change the Climate Rally scheduled for April 25th, with exhibits and performances on the National Mall the week of April 17-25. Go to <http://www.earthday.net/earthday2010> for ideas on how you, your family, your business and employees can participate in this great event.

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Scrap Commodities Market Report – February 2010 Approximate Pricing

Crushed Cars	130.00 NT
Prepared Iron	180.00 NT
Motor Blocks	120.00 NT
Aluminum Rims	0.70/LB
Aluminum Condensers	0.55/LB
Copper Radiators	1.30/LB
Aluminum Case Transmissions	0.15/LB
Dirty Aluminum	0.20/LB
Batteries	0.20/LB
Lead Wheel Weights	0.40/LB

*This Report is for the sole purpose of informing members of current metal market activity.

**For more accurate and current pricing call your scrap metal vendor.

Do You Ship Air Bags? Do You Have an Emergency Response Plan in Place?

Did you know that the US Department of Transportation (DOT) requires that every shipper of haz-

ardous materials/wastes provide emergency response information to accompany the shipping documents and

to also provide a 24hr. emergency response telephone number. This number must be manned by a person who is knowledgeable of the hazardous materials/wastes being shipping and has comprehensive emergency response and incident mitigation information (Ref. 49CFR172.602 and .604).

OSHA also requires that an emergency plan shall address: Emergency Medical Advice and Emergency Alerting and Response Procedures. A hazardous communications program must detail how employees obtain and use the appropriate hazardous material information. MSDS must contain the telephone number of a responsible party who can provide additional information on the hazardous chemical and appropriate emergency response information.

If you have no such program in place, ARA can help. ARA offers members a special rate member benefit program through InfoTrac. Contact Kelly Badillo at kelly@ara.org for an InfoTrac form.

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NMVTIS 101:

What You Need to Know About Federal Reporting

NMVTIS (*nim*◊*VEE*◊*tus* or *nim*◊*VIT*◊*us*) *n.* acronym: *National Motor Vehicle Title Information System*

1. A national storehouse of automobile information used to protect states and consumers from fraud and unsafe vehicles, and to prevent VINs from destroyed vehicles from being used for illicit purposes.

2. A federal reporting requirement for all state jurisdictions, insurers, junk and salvage yards, dismantlers, scrap yards, crushers, metal shredders, auto recyclers, salvage pools or any business that deals in junk and salvage vehicles.

What is NMVTIS, exactly?

The National Motor Vehicle Title Information System (NMVTIS) is a U.S. Department of Justice (DOJ) database operated by the American Association of Motor Vehicle Administrators (AAMVA) that contains automobile information from states, insurance carriers and the salvage industry.

Beginning in March 2009 every business that handles junk, salvage or total loss vehicles must report specific pieces of information about those vehicles to the national database. States report title information and use the database to check out-of-state titles in NMVTIS before issuing a new title, to ensure that title brands (such as FLOOD or REBUILT) issued in one state move with the vehicle to other states. Consumers and insurers can use the reported information to make sure a used car has not been totaled or rebuilt without their knowledge. The NMVTIS database is also meant to provide a clear chain of possession for end-of-life vehicles. For law enforcement, NMVTIS helps prevent theft and fraud by reducing thieves' ability to steal vehicles and swap out VIN plates, or get clean titles on stolen vehicles.

Do you have to report?

In general, if you own, control, handle, or acquire

more than five junk or salvage vehicles a year, you must report to NMVTIS. It doesn't matter if your business type isn't specifically listed in the DOJ ruling; if you deal in salvage vehicles, you are affected by these new requirements.

What qualifies as a junk or salvage vehicle?

According to the federal rule, junk vehicles are vehicles incapable of operating on public streets, roads, and highways with no value except as a source of parts or scrap. These vehicles may be acquired for resale in their entirety or as spare parts, for rebuilding, restoration, or crushing. Salvage vehicles are also automobiles damaged by collision, fire, flood, accident, trespass or other event to the extent that the fair salvage value plus the cost of repair for legal operation would be more than the fair market value of the automobile immediately before the damage occurred. This definition includes all automobiles declared a total loss under the laws of its state or declared a total loss by its insurance carrier's policies.

What does all this mean? Basically, if a vehicle will be used for parts or rebuilding, if it will be crushed, if the cost to repair a vehicle is more than the vehicle is worth, or a vehicle is connected with a total loss insurance claim, it's a junk or salvage automobile and must be reported. Please keep in mind that this definition does not consider title brands or status— even a car with a "clean" title must be reported if it fits the federal salvage definition.

What is NOT a salvage vehicle?

Under the NMVTIS guidelines, if a qualified independent appraiser determines that a vehicle does not meet the definition of a salvage or junk automobile, it does not have to be reported. This determination

INDUSTRY NEWS**The Iowa Automotive Recyclers News**

must be in writing and made after performing a good-faith physical and value appraisal. The DOJ recommends that junk and salvage yards retain the reports and written appraisals for a period of ten years from the date of the report.

How do you report?

NMVTIS reports are made through approved data consolidators. Consolidators collect the required information from salvors and insurers, format it and insert it into the NMVTIS database. Auto Data Direct, Inc. (ADD), Insurance Services Office (ISO) and Audatex are the AAMVA-approved data consolidators for NMVTIS reporting.

New regulations can be frustrating and confusing, and consolidators have varied prices and different ways for recyclers to provide the required information, so it's a good idea to shop around to find the data consolidator and reporting process that works best for your business. For example, ADD has three different reporting methods to choose from, and live customer service six days a week. ADD also offers tools to help verify your compliance, with a Record Manifest to monitor each report from submission to acceptance, a VIN validation tool, a searchable archive of reported vehicles and printable report confirmation receipts. Additionally, many management systems and business software providers have teamed up with NMVTIS data consolidators to help users report NMVTIS vehicles with a few clicks of a mouse.

What do you report?

For each junk and salvage vehicle you handle, you should provide your business contact information, the VIN, the date the vehicle was obtained and who it was obtained from. Salvage reports are also required to include a statement of the vehicle's disposition (if it will be used for parts or rebuilding, crushed or sold) and if it will be exported out of the US.

The rules require you to report a vehicle within 30 days of receiving it. You should make an initial report within 30 days of taking a vehicle into inventory, and a supplementary report within 30 days of a change to

the vehicle disposition (such as when a rebuilder is sold, or a parts vehicle is crushed).

If you will receive a vehicle and dispose of it (by crushing or selling the vehicle) within 30 days, you are allowed to make only one report indicating the final disposition. You should not report a vehicle as crushed until the vehicle has actually been crushed, because reporting a vehicle with a disposition of CRUSH indicates that the vehicle has reached the end of its life and can never again be sold, titled or used as a motor vehicle.

Is it too late to begin reporting?

If you haven't ever made a NMVTIS report, or you've only reported some of your salvage vehicles (such as your Cash for Clunkers cars), it's not too late to catch up. The Department of Justice has stated that even if you are late beginning NMVTIS reporting, when you do make your first report, you should include ALL junk and salvage vehicles that you have taken in since March 1, 2009.

If you have been reporting and find that you have forgotten to report a few vehicles, or you've reported them incorrectly, the same principle applies: better late than never. Even if you're behind, it is important that you make a complete and accurate report.

What's in it for you?

The real benefit of the NMVTIS database is the consumer protection it provides. If you would like to check a vehicle history before you buy a rebuilder, take a trade-in, or auction a vehicle, you have access to NMVTIS information as well. A NMVTIS Vehicle History provides information from a vehicle's current title, including the vehicle's brand history, title history, and the latest reported odometer readings. NMVTIS vehicle reports will also tell you if a vehicle has been determined to be "salvage" or a total loss by an insurance company or a self-insuring organization, and lists prior reports from auto recyclers who may have handled the vehicle. Everyone has a story about a bad car purchase- don't get stuck with a clunker.

A program like NMVTIS has never before existed

on a national level. The information it contains will demonstrate just how much the salvage industry does for recycling, and will be invaluable for industry groups fighting to make a difference on a policy level. The data in NMVTIS is hard evidence of the major role automotive recycling plays in the national economy. It also may help improve industry processes and make it easier for law enforcement to find "problem" businesses in the long run. The system is still new, but the information could potentially replace outdated state recordkeeping methods such as handwritten police books and mailed-in title packets.

NMVTIS levels the playing field for auto recycling businesses small and large. Across the industry, upstanding business owners obtain complicated permits and follow strict regulations for storm water, fluid recycling, and hazardous materials disposal—expenses that cost thousands of dollars a year. Enforcement of these regulations is haphazard, and tends to target businesses trying to comply rather than shady businesses that fly under the radar by avoiding permits altogether. Unlike other industry requirements, NMVTIS reports provide a clear chain of possession for end-of-life vehicles that will make enforcement much simpler, and clearly identify those that are not compliant.

Many insurance companies and most salvage pools are reporting to NMVTIS, and each report indicates the name of the business that bought each vehicle. If an insurance carrier reports that they totaled a vehicle and sent it to auction, then the auto auction reports the receipt and sale of that same vehicle, but the recycler who purchased the vehicle never reports... it's clear that the recycler is not reporting as required. Gaps in the chain of possession point directly to the businesses who are not reporting, rather than those who are.

How do you check compliance?

The official government website, www.nmvtis.gov, provides a searchable database of compliant companies under the **About Us** tab, when you click the **Who Reports to NMVTIS?** link. NMVTIS compliance checks are a great law enforcement tool that will help identify unfair and illegal business practices that hurt the whole industry. Compliance checks can work for you, too. Make sure your suppliers are reporting—don't buy cars from vendors trying to skirt the rules.

The NMVTIS reporting program is already producing results, from its role in Cash for Clunkers enforcement, to the discovery of VIN cloning rings and an improved recovery rate of stolen vehicles. NMVTIS is a federal program, and the reports are separate from your state regulations. It is important to understand the NMVTIS requirements, because it is not your state's responsibility to report information to NMVTIS on your behalf; it is ultimately your responsibility to ensure your business is in compliance.

More information is available at www.vehiclehistory.gov and www.add123.com.

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Dodge Pickup Alert

By Tom Snyder

Please be aware of a matter involving 2009-2010 Dodge Pickups. Damage is being done to wheel speed sensors and wheel speed sensor wiring harnesses by the installation of tie-down devices on the rear axle of new 09-10 Ram trucks. In short, look before

you throw a J hook or other kind of tie down on the rear axle. Most IAR members probably don't tow, but you may haul your own stuff home from the pool or the pool may deliver to them. Inventory is too expensive the way it is without tearing up more.

ARA Requests EPA to Confirm Safety and Recyclability of Vehicle Air Conditioning Refrigerant

Last week, ARA provided comments on the U.S. Environmental Protection Agency's (EPA) proposed rule to approve a new substitute refrigerant, HFO-1234yf, under the Significant New Alternatives Policy (SNAP) Program. While ARA fully supports the intent of the SNAP Program to evaluate and regulate substitutes for the ozone-depleting chemicals that are being phased out under the stratospheric ozone protection provisions of the Clean Air Act, the Association is urging the EPA to look at the total lifecycle of the fluid, and consider all ramifications that may occur from the use and, ultimately, disposal of the new fluid.

ARA's concerns target the storage, disposal, occupational hazard, internal cost associated with specialized equipment, impact on air quality, and effects on storm water run-off requirements. The specific questions raised highlight the need for further information and in-depth research for handling this new fluid during the dismantling process of an end-of-life vehicle, to identify any associated occupational dangers or potential costs that could be incurred by automotive recycling facilities and their employees, or any environmental impact it may have to the public regarding air quality or storm water run-off, which are two key issues of concern for the professional automotive recycler. The current ruling does not adequately address these concerns.

The EPA expressed a willingness to address these issues and gain a better understanding about the automotive recycling industry as it moves closer to administering a final rule. ARA will continue to reach out to EPA during a follow-on rulemaking, focusing on disposal certification. To view the EPA's proposed rule and ARA's comments, please visit the ARA Government Affairs Regulations Page.

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