



The Iowa Automotive Recyclers NEWS

OCTOBER / NOVEMBER 2008

IAR Associate Member Profile QRP of Wisconsin

QRP of WI is a group of auto and truck recyclers working together in a co-op nature. The goal is to improve business for each of our members and for our industry. Since the original formation of QRP in 1999, we have had auto recyclers in MN and SD join our group.



Two of the main focuses have been to improve salvage acquisition opportunities for our members and to increase member to member business. Our marketing efforts, promoting the services of all of our members, have been directed mostly to the insurance industry.

The successes of our members, as a group, have spurred the development of three new independent businesses, each of which was formed with assistance from QRP and with strong relationships with our group.

- QRT, Quality Recovery & Towing provides QRP members, and other auto recyclers, with affordable and reliable vehicle transportation services.
- OSATS, One Source Auto Title Service provides vehicle title processing service to

insurers who do not have in-house staff to perform this work. The service offered by OSATS positions these insurers to be able to use the QRP Vehicle Management System for salvage disposition without concern about the added work load of title processing.

- QRP Express is a privately owned company providing daily pick up and delivery of parts to all of our members. This company works exclusively for QRP. The mission of the QRP Express system is "Any part, from any member, to any member, overnight". Considering the geography and the vast array of part types that our members sell to each other, this has been a challenge to say the least. Thanks to a high level of member commitment this system continues to increase member to member sales.

This brief look at our history indicates that the members of QRP are not afraid to take on the challenges of creating programs that may be new, different, or "out of the ordinary", and implement them successfully.

QRP is now embarking on yet another venture, which we consider an opportunity for us to help

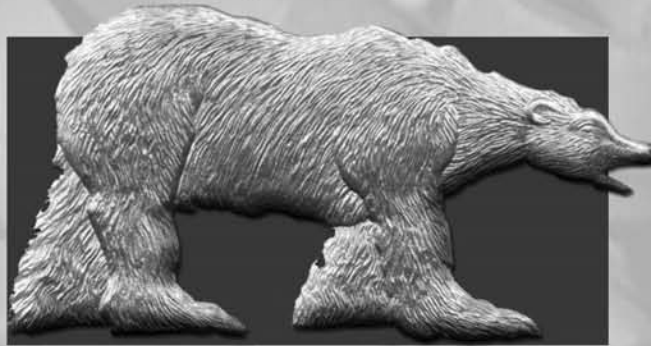
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IAR News



**THE
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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, its officers, directors, staff, members or its 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 Kelly Lynch-Salseg, 3333 Skycroft Circle, Minneapolis, MN 55418, Phone: 515-943-3516, Email: iowaautorecyclers@bitstream.net 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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Executive Director
Kelly Lynch-Salseg
3333 Skycroft Circle
Minneapolis, MN 55418
Phone: 515-943-3516
Email: iowaautorecyclers@bitstream.net

Lobbyist

James Piazza, JR.
Atty at Law
2415 Ingersoll Avenue
Des Moines, IA 50312
Phone: 515-243-2080
Fax: 515-288-9477
Email: James.PiazzaJr@hotmail.com

Newsletter Director

Kelly Lynch-Salseg
3333 Skycroft Circle
Minneapolis, MN 55418
Phone: 515-943-3516
Email: iowaautorecyclers@bitstream.net

PUBLISHING STAFF

IAR retains the services of R. J. McClellan Inc.
Call any staff member, Monday through Friday, 8 a.m. - 4 p.m.
Phone 651-458-0089 Toll Free 877-525-4589
Fax 651-458-0125

Ron McClellan President, Advertising Sales
Sheila Cain Manager, Layout and Design

IAR's 2008 Board of Directors

Mike Swift, President

Trail's End Auto & Truck Salvage
1600 N.E. 44th Avenue
Des Moines, IA 50313
Phone: 515-265-5696
Toll Free: 800-717-6505
Fax: 515-265-0817
Email: miketrailsendauto@gmail.com

Scott Frank - Immediate Past President

Sam's Riverside Auto & Truck Parts
3900 Vandalia Road
P.O. Box 456
Des Moines, IA 50302
Phone: 515-265-8792
Fax: 515-265-3927
Email: samsriverside@aol.com

Mike Waterbury, Vice President

Sandhill Auto Salvage
1981 Hwy. E64
Tama, IA 52339
Phone: 641-484-2057
Fax: 641-484-5555
Fax: 515-265-0817
Email: parts@sandhillautosalvage.com

Jeff Smid, Secretary

Jeff Smid Auto, Inc.
10330 Hwy. 65
Iowa Falls, IA 50126
Phone: 641-648-2375
Toll Free: 800-528-3147
Fax: 641-648-2445
Email: info@jeffsmidauto.com

Joel McCaw, Treasurer

Ace Auto Recyclers, Inc.
2752 S. Riverside Drive
Iowa City, IA 52246
Phone: 319-338-7828
Toll Free: 800-223-2886
Fax: 319-337-3234
Email: AceAuto@iowadsl.net

Tracy Hurst

Hurst Salvage
4019 4th Ave. West
Spencer, IA 51301
Phone: 712-262-3011
Toll Free: 800-286-3011
Email: hsalvage@ncn.net

Jodi Kunde

North End Auto Wrecking
55 W. 32nd Street
Dubuque, IA 52001
Phone: 563-556-0044
Toll Free: 800-545-8885
Fax: 563-556-5097
Email: NorthendWrecking@aol.com

Brent Nugent

Nugent Auto Sales, Inc.
115 South Clark
Maquoketa, IA 52060
Phone: 563-652-2231
Toll Free: 877-652-0576
Email: brent@nugentautos.com

Eric Piper

Spilman Auto Parts, Inc.
20311 Old Highway 2
P.O. Box 31
Bloomfield, IA 52537
Phone: 641-664-2463
Toll Free: 800-477-1367
Fax: 641-664-2477
Email: spilman@netins.net

Tom Snyder

Snyder's Auto Body
1526 E. Washington Street
Clarinda, IA 51632
Phone: 712-542-5316
Toll Free: 800-541-2264
Fax: 712-542-6002

Dave Wood

Van Gorp Used Cars, Inc.
2696 Hwy. 63 S.
P.O. Box 1007
Oskaloosa, IA 52577
Phone: 641-673-8459
Toll Free: 800-245-2336
Fax: 641-673-0450
Email: parts@vangorpia.com

IAR BOARD NEWS

Iowa Automotive Recyclers Teleconference Board Meetings

JUNE 25, 2008 9:00 A.M.

President Mike Swift called the meeting to order at 10:40 a.m. Members present were: Mike Swift, Kelly Salseg, David Hesmer, Scott Frank, Dave Wood, Jodi Kunde, Eric Piper, Tom Snyder and Jeff Smid.

Kelly began the meeting by telling the board members about a fund the Illinois association collected for disaster relief for Hurricane Katrina victims, which still has money available. She contacted the Illinois group and they would like to disperse these funds to the Iowa association flood victims. Kelly will check with some of the possible members involved in the flooding and see if they could use any of these available funds.

Kelly discussed the Fall Outing options. Clyde has visited The Inn of Okoboji and didn't care for that facility. Kelly contacted Arrowwood and they would have the meeting facilities at their site on

October 3-4th but the rooms would be at Bridges Bay Resort which is 2 miles away from Arrowwood. Arrowwood may have both rooms and meeting facilities at one site the weekend of October 17-18th if the board chose to change the dates.

Kelly talked about getting a bus for traveling

between the location at Okoboji and the yard tours. She will continue to check into the options available for a bus and will get something arranged for that weekend.

Kelly said she would be attending the National ARA meeting the end of October in Kansas City on behalf of the Minnesota association. The MN association has asked if Iowa would also like Kelly to represent our group and share the costs of Kelly's attendance. Mike S. said they would discuss this and let her know at a later date.

Dana from the Nebraska association has done the GMARE report and told Kelly the profits have been split 50/50 in the past several years.

The meeting ended at 10:28 a.m.

Respectfully submitted,

Jeff Smid, Secretary

JULY 25, 2008 9:00 A.M.

President Mike Swift called the meeting to order at 9:13 a.m. Members present were: Mike Swift, Kelly Salseg, David Hesmer, Mike Waterbury, Scott Frank, Dave Wood, Jodi Kunde, Brent Nugent, Tom Snyder, Clyde Lems, Tracy Hurst, Joel McCaw and Jeff Smid.

Mike S. brought up the subject of the GMARE convention to see if we want to do GMARE or not next March. Dana is beginning to plan for it and would like to know what Iowa is going to do since Nebraska does not want to attend the Upper Midwest Convention and will not have GMARE if Iowa is not attending. Tom has polled the board and current officers recently but didn't get a definite answer about which one or both conventions to attend in 2009. After much discussion, a motion was made by Dave Wood to attend the GMARE



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Convention the 2nd weekend in March in Omaha and also attend the Upper Midwest Convention in Eau Claire, Wisconsin the 1st weekend of May then reevaluate for the following year. Clyde seconded the motion; motion carried. Dana is asking for the board's ideas for programs, etc. for GMARE.

As attendees of the Upper Midwest Convention, Iowa will be in charge of the Attendees Committee which involves the registration packets and the registration process and recruiting people or hiring staffing to help with registration. Tom said there will be a conference call the 2nd week of each month with representatives of each state to communicate and help one another through the planning process. The budget will be set by August 13, 2008. The governing board will be made up of 1 representative from each of the 5 states and will coordinate each committee and oversee the process. Iowa is scheduled to host the convention in 2012. Tom will have more information to share with the board following future conference calls.

Kelly reported that she had the renewal membership and payment from Express Parts, an associate member, for 2009 already. David made a motion to accept them as an associate member with a second from Scott. The motion carried.

The last item on the agenda to discuss was the replacement of our lobbyist, David Scott, following his resignation. James Piazza's name has been suggested as a possible lobbyist. It was decided the Legislative Committee would check on other possible lobbyists then make a recommendation to the board soon.

The Legislative Committee also discussed joining the National Federation of Independent Businesses (NFIB). If the IAR would join, the NFIB would lobby on our behalf for free.

A motion was made to adjourn by Dave W. with a second by David H.; motion carried. The meeting was adjourned at 9:43 a.m.

Respectfully submitted,
Jeff Smid, Secretary

AUGUST 7, 2008 9:00 A.M.

President Mike Swift called the meeting to order at 9:11 a.m. Members present were: Mike Swift, Kelly Salseg, David Hesmer, Mike Waterbury, Scott Frank, Dave Wood, Jodi Kunde, Brent Nugent, Clyde Lems, Tracy Hurst, Tim Smith, Joel McCaw, Eric Piper and Jeff Smid.

Clyde Lems, as chairperson of the Legislative Committee, presented the committee's recommendation for our new lobbyist to be hired for the coming year. They are recommending by majority vote James Piazza for a one-year contractual period.

Clyde made a motion to hire James Piazza on a one-year contract with parameters to be decided by the board. There was a second by Jeff which he then retracted after some discussion on if the annual fee would be based on a per bill to push basis or per year. Clyde then made a new motion to hire James Piazza on a one-year with the parameters to be set by the board. There was a second by Brent; motion carried. Mike Swift will call Jim to see if he has a contract that we can work from. The Legislative Committee will then work on that contract, send it to the board members for ideas and suggestions and then present it to the board for a final vote.

In other business, Kelly said she would be



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sending out the Fall Outing invitations which will include a brochure and registration fees early next week. The sponsors will be listed on the brochure going out next week. Kelly requested any ideas on auction items needed. Mike has had someone working on the logo and will finalize that soon so it can be used in the brochures also.

There was a motion by David H. to adjourn with a second by Mike W. The meeting adjourned at 9:45 a.m.

Respectfully submitted,
Jeff Smid, Secretary

AUGUST 27, 2008 9:15 A.M.

President Mike Swift called the meeting to order at 9:28 a.m. Members present were: Mike Swift, Kelly Salseg, David Hesmer, Mike Waterbury, Scott Frank, Dave Wood, Jodi Kunde, Brent Nugent, Clyde Lems, Tracy Hurst, Tom Snyder, Tim Smith, Joel McCaw, Eric Piper and Jeff Smid.

Mike S. asked Joel to report on the finances. Joel said he has mailed the four \$1,000 scholarship checks

The legislative committee is working hard on behalf of the membership and legitimate auto recyclers and Kelly will be faxing out a questionnaire that will need to be filled out by all IAR Direct members to help us in these efforts. IAR will need some facts and figures to back up our work in this area.

Kelly gave us an update on the Fall Outing. Twenty-six people have registered so far so we need everyone to get their registrations in soon. Blocks of rooms have been reserved so we also all need to get that done (800-727-4561). Kelly asked for some auction items, too.

Kelly presented 2 membership applications to vote on: Recycled Parts Plus

(Wisconsin) as an associate member and Yaw Auto Salvage (Des Moines) as a direct member. A motion was made by David H. to accept these 2 members with a second by Jeff; motion carried.

Next Kelly reported on the updated website. It needed a new look to it so that is in the works.

Kelly will be sending out the 2009 membership notices in September. It was decided to add Key City from Dubuque to the mailing list. The board also decided to include the survey with the notices.

Jeff made a motion to adjourn; Tracy seconded it and the motion carried. The meeting was adjourned at 10:13 a.m.

Respectfully submitted,
Jeff Smid, Secretary

WELCOME TO IAR

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919 S.E. 21st Street
Des Moines, IA 50317
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Fax: 515-262-5838

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Pewaukee, WI 53072
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Phone: 866-837-2039
Fax: 800-469-9445
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IAR News

The President's Pitch

By Mike Swift

Trail's End Auto & Truck Salvage, Des Moines

Where did summer go? It flew by. Every year it goes by faster and faster. Some days I wish it would just slow down a little bit. I was at work the other day and couldn't believe that it had been a year since my best friend Tim Hedges died. We sure miss Tim, but you know how the saying goes, life goes on...

I had a great summer going to my parent's lake house at the Lake of the Ozarks. We had great weather at the lake, not too hot and rainy. We took some of our friends and they really enjoyed it as well. My entire family – sisters, brother, kids, Mom and Dad - all spent the Labor Day weekend at the lake. We had a great time, only small tiffs, just typical family stuff. We started this tradition last year after our dad was diagnosed with esophageal cancer. He is still doing chemo treatments and just completed a new treatment called the cyber knife. Everything is going well with his treatments. He has great doctors and nurses that are really taking good care of him. My mom is running here and there but she never seems to get bothered with all of the running to doctor appointments and to the hospital.

I hope that everyone else had a good summer and that our IAR members that were effected by the floods are getting back to business as much as can be expected.

The IAR board & staff have been working hard this summer with all of the planning for the Fall Outing. We have also been working on the Upper Midwest convention planning. Tom Snyder took a trip up to Eau Claire, Wisconsin and checked out the venue. He, Jodi Kunde and Kelly Lynch-Salseg are helping with the planning of the convention.

We have also hired a new lobbyist this summer. His name is James Piazza Jr. He is an attorney from the Des Moines area and is also a lobbyist with the IIADA which is the association for the used car dealers. All of us on the board are looking forward to working with Jim on the up coming legislative session. Scott Frank and I interviewed three different firms and we both learned a lot in this process. We met some very nice people and it came down to some tough decision making for the board, but I think we made a great choice.

Kelly has been sending out surveys so that we can get some numbers that will help Jim out for the up coming 2009 session. If you could please take the time and fill it out and mail, e-mail or fax it to Kelly it would really help our cause for the up coming session in 2009.

In the next legislative session we are going to need help from all of the IAR members. I know how busy all of us get but we need to take a small amount of time during the day so that hopefully we can make a huge change in our industry. The IAR board and myself work very hard to make sure that our voices are heard. I am sure that sometime this year you are going to be called upon to call your

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IAR News

state representative and let them know what the IAR wants out of them in the next session. We may not have a huge number of members, but we are the voices of our industry in the state. We have had meetings with the DOT and look forward to meeting other state entities about who we are and what we do. This next legislative session is the time to take action – either put up or shut up.

The IAR board has been working hard on behalf of our members. I hope that if any of our members have issues that they will contact me or any other board member. If any of you are getting this newsletter and are not an IAR member – I'd like to ask you why?

We are working on increasing membership. If you need to hear more of what we do - please call me anytime - day or night. We need you now and if you were once a member and didn't rejoin we need you back with us. I have heard since I have been on the board that we are always waiting for a rainy day to do something. Well, I think we are in a torrential down pour and we need to take action now before it is too late. I can't say this enough; this is your association and now is the time to step up.

Thanks!

Mike Swift

Current President of the IAR

CONGRATULATIONS!! **TO MIKE SWIFT** **(TRAIL'S END AUTO & TRUCK SALVAGE** **& IAR BOARD PRESIDENT)** **ON HIS NEWLY ELECTED POSITION AS** **AN ARA DIRECTOR FOR REGION VII.**

Newly Elected Regional Directors

The elected representatives for the odd-numbered regions are as follows:

Region I – Mike Gagel, Gagel Auto Parts, Riverview, FL

Region III – Larry Brown, Jerry Brown Auto Parts Center, Ltd., Queensbury, NY

Region V – George Sapir, Intercity Auto Wrecking, Bedford, OH

Region VII – Mike Swift, Trails End Auto and Truck Salvage, Inc., Des Moines, IA

Region IX – Tom Farlow, Denton County Auto Salvage, Denton, TX

Region XI – Ed MacDonald, Maritime Auto Salvage, Ltd., Truro, NS

Region XIII – Terry Charlton, Charlton Recycled Autoparts, Ltd. Vehicle Recycling Centre, Cambridge, England

New representatives terms will begin at the conclusion of the ARA Annual Convention, October 25.

IAR News

From the Executive Director's Desk

By Kelly Salseg

What's In The Works

The days are definitely getting cooler – downright chilly in the mornings. Darkness is falling ever so slowly – earlier and earlier in the evening. And every other Friday night I can hear the distant and muffled roar of the crowd that has gathered to cheer on the St. Anthony Village Huskies football team from the football field just a few blocks from my home. All signs for me that fall is upon us. Thus ushers in year end preparations and business here at the IAR office, so please take note of the following items.

IAR 2008 Membership Survey: In mid-September all IAR Direct members were mailed a 2008 Membership Survey (in early September this survey was also faxed to all Direct members that have supplied IAR with a fax number). The IAR Legislative Committee is putting in great time and effort on behalf of the membership and legitimate auto recyclers and IAR needs facts and figures from our Direct members to support this very important work. If you have not already done so – please take a few moments to fill out this very important survey and return to the IAR office as soon as possible! If you need an additional copy of the survey please contact me. If you have already returned the survey – thank you for your support – **POWER IN NUMBERS BABY!**

2009 Membership Renewal: You should have received your 2009 IAR membership renewal notice in mid-September. If you have not already returned your 2009 renewal notice and membership fee - please do your best to do so as soon as possible. Carefully review the information on your



renewal notice and make any changes or updates as necessary, as this information will be used as the basis for your free listing in the 2009 IAR Who's Who In Salvage Membership Directory & on the IAR web site. IAR must receive your 2009 renewal notice and membership fee no later than January 1, 2009 in order to guarantee your listing in the directory. Which

brings us to...

2009 IAR Who's Who In Salvage Membership Directory: The IAR Who's Who In Salvage Membership Directory is mailed to virtually every insurance adjuster, body shop, mechanical repair shop and automotive recycler in Iowa (and beyond). In addition to the hundreds of copies mailed out at the beginning of each year, the IAR office receives numerous requests for the directory from various companies through out the year.

Immediately after this article you will find the Who's Who Advertising Rates & Order Form. This is an easy and cost effective mode of advertising that is guaranteed to reach your target market – so fill it out and send it in. Don't let this great advertising opportunity pass you by. Please make a couple of notes: 1) the deadline for placing an ad in the directory is January 1, 2009, 2) many of you that have placed ads in the directory in the past have used the same B/W art work for many years. This causes the quality and clarity of your ad to decrease from year to year. I **STRONGLY** encourage you to submit new art work this year to make sure your advertisement is the best that it can be. Thanks!

IAR News

Iowa Automotive Recyclers Iowa 2009 Who's Who In Salvage Directory

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IAR News

QRP continued from cover

other legitimate auto recyclers across the country. While our group consists of auto recyclers, we have joined IAR in the role of a vendor. However, unlike other vendors, we are not here to sell anything to IAR or to IAR members. We are now offering salvage bidding access to qualified auto recyclers across the country. One of the qualifications is that the auto recycler must be a member of his state auto recycler's association. We feel that this provides each association with a new "member benefit" that will assist the associations by increasing membership numbers.

Because we are auto recyclers that firmly believe in the values and principals that auto recycler associations provide to our industry, we are making our salvage procurement system available to state associations at no cost. Additionally, there is no cost to the association's member for the privilege of participating in the salvage bidding process. The only costs involved in our Vehicle Management System are the extremely low buyer's fees which apply when a participant's bid is accepted by the vehicle seller. The goal of this system is to provide insurers with increased net salvage recovery, without increasing recyclers cost of salvage. Therefore there is no buyer's fee applied to purchases of low value salvage. IAR members are not required to join QRP in order to take advantage of this opportunity.

The QRP Vehicle Management System has been developed by auto recyclers, for auto recyclers. We believe that the concept, and the tools built into the system, can only serve to benefit the auto recycling industry. This is a "grass roots" system that has proven itself in

our area and can be successful in any area. However, it does require "local" promotional activity by either the local association, or its members, or both.

QRP will provide promotional materials describing the VMS advantages to sellers. These materials can be used by those participants who choose to take advantage of their long standing insurance company contacts, by presenting this salvage solution system to those insurers.

QRP will also work directly with potential sellers when local participants have paved the way by developing insurer interest and then referring us to the insurer.

We look forward to working with IAR members in developing this new salvage disposition method for insurance companies selling salvage vehicles in Iowa.

Your contacts at QRP are:

Bob Hoffmann 715-551-3759

hoffmann.bob@gmail.com

Roger Ross 715-551-1195

rross.qrp@gmail.com

QRP office 888 241-0294

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IAR NEWS

Introducing IAR'S New Lobbyist James P. Piazza, Jr.

Dear IAR members:

Thank you for the opportunity to represent your interests before the Iowa legislature and executive departments this next legislative season. I want to extend special thanks to President Mike Swift, Legislative Director Clyde Lems and Treasurer Jeff Smid, who were gracious but tough through the interview process. While I have already met a few members let me take a minute to introduce myself and give you some thoughts about lobbying, the Iowa legislature and the IAR.

My name is Jim Piazza, Jr. and I live and office in Des Moines. I am married to Allison and am a father of four ranging from twelve years down to two. I graduated from Dowling High School having wrestled there and have degrees from the University of Iowa and Drake Law School. Since 1996 I have practiced law and in 1997 began working as a legislative liaison for various clients. In addition to the Iowa Automotive Recyclers I represent the Iowa Independent Automobile Dealers Association, the Heavy Highway Contractors Association and the International Union of Operating Engineers Local 234.

Over the years I have had some successes at the statehouse having been involved with various proposals dealing with road funding and diversions, DOT policy legislation, construction law and the mandatory used auto dealer education program. I have good relationships with legislators and with the Governor. The clients I represent are not mere status quo seekers but rather, are progressive entities that truly strive to be the voice for their various industries. Each of the organizations in their own

ways attempt to better their industry through ethical practices, respect for their regulators and thoughtful proposals to change regulation in ways that raise the bar so to compete on level playing fields. While nothing is guaranteed on "the Hill," hard work, a unified voice and a commitment from an organization's members certainly will serve to influence legislation.

Congratulations are in order to the IAR on celebrating its 50th Anniversary this year. As I am on a learning curve trying to understand the automotive recycling industry and its issues I want to thank you in advance for your assistance. I am impressed with what I have learned so far about the IAR. I applaud your efforts to develop the Iowa Certification Program and will certainly pick Sue Schaul's brain when questions arise. Thanks to Executive Director Kelly Lynch-Salseg for giving me space in this news publication.

An IAR committee has already met with IDOT's Paul Steir and we are in the process of setting up a meeting with Assistant Attorney General and Director of Consumer Affairs Bill Brauch who indicated to me that "he will be more than happy to meet with us." We have met with Jim Lykam, Vice chair of the House Transportation committee and are planning to attend the House Transportation Chair Geri Huser's fundraising event. We plan to sit down with representatives from the Dept. of Natural Resources next. The ball's rolling! I will count on your support when its time to make those phone calls to legislators and want you to feel free to contact me on my cell at any time. (515) 707-1620.

"The only thing in life achieved without effort is failure."

Anonymous, Day by Day

IAR News

THE UN-COMFORT ZONE with Robert Wilson What's Pushing Your Buttons?

What motivates you? That's the question I'd like to ask in this inaugural column on motivation. Are you motivated by fame, fortune or fear. Or is it something deeper that fans the flames inside of you. Perhaps you are like Jeanne Louise Calment whose burning desire enabled her to do something that no other human being has done before. A feat so spectacular that it generated head-



lines around the globe, got her a role in a motion picture, and landed her in the Guinness Book of World Records. A record that has yet to be beaten.

Jeanne Louise, however, did not initially motivate herself. It was someone else who drew the line in the sand. But, it became a line she was determined to cross.

In motivation we talk about getting outside of one's comfort zone. It is only when we are uncomfortable that we begin to get motivated. Usually to get back into our comfort zone as quickly as possible.

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IAR News

Born into the family of a middle-class store owner, Calment was firmly entrenched in her comfort zone. At age 21 she married a wealthy store owner and lived a life of leisure. She pursued her hobbies of tennis, the opera, and sampling France's famous wines. Over the years she met Impressionist painter Van Gogh; watched the erection of the Eiffel Tower; and attended the funeral of Hunchback of Notre Dame, author, Victor Hugo.

Twenty years after her husband passed away, she had reached a stage in life where she had pretty much achieved everything that she was going to achieve. Then along came a lawyer. The lawyer made Jeanne Louise a proposition. She accepted it. He thought he was simply making a smart business deal. Inadvertently he gave her a goal. It took her 30 years to achieve it, but achieve it she did.

Are you willing to keep your goals alive for 30 years? At what point do you give up? Thomas Edison never gave up, instead he said, "I have not failed. I've just found 10,000 ways that won't work." Winston Churchill during the bleakest hours of World War II kept an entire country motivated with this die-hard conviction: "We shall defend our Island, whatever the cost may be, we shall fight on the beaches... in the fields and in the streets... we shall never surrender."

Many of us give up too soon because we set limits on our goals. Achieving a goal begins with determination. Then it's just a matter of our giving them attention and energy.

When Jeanne Louise was 92 years old, attorney François Raffray, age 47, offered to pay her \$500 per month (a fortune in 1967) for the rest of her

life, if she would leave her house to him in her will. According to the actuarial tables it was a great deal. Here was an heir-less woman who had survived her husband, children, and grandchildren. A woman who was just biding her time with nothing to live for. That is until Raffray came along and offered up the "sucker-bet" that she would soon die. It was motivation enough for Jeanne, who was determined to beat the lawyer. Thirty years later, Raffray became the "sucker" when he passed away first at age 77.

When asked about this by the press, Calment simply said, "In life, one sometimes make bad deals." Having met her goal, Jeanne passed away five months later. But on her way to this end, she achieved something else: at 122 years old, she became the oldest person to have ever lived.

In future articles we'll examine further the ways in which motivation works. How to motivate ourselves, our employees, customers, volunteers, friends, loved ones and children. I would like to get your feedback on which of these areas of motivation are of most interest to you. I'd also like to hear your stories of how you may have overcome adversity and what pushed you to go the distance.

Please email me with your suggestions and stories.

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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IAR News

Protect your Eyes



By Trissel Graham & Toole

It only takes a second to injure your eyes. The injury could result from one moment of carelessness, or from something over which you have no control. Protecting your eyes is not only your employers' responsibility, it is yours. Regular eye-glasses are never considered eye protection in the workplace.

Every year approximately 100,000 workers have eye injuries, costing industry over \$330,000,000. Yes, over \$330 million. Here are some other statistics:

- 9 out of 10 injuries could have been avoided using safety procedures and the right eye protection
- 3 out of 5 workers who were injured wore NO eye protection
- 40% of those wearing eye protection had the wrong type

Many types of eye protection can be used. Wearing regular glasses by themselves is dangerous because they are not made to sustain any type of impact.

Eye injuries are divided into three categories:

1. Physical
2. Chemical
3. Thermal/radiation

Some of the common hazards are:

- Heat
- Glare
- Splash
- Sparks

1. Physical injuries

A. High Impact

Physical injuries are thought of as flying objects hitting us in the front of the eye or head area. These might include:

- Hanging objects – ropes, chains, cables
- Protruding objects – hooks, racks, boards

Type of Protection Needed:

- High impact protection like safety glasses or goggles
- Lenses made of polycarbonate – the most impact resistant material
- If the job requires side vision, safety glasses are preferable

B. Particles at high speed

The most common injury caused by:

- Dust and debris from sanding, grinding, chipping, etc.

Type of Protection Needed:

Fast moving particles smaller than a grain of sand can cause significant damage to the eye. Thought must be given to what types of particles might be flying around on a routine basis



IAR News

because there is a difference between impact resistance and scratch resistance.

- Plastic and polycarbonate lenses are high impact resistant but less able to resist scratches.
- Glass lenses will shatter on high impact, but are very resistant to scratches from dust and grit.
- Polycarbonate lenses that are coated with a scratch resistant surface will handle both problems.

2. Chemicals and Fumes

Type of Protection Needed:

- If working around dangerous chemicals goggles should form a snug seal around the face and have hooded ventilators
- In extremely dangerous situations, do not use ventilators
- Goggles need to be specially coated to prevent fogging

3. Heat

Type of Protection Needed:

- A face shield that covers the face and neck
- Usually made of acetate or other flexible plastic
- Might be visor style
- Extreme heat or concentrated light might require the use of a welding helmet

All face shields should be used **WITH** other eye protection – **never alone**.

Eye Protection Begins With Support of Upper Management

The protection of workers' eyes, as well as the effectiveness of all other safety procedures in the workplace, begins with the active support of upper management. Several steps need to be taken:

- An appropriate safety program must be put in place

- Engineering controls that can be implemented, should be
- Controls like permanently installed shields and machine guards can greatly reduce risks and ultimately save the company money.
- Proper equipment maintenance schedules should be developed and adhered to, whether daily, weekly, monthly, or annual.
- Training should be conducted in safety procedures and in the wearing and care of safety equipment.
 - Training plays a vital role in reducing injuries
 - All employees should know what is appropriate eye protection for each work area so that if they have to enter, they have the correct protection
 - All visitors should be required to wear protection when traveling through areas; if all employees know what's required, they can make sure that people are protected.
- Regular status reviews of procedures is necessary to keep up to date with changes in the workplace

Eye Protection Maintenance

Proper care and daily maintenance of eye protection is paramount to eye safety. Some guidelines in addition to any provided by the company or



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manufacturer:

- Clean eyewear after each use
- Disinfect eyewear that is shared among workers
- Wash glasses in warm water with soap, rinse thoroughly, then use disinfectant and hang to dry
- Store eyewear in case to prevent scratching
- Special antifogging products can be used if appropriate to the work location
- Before wearing, check for damaged parts and replace any part that is scratched, faded, cracked
- Before wearing, check for loose parts and secure them
- If eyewear is assigned, be sure each person labels eyewear with their name

If an Accident Happens Never Rub Your Eye!!!

Our first instinct when something gets in our eye or it is injured is to rub our eyes. Do not do it!

You will cause more damage. Here are some guidelines on what to do:

1. Physical

A. Blows to the eye

- Do apply a cold compress immediately to the eye for 15 minutes and again each hour to reduce pain and swelling
- See a doctor if there is discoloration of the surrounding skin

B. Cuts and punctures

- Do lightly bandage and see a doctor immediately
- Do not wash eye with water
- Do not try to help and get the object out

C. Dust and other specks in the eye

- Do lift the upper eyelid and pull it outward and down over the lower eyelid
- This should induce tears, which can wash out small particles
- Do keep eye closed, apply a light band-

age and see a doctor if the speck doesn't wash out

- Do not try to get the speck out
- Do not rub the eye

2. Chemical burns

Chemicals such as caustics and acids may be extremely dangerous. Chemical "irritants" are less dangerous. All contact with chemicals should be treated the same way:

- Do flush eyes with water immediately for 15 minutes. Keeping eye open as wide as possible, hold it under running water and flush it out
- Do see a doctor IMMEDIATELY
- NEVER BANDAGE THE EYE OR USE AND EYE CUP

A Final Word of Caution

- Face shields, by themselves, don't provide enough protection for your eyes.
- Contact lenses, by themselves, don't provide enough protection in an industrial setting.
- Contact lenses should not be worn in a hazardous environment unless accompanied by appropriate safety eyewear protection.
- Plastic lenses are advised for protection against possible molten metal splashing.

Protecting workers in the workplace from injury is everyone's responsibility:

- Get the right eye protection
- Use it
- Work safely
- Know what to do in case of an accident
- Work together to make and keep your workplace a safe environment for everyone

Eyesight is precious; do everything you can to protect your eyes and the eyes of everyone you work with!

By Dr. Isabel Perry

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IAR NEWS

Understanding Storm Water Data

by Sue Schauls

Storm water runoff transports pollutants into surface water such as rivers, lakes and streams. During a rainstorm or snowmelt, chemicals and sediments are carried into the waterways. These discharges may cause damage to the environment and aquatic life. Some toxic pollutants, even in small concentration, can greatly impact an entire ecosystem. Other pollutants are nutrients produced in large quantities that can overwhelm a natural system causing algae bloom, change in oxygen levels, and other problems.

Motor vehicles can contribute a wide variety of materials to storm water runoff. Common pollutants generated by automobiles include fuels, grease and oils, particles from tires or brake lining and exhaust emissions that collect on the vehicle. Although each vehicle contribute a small amount of pollution, the potential is significant since many of these materials are toxins. Much of the pollutant loading consists of organics, nutrients and suspended solids that were once attached to the automobile.

Automotive salvage yards have particular concerns for adding pollutant to storm water runoff due to the sheer number of vehicles present in a yard at any given time. Effective pollution prevention of these storm water pollutants is accomplished through choosing the most applicable Best

Management Practice (BMP) as identified in the Storm Water Pollution Prevention Plan (SWPPP) developed as part of the storm water permit requirements.

Taking Samples

Every Iowa automotive salvage yard is required to maintain a compliant storm water permit administered by the Iowa Department of Natural Resources (DNR). The DNR guidelines specifically state that "industrial activity associated with junkyard activities where more than 250 units are housed onsite" are required to take storm water runoff samples on an annual basis.

The Iowa DNR administers the Clean Water Act (CWA) requirements as amended in 1972 to prohibit the discharge of pollutants to the waters of the United States from any point source, unless the discharge is in compliance with a National Pollutant Discharge Elimination System (NPDES) permit. The CWA was further amended in 1987 to establish a framework for regulating industrial storm water discharge under the NPDES program based on their potential to contribute to storm water pollution from industrial activity. Those industries identified by standard industrial classification (SIC) code include salvage activity. Automotive salvage activity typically uses SIC code 5015 for wholesale used automotive parts.

Taking storm water samples need not become a complicated nor cumbersome activity. It is quite simply the scooping of rain water that has fallen on the salvage yard grounds and is running off the property. The ideal location for sampling is at the outfall location, which is the place where the water leaves the property.

An Analytical Laboratory must perform the water sample analysis. A compliant sampling activ-



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ity will include analysis of a grab (first flush) sample as well as a time-weighted composite sample for the parameters listed below.

Both sets of samples, the grab and the composite, must be tested for five parameters:

- five day biochemical oxygen demand (BOD);
- chemical oxygen demand (COD);
- total suspended solids (TSS);
- total Kjeldahl nitrogen (TKN);
- total phosphorus;

The grab sample must be tested for two additional parameters:

- oil and grease;
- pH;

Understanding the

Parameters

Wastewater quality indicators such as the **biochemical oxygen demand (BOD)** and the **chemical oxygen demand (COD)** are essentially laboratory tests to determine whether or not a specific wastewater will have a significant 200 and 1000 mg/L must be reached before wastewater or industrial water can be returned to the environment.

Total suspended solids is a water quality measurement usually abbreviated TSS. This parameter refers to the dry-weight of particles trapped by a filter of a specified pore size. TSS is a measure of the

quantity of insoluble organic matter in a water sample. Water with a lot of suspended solids is murky with silt and soil particles from construction runoff, industrial wastes and sewage. TSS readings are usually high after storm events.

Total Kjeldahl nitrogen is a measure of the concentration of reduced forms of nitrogen in sur-

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IAR News

face water, particularly ammonium. Ammonium compounds decrease the water oxygen concentration, because these are oxidized from nitrite to nitrate. Small concentrations of free ammonia may be toxic to fish.

Excessive nutrients as nitrates results in oxygen

deprivation and fish death. Drinking water contains large amounts of nitrate, and health effects are not expected at concentrations below 1000 mg/L. Nitrates are not generally considered toxic, but at high concentrations the body may convert nitrate to nitrite. Nitrites are toxic salts that disrupt blood

oxygen transport. This causes nausea and stomach aches for adults. For young infants it may be extremely risky, because it rapidly causes blood oxygen deprivation.

Total Phosphorous is the total concentration of phosphorous found in water. Phosphorous is also a nutrient and acts as a fertilizer, increasing the growth of algae, plankton and aquatic plants which provide food for larger organisms, such as fish, humans, and other mammals. Initially, this increased productivity will cause an increase in the fish population and overall biological diversity of the system. But as the nutrients such as nitrate, phosphate, or organic waste build-up in the ecosystem the aging process of the lake will be accelerate. The excessive nutrients, usually a result of human activity, cause algae and aquatic plants to be produced in large quantities. When these algae die, bacteria decompose them, and use up oxygen. Dissolved oxygen concentrations can drop too low for fish to breathe, leading to fish kills. This process is called eutrophication.

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Eutrophication as a water quality issue has had a high profile since the late 1980s, following the widespread occurrence of blue-green algal blooms in some fresh waters. Some blue-green algae can produce toxins, which are harmful to humans, pets and farm animals.

No national or state criteria have been established for concentrations of phosphorus compounds in water. However, to control eutrophication, the EPA makes the following recommendations: total phosphate should not exceed 0.05 mg/L (as phosphorus) in a stream at a point where it enters a lake or reservoir, and should not exceed 0.1 mg/L in streams that do not discharge directly into lakes or reservoirs (Muller and Helsel, 1999).

Unlike the oxygen demanding nutrients, **oil and grease** cause concern because they cannot be easily decomposed. Because there is no mechanism by which nature can rapidly cleanse itself of these pollutants, even low input concentrations of oil and grease can accumulate in the environment. An accumulation of oil and grease forms a film over water which spreads and makes oxygen transfer difficult for aquatic animals and plants. Oil and grease floating on the water's surface blocks sunlight needed by underwater fish and plants. Oil and grease can also damage stream habitat and sensitive spawning areas when they cling to sand and gravel particles that settle to the bottom of streambeds. One gallon of oil can contaminate one million gallons of drinking water.

The **pH** value of storm water runoff is it's a measure of the acidity or alkalinity of the water. Alkalinity means "base" or the opposite of an acid. Both highly acidic and highly basic solutions are corrosive. EPA defines corrosivity as a pH value above 12.5 or below 2.0. Waste water with those extreme values of pH is hazardous waste. A value of 7.0 is "neutral". Values below 7 are acidic; those above are alkaline. Life-supporting water has a pH between 6.5 and 8.5 so measuring pH is an important monitoring variable.

Analytical Laboratory

Any qualified laboratory can perform storm water analysis for parameters outline here. TestAmerica extends a 10% IWRC discount just for asking. A recent sample was billed at \$255.83.

Sue Schauls has a Bachelor of Arts degree in Science: Environmental Planning from the University of Northern Iowa (1996). She has twelve years of pollution prevention, environmental regulatory compliance and project management experience. She has conducted waste management training for over 7,500 people in more than 22 states and conducted hundreds of on-site environmental audits. She is currently working exclusively with Iowa Automotive Recyclers as Sue Schauls Consulting in Waterloo, Iowa. She serves the recyclers statewide by providing hands on assistance, training material, workshops, and compliance assistance. She can be reached at Schauls3@mchsi.com or by telephone at 319-233-7970.

2009 IAR MEMBERSHIP RENEWAL

You should already have received your 2009 IAR Membership Renwal Notice.

***If you have not yet sent in your IAR 2009 renewal,
PLEASE DO SO AS SOON AS POSSIBLE.***

***Please make sure to review all of the information very carefully, making any updates or corrections necessary, as this information will be the basis for your listing on the
IAR WEBSITE and IAR 2009 WHO'S WHO MEMBERSHIP DIRECTORY.***

Your PROMPT RESPONSE to your RENEWAL NOTICE will SAVE your association TIME and MONEY.

Thank you for your cooperation!!!

IAR News

IAR DIRECT MEMBERS

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Action Auto Parts	Marshalltown	Pat's Auto Salvage	Waterloo
Aikey Auto Salvage	Cedar Falls	Poell's Enterprises Inc.	DeWitt
A & L Auto Parts	Holland	P.Q. Auto Parts	Sioux City
B & B Salvage	Sioux Center	Quandt Auto Salvage	Carroll
Birdnow Auto Salvage	Fayette	Sam's Riverside Auto & Truck Parts	Des Moines
Boyes Auto & Truck Wrecking	Dubuque	Sanborn Auto, Inc.	Sanborn
Carroll Auto Wrecking	Des Moines	Sandhill Auto Salvage	Tama
Charlie Brown Auto, Ltd.	Creston	Smith Auto Parts & Sales Inc.	Fairfield
Chase Auto Parts	Waterloo	Smitty's Auto Parts	Des Moines
Delp Auto & Truck	Fort Dodge	Snyder's Auto Body	Clarinda
Don's Auto & Truck Salvage	Des Moines	Spilman Auto Parts	Bloomfield
Dumont Auto Parts	Dumont	Stuber Trucks	Waterloo
Hawkeye Auto Salvage	De Soto	Sun Line, Inc.	Cedar Rapids
Hogeland Auto Plaza and Salvage	Marshalltown	Sunset Beach Auto Salvage	Des Moines
Hulett & Sons Auto Salvage	Creston	Swift Auto Parts	Des Moines
Hurst Salvage	Spencer	Trail's End Auto & Truck Salvage	Des Moines
JBS Auto Parts, Inc.	Britt	Vander Haag's Inc.	Spencer,
Jeff Smid Auto, Inc.	Iowa Falls	Council Bluffs, Des Moines, Sioux Falls	
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Kabele Truck & Auto Parts	Spirit Lake	Walker Auto Salvage, Inc.	Waverly
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Midwest Auto Parts, Inc.	Waterloo	Wrench 'N Go	Des Moines
North End Auto Wrecking	Dubuque	Yaw Auto Salvage	Des Moines
Nugent Auto Sales, Inc.	Maquoketa		



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!

GREATER MIDWEST AUTOMOTIVE RECYCLERS EXPOSITION - Recyclers from Iowa, Nebraska and Kansas meet each year for a trade show, to hear from industry leaders, for educational presentations, and to become better acquainted with members of the other states' organizations.

UPPER MIDWEST AUTO CONVENTION & TRADE SHOW - This annual convention brings vendors and recyclers together in one place. We team up with the Minnesota, Wisconsin, Illinois, and Indiana state associations to host the best regional convention in the country.

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)
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(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.

IAR News

The Date Is Set For The 2009 Upper Midwest Auto & Truck Recyclers Convention & Trade Show May 1 & 2, 2009

IAR is excited to announce that we have joined with the state associations of Illinois, Indiana, Minnesota & Wisconsin as a partner in the 2009 Upper Midwest Auto & Truck Recyclers Convention & Trade Show. The 2009 convention will be held in Eau Claire, Wisconsin, May 1 & 2, 2009 at the Eau Claire County Exposition Center.

Tom Snyder of the IAR Board and Kelly Lynch-Salseg, IAR's Executive Director, have toured the Eau Claire Expo Center and were very impressed with the facilities available. They also report that they toured the hotel that we will be working with - The Metropolis Hotel. This brand new facility has plenty to offer visitors to Eau Claire with a coffee bar, a lobby bar and grill a fitness center and a full service spa. The Metropolis is also connected to "Action City", the areas newest and hottest place for people of all ages to have fun - from Go Karts to Spring Karts, to Arcade Games a Climbing Wall, Bowling, Mini-Golf - Action City has it all!

As you can see, the 2009 convention has something for everyone - young and old! This promises to be a great gathering - we'll keep you informed as plans progress.

MARK YOUR CALENDARS NOW FOR MAY 1 & 2, 2009!

*"The rule of my life is to make
business a pleasure and
pleasure my business."
Aaron Burr, Day by Day*

IAR Member News?

BOYES AUTO & TRUCK WRECKING – DUBUQUE: Join the gang at Boyes Auto in wishing owner Fred & Kim Boyes a **HAPPY 27th ANNIVERSARY** (August 1, 1981)!!!

NUGENT AUTO SALES – MAQUOKETA: **HAPPY BIRTHDAY GREETINGS** to Brent Nugent who rang in another year on September 16!

TRAIL'S END AUTO & TRUCK SALVAGE – DES MOINES: **HAPPY BIRTHDAY** to Adan Garcia – celebrating another year on November 25!

"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. along as well. Email (iowaautorecyclers@bitstream.net), fax (612-781-7052) or phone (515-943-3516) the information in!"

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Manager

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INDUSTRY NEWS

What You Know, You Should Disclose

ODOMETERS

If a vehicle seller, dealer or otherwise, knows that the mileage is actual and intentionally disables the odometer to read “not actual” and resets the mileage to a lesser sum, the dealer has committed a violation of the Consumer Fraud Act, Iowa Code section 714.16, and possibly criminal theft by deception. This applies regardless of the odometer disclosure law and regardless of the vehicle’s age. There is no exemption for fraud based on the model year of the vehicle. Additionally, section 321.71 (2) makes it unlawful to disconnect or reset mileage to reflect a lower mileage than the vehicle

has actually been driven and there is no model year exemption applicable to that section. The same applies to section 321.71(4) concerning operating a vehicle with a disconnected odometer.

Chapter 714, Code of Iowa, is titled Theft, Fraud and Related Offenses and specifically Section 714.16 – deals with Consumer Fraud.

Chapter 321., Code of Iowa, Motor Vehicles and the Law of the Road and specifically section 321.71 (2) - states - no person shall knowingly tamper with, adjust, alter, change, set back, disconnect or fail to connect the odometer of any motor vehicle, or cause any of the foregoing to occur to

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Sioux City Compressed Steel
712-277-4100

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800-448-4839

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INDUSTRY NEWS

an odometer of a motor vehicle, so as to reflect a lower mileage than the true mileage driven by the motor vehicle.

Section 321.71 (4) states – no person shall with the intent to defraud operate a motor vehicle on any street or highway knowing that the odometer of the motor vehicle is disconnected or nonfunctional.

Section 321.71 (6) states – in the event any odometer is repaired or replaced, the reading of the repaired or replaced odometer shall be set at the reading of the odometer repaired or replaced immediately prior to repair or replacement, but where the odometer is incapable of registering the same mileage the odometer shall be adjusted to read zero.

Odometer fraud involves the fraudulent reduction of mileage on a vehicle to inflate its value. DOT investigative officers compile information and develop cases for possible prosecution on odometer fraud in cooperation with the Iowa Attorney General's office.

ENFORCEMENT IS THE RESPONSIBILITY OF THE IOWA ATTORNEY GENERAL AND THE IOWA DEPARTMENT OF TRANSPORTATION.

Kerry Kirkpatrick, Major, Investigative Unit, Iowa Department of Transportation, Motor Vehicle Enforcement, stated “ there are only two ways to handle broken odometers: (1) replace with the miles on the vehicle when the odometer was broken or (2) set the odometer at zero. A sticker, stating that the odometer has been repaired or replaced shall be placed on the motor vehicle's striker plate (normally inside driver's door).

PENALTIES: Civil penalties can be three times the actual loss or \$ 1500.00 whichever is greater. Civil penalties for fraud can be as high as \$40,000 per violation and depend on the amount of money or value of property involved; criminal penalties for odometer fraud can be categorized as various degrees of felonies.

If you suspect any illegal activity regarding odometer fraud, please report this to the Iowa Attorney General, Consumer Protection Division at 515-281-5926 or 1-888-777-4590 or the Iowa Department of Transportation, Office of Motor Vehicle Enforcement at 515-237-2360.

DAMAGE DISCLOSURE REQUIREMENTS

Any Iowa citizen, dealer or otherwise, is required to complete a damage disclosure statement on vehicles eight model years old or less. Dealers are required to maintain copies of damage disclosure statements for five years. If you, as an Iowa dealer, sell a vehicle through a wholesale dealer auction and the vehicle is sold to an out-of-state dealer the damage disclosure should remain with the title. This damage disclosure statement is a part of that particular vehicle's records, and out-of-state dealers should be encouraged to retain a copy in their records as well. Your responsibility as a dealer does not change regardless of what state the buyer resides in.

Iowa Code Section 321.69 – Requires the seller of a used car or truck issue a written damage disclosure to the buyer at or before the time of sale stating whether the vehicle incurred damage from an accident while in the seller's ownership with repair costs exceeding 50% of the vehicles pre-damage retail value, and whether the seller knows if the vehicle had previously been titled as salvage, flood, or rebuilt in Iowa or any other state. Further, this chapter of Iowa law requires this disclosure to be on the vehicle title, if available, or on a separate statement. The car cannot be re-titled without the issuance of a damage disclosure statement. The law further requires the new title to state whether a past owner disclosed prior damage. Violations of the law are violations of the Code of Iowa Consumer Fraud Act, section 714.16. Those who issue false damage disclosure statements may also

INDUSTRY NEWS

be charged criminally. This applies to dealers and consumers. Damage disclosure fraud is a serious problem in Iowa and the rest of the country.

Wholesale auto auctions often use the services of AutoCheck and CarFax to determine information about vehicles running through the lanes. However, these are not always accurate and dealers have found these reports to be conflicting. If you have any doubts about a vehicle you have purchased to retail or wholesale give consideration to having an expert body person to look it over if you

do not feel comfortable in the examination.

You are responsible for what you sell. Likewise, your customer must be honest about their trade-in vehicle damage as well. Dealers are expected to know or to reasonably have known if a vehicle has incurred damage. If you know something about a vehicle, take the responsibility of advising the consumer - **WHAT YOU KNOW YOU NEED TO DISCLOSE.**

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Auto Industry's Junk Not So Worthless

Southtown Star (IL) (07/13/08) Tridgell, Guy

The U.S. Energy Department's Argonne National Laboratory in Illinois will have completed work on a recycling facility for shredder residue from cars and trucks by this time next year. Argonne started work on the facility back in 1991, when a federal mandate was introduced that aimed to limit the approximately 5 million tons of shredder residue hauled to the country's landfills annually. Shredder residue consists of any materials left over from a vehicle after all salvageable parts are shredded and recovered. Foam from seats will be turned into carpet padding; plastic from crumpled

hoses will be used to make battery trays, steering column covers, and headlight receptacles; and steel wires from radial tires will be made into new engine parts. A system of conveyors, tumblers, magnets, and tanks sorts the materials. Extracted metals may be sold, plastics are molded into pellets, foam is washed for recycling, and wood and rubber may one day be used along with coal to produce fuel.

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Certified ARA Member Important Reminder

ARA Certified Automotive Recycler (CAR) members are urged to return their mercury light switches and assemblies as soon as possible to the National Vehicle Mercury Switch Recovery Program (NVMSRP). The CAR program must have these switches accounted for to reach its National Partnership for Environmental Priorities (NPEP) goal in September. **PLUS!** With the recent

increase in the cash incentive to \$4 per switch, CAR members will earn 4x's the amount of money as ever before. For more information on how to return your switches visit the End-of-Life Vehicle Solutions website via www.elvsolutions.org or contact Anthony at ARA (888) 385-1005 x 18.

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INDUSTRY NEWS

City May Regulate Scrap Metal Sales: Police, Victims, Businesses Work Together on Idea

BY JENNIFER TORLINE/The Wichita Eagle

Harlan Hartstein started to buy catalytic converters at his scrap metal business less than a month ago. But with metal thefts on the rise and the possibility of stricter laws regulating parts sales, he stopped last week.

"It would be a headache that I don't need," said Hartstein, owner of Wichita Iron & Metals Corp.

The nationwide rise in catalytic converter and metal thefts has frustrated local scrap dealers and auto salvagers and prompted the Wichita Police Department to meet with dealers about changing laws, though some dealers say a new law could be a wasted effort.

Last week, thieves stole 11 converters from the American Red Cross and five from a U-Haul business.

Earlier this year, thieves also stole copper wires and pipes from parks, power poles, home air-conditioning units and businesses, causing thousands of dollars in damage.

A growing demand for metal in countries such as China and India has caused a rise in metal value, said Bruce Savage, spokesman for the Institute of Scrap Recycling Industries.

In the last six months, he said, the prices for scrap iron and steel have more than doubled. Copper has gone up a third.

"As the prices on those metals continue to rise, it's just prompting more and more people to steal these things," Savage said.

Creating a city law

Catalytic converters are especially attractive to thieves. The devices contain precious metals such as platinum, palladium and rhodium.

Recent thefts in Wichita prompted police to

meet with home-building businesses, metal-theft victims and scrap-metal dealers to start crafting a new city ordinance.

On Wednesday, police discussed the issue with 10 local dealers, said Capt. Darrell Haynes.

"What we're looking at is trying to stop the hemorrhaging of metal that is going on," he said.

Although the ordinance is in the early stages, Haynes said some ideas include requiring dealers to:

- Electronically report when someone sells certain items.
- Hold items, such as catalytic converters, cemetery plaques and statues, for 72 hours before they could be crushed or destroyed.
- Make some payments by check, to supply a transaction record.

Haynes said police will meet with dealers again and bring the proposal before the City Council in late July.

But some businesses said a law may not help because some thieves steal and sell metal out of state.

Passing an ordinance is "not going to bother the people who are doing it illegally anyway," said Mike Lehning, co-owner of A-One Auto Salvage, echoing a concern shared by other dealers.

Haynes said the city is creating a comprehensive law to cut down on illegal activity.

Dealer precautions

Kansas law requires a person to show a picture ID at a scrap metal dealer if the transaction is worth more than \$50. The law also requires an ID for catalytic converter sales above \$30.

Scrap metal dealers said they often use extra safety precautions to try to combat thieves selling

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stolen items.

Wichita Iron & Metals requires an ID for all sales.

“Even if we buy two cents’ worth of something, if they don’t have an ID, then they will receive a check for it,” owner Hartstein said.

Jon Rajsl, manager of A to Z Recycling, offers \$8 to \$80 for catalytic converters. He always requires an ID and only gives checks as payment.

“If you are paying people cash, you are back to the whole ‘Don’t ask, don’t tell,’ “ he said.

Aside from suspicious behavior, scrap metal dealers said it can be difficult to identify thieves.

“You can’t tell the honest copper from the dishonest copper,” Hartstein said.

Legal and licensed business owners also say they are frustrated with illegal, non-licensed busi-

nesses.

Paul Davis, owner of A-Plus Parts and Salvage, said he recently saw a truck in town with a sign that said, “I buy catalytic converters.” He said he questions the legitimacy of such buyers.

“When metal prices get high, everyone thinks they are a salvage dealer,” he said.

And it’s the illegal businesses that give scrap dealers a bad name, some say.

“The recyclers are not all criminals,” Savage said. “They are actually taking more steps to assist communities in dealing with these types of material thefts.”

Working together

Scrap dealers and auto salvagers agree that something should be done to stop thefts, but not at the expense of their customers.

As cities across the county try to stop thefts, Savage is skeptical of proposed solutions, including some Wichita is considering.

Savage said that while the Institute of Scrap Recycling Industries recommends picture ID requirements, he was less convinced about laws requiring salvage dealers to hold an item before processing, because prices can change daily.

“The nature of the business is you buy it with the intention of a quick turnaround,” he said.

Savage also said laws requiring a check as payment hurt those who might use the cash as gas money or an extra source of income.

“You have to make sure these regulations are reasonable and workable for everyone involved,” he said.

Savage said a coalition between dealers, homeowners, theft victims and police would be the best solution.

He cited the success of Macon, Ga., where he said such a coalition created a metal theft reporting system that has reduced thefts by 90 percent in that area.

Scrap Commodities Market Report September 2008

Approximate Pricing

Crushed Cars	185.00 NT
Prepared Iron	165.00 NT
Motor Blocks	230.00 NT
Aluminum Rims	0.88/LB
Aluminum Condensers	0.64/LB
Copper Radiators	1.47/LB
Aluminum Case Transmissions	0.15/LB
Dirty Aluminum	0.20/LB
Batteries	0.13/LB
Lead Wheel Weights	0.20/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.

INDUSTRY NEWS

Another metal theft coalition in Florida led to the arrest of 29 criminals in two years, Savage said.

Meanwhile, Wichita police continue to work with local dealers to search for the best way to stop thefts.

"We know this is a huge problem," Haynes said. "We're trying to craft the city ordinances in such a way that it will stop or vastly reduce the burden for the victims."

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LKQ Corp. Buys California Pick-Your-Part Auto Wrecking

In a statement released Monday, it was announced that LKQ Corporation has agreed to buy auto recycler Pick-Your-Part Auto Wrecking in order to expand into California. The self-service company operates nine recycling locations in California, including five retail oriented recycled parts facilities in the Greater Los Angeles area (one of which also operates a wholesale business), two in the San Francisco Bay area, one in the Bakersfield area and one in the Greater San Diego area, and generated revenue of about \$114.1 million in 2007. The nine locations operate on approximately 174 total combined acres of property.

"This acquisition will provide us with a new market entry into the California retail oriented recycled parts market and additional capacity to grow our Southern California wholesale recycling busi-

ness," said Joe Holsten, President and Chief Executive Officer. "During our evaluation of Pick-Your-Part, we were very impressed by its operations and employees, and are excited to have this opportunity to add them to LKQ Corporation's business."

The purchase price for all of the outstanding voting and nonvoting stock of Pick-Your-Part Auto Wrecking is expected to be \$72.9 million, subject to working-capital adjustments at closing. The majority of the price will be allocated to the nonvoting stock. After the close of the transaction, five of the locations will be leased from entities controlled by the current owner of Pick-Your-Part, and members of Pick-Your-Part's current management team plan to remain with the company.

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Verifying Employees Work Status

On July 31, the U.S. House of Representatives passed the "Employee Verification Amendment Act" (H.R. 6633), to extend the E-Verify system for five years. The E-Verify is a federal government Internet-based system designed so employers can verify the work status of new hires by comparing the information on their I-9 forms against databases maintained by the Social Security Administration and Department of Homeland Security.

There are three bills in the Senate which seeks to address this issue as well. The companion to H.R. 6633, the "Visa Efficiency and E-Verify Extension Act" (S. 3414), has been referred to the Senate Judiciary Committee. The other two senate bills are S. 3257, the "Legal Immigration Extension Act", and the "Electronic Employment Verification Act".

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INDUSTRY NEWS

NVMSRP Ups the Ante on Mercury Switch Collection

The National Vehicle Mercury Switch Recovery Program (NVMSRP) Steering Committee met on July 24, 2008 for its second annual meeting. During the meeting, members of the Steering Committee reviewed second year program operations and accomplishments, discussed factors affecting the successful collection of mercury switches and laid out operational plans for the program's third year, specifically aimed at substantially increasing the collection of automotive mercury switches. In addition, a subcommittee, the Implementation Fund Coordination Committee, announced that payment for mercury convenience light switches is increased from \$1 to \$4 per switch, and anti-lock brake system assemblies (that contain mercury switches) from \$3 to \$6 each.

The Steering Committee believes the operational plan's intensified outreach, enhanced data analysis, focused targeting and increased recovery payment, along with EPA's new air emission regulations (which includes participation in the NVM-SRP as a compliance option) taken together will provide the synergy necessary to increase partici-

pation in the program and significantly increase switch recovery.

Sign-up is FREE! Register by going to the End of Life Vehicle Solutions website and receive your FREE mercury light switch recovery bucket. Return postage is paid. Don't throw your money away, start collecting TODAY!

On a related matter, in Massachusetts, the Mercury Management Act, created by the state's Department of Environmental Protection, called for half of the 92,500 mercury switches in the state to be collected and recycled. But, very recently, it was reported from vehicle manufacturers that only 2,000 (~2%) switches were recovered from recycling and scrap companies.

Automakers will now be required to implement a new plan, to include paying vehicle recyclers and scrap processors \$3 per switch removed from end-of-life vehicles. To read more, go to <http://www.mass.gov/dep/public/press/0708emer.htm>.

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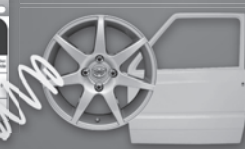
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