



The Iowa Automotive Recyclers NEWS

August/September 2010

Direct Member Profile Spilman Auto Parts

Founded in 1946 Spilman Auto Parts, located on Old Hwy 2 in Bloomfield, Iowa, is owned and operated by Rick and Vicky Piper. Vicky works as the accountant and their son Eric Piper is Sales Manager. Rick has served on the Iowa Automotive Recyclers (IAR) board, and Eric currently serves on the IAR board.

Spilman's yard sits on 15 acres and consists of eight total buildings. They have a builder lot, a roofed crusher, and recently added two parts warehouses and a prep building. In the works now is a yard restructuring, the re-modeling of one of their buildings and plans to erect a new office building.

Handling approximately 1600 vehicles annually, Spilman's deals in late model cars & pickups, both foreign and domestic. Spilman's offers 6 month warranties with extended warranties available, free delivery in Southern Iowa & parts of Northern Missouri, and an E-Bay on-line store. Spilman's currently has 27 employees and is adding a Quality Control position and a Parts Cleaning position.

Eric Piper, IAR Board Member and Spilman Auto Parts Sales Manager, states, "Here at Spilman Auto Parts we offer good service and good delivery times and coverage, made possible by our great employees. We are constantly changing as the times demand and

put a lot of money back into the business to make improvements." Piper continues, "I like to see how the business has changed over the years and am excited to be a part of the current changes. I like the fact that the auto recycling business is recession-proof. I really enjoy meeting new colleagues and working with our customers and I love being busy. It's also important to me that our business and industry is good for the environment."

Spilman Auto Parts and the Piper family will be the hosts for the upcoming IAR Fall Outing scheduled for September 25. They will conduct yard tours and hold a luncheon at their facility. When asked about his involvement with IAR Eric explains, "The IAR association helps us keep up to date with new legislation, laws and industry trends. We go on yard tours and it's very helpful as far as bouncing ideas off of each other and bringing ideas back to your own yard which helps to improve business. Being involved with IAR has also given me the opportunity to meet a lot of great people. I've established some close friendships with fellow recyclers that goes beyond work."

"As a member of the IAR board, I would like to see the association keep up the fight at the capital and

...Spilman continued on page 26



FAST PARTS®

The Auto Recycler's Computerized Inventory System



For more information, call **boB** at: **(800) 288-7415** • www.FastPartsInc.com

Get More - Pay Less!

ALL THIS FOR **\$599 PER MONTH, PLUS SETUP**

ASK ABOUT OUR "NO MONEY DOWN" SETUP OPTION

Sell Parts via Car-Part.com
Your Web Site
CCC & Mitchell
Coremate™
\$125 MONTH

Bidmate™
Price Vehicles
\$25 MONTH

Partmate™
Portable Inventory Tool
\$25 MONTH

Checkmate®
Inventory Management System
\$242 MONTH

Advanced Management Reports
Now Graphical!
Car-Part Exchange™ (3)
CALL FOR PRICE

OrderTrakker™
Track your sales from Work Order
\$25 MONTH

Trading Partners™
Find Parts
\$45 MONTH

iCPM™
Communicate with Aftermarket Vendors, Recyclers, Shops, & Insurance Appraisers
PART OF CAR-PART GOLD

CP GOLD
• iCPM
• Aftermarket Parts Brokering
• Wheel Images & More
\$115 MONTH

Recyclers Users Groups - Roundtables
FREE!

(859) 344-1925

<http://products.Car-Part.com>



**THE
IOWA
RECYCLER
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.

Advertising rates: Contact Publisher for Advertising.

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: JamesPiazzaJr@hotmail.com

Newsletter Publisher

IAR retains the services of
R. J. McClellan Inc.

Call any staff member,

Monday through Friday, 9 a.m. – 4 p.m.

Phone 651-458-0089 Toll Free 877-525-4589
Fax 651-458-0125 E-mail: newsletters@rjmc.com
Ron McClellan President, **Advertising Sales**
Sheila Cain Vice President, Layout and Design

IAR's 2010 Board of Directors

Mike Waterbury, President

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

Brent Nugent, Vice President

Nugent Auto Sales, Inc.
115 South Clark
Maquoketa, IA 52060
Phone: 563-652-2231
Email: brent@nugentautos.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: jeffsmid@yahoo.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: parts@aceautorecyclers.com

Mike Swift, Immediate Past 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: mike@trailsendauto.com

Tracy Hurst

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

Jodi Kunde

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

Eric Piper

Spilman Auto Parts, Inc.
20311 Old Highway 2
P.O. Box 31
Bloomfield, IA 52537
Phone: 641-664-2463
Fax: 641-664-2477
Email: eric@spilmanauto.com

Tom Snyder

Snyder's Auto Body
1526 E. Washington Street
Clarinda, IA 51632
Phone: 712-542-5316
Fax: 712-542-6002
Email: snyder@iowatelecom.net

Andy Wilkens

Wilken & Sons, Inc.
1157 – 275th Street
Nashua, IA 50658
Phone: 641-435-4077
Cell: 319-215-0146
Fax: 641-435-2515
Email: wilkenauto@yahoo.com

Dave Wood

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

Visit our website
www.iowaautorecyclers.com

IOWA AUTOMOTIVE RECYCLERS

Board Meeting

Saturday, May 1, 2010 9:30AM

President Mike Waterbury called the meeting to order at 9:30 a.m. Members present were: Scott Frank, David Hesmer, Jodi Kunde, Clyde Lems, Brent Nugent, Eric Piper, Kelly Salseg, Tim Smith, Tom Snyder, Mike Swift, Mike Waterbury, Andy Wilkens. Members absent were: Tracy Hurst, Joel McCaw, Jeff Smid & Dave Wood.

MINUTES: The minutes from the 1/15/10 Board Meeting and the 3/2/10 Teleconference were silently reviewed by the board. **Kunde motioned to approve the minutes; Nugent seconded. Motion carried.**

FINANCIALS: Treasurer Joel McCaw was unable to attend but had given Waterbury & Salseg an overview of the financial statements which they shared with the board.

PAC REPORT: Kunde distributed the PAC Report. Kunde reviewed the balance as well as the PayPal contributions and pledges made.

FALL OUTING: Salseg reported that she has been in contact with the event staff at Honey Creek Resort at Lake Rathbun. Although Honey Creek Resort is willing to extend discounted sleeping room & meeting room rates, the cost of the catering makes holding the Fall Outing there unrealistic.

It was determined that Salseg will research options in the Ottumwa area. It was also discussed that a Saturday lunch would be held at Spilman's in conjunction with the yard tour. Busses will be a necessity and Piper will work with Salseg on securing these.

CMAR: Salseg gave a brief overview of CMAR and reviewed the attendance numbers, which were decent but less than anticipated. **Nugent motioned to provide monetary compensation to the Executive Director for her work on CMAR; Swift seconded. Motion carried.**

ANNUAL AUDIT: Kunde reported that the Annual Audit will be performed in the fall.

SCHOLARSHIPS: Kunde reported that 6 applications had been received. The Scholarship Committee will review the applications and make a recommendation on number and amount of scholarships to be awarded at a later date.

LEGISLATIVE: Frank reported that Judy Wilson with IIADA had requested that he write an article for IIADA's publication regarding the curbing issue from the perspective of automotive recyclers. The article Frank produced will be submitted to IIADA's national office and will run in that publication.

Swift reported that he & Sue Schauls (I-CARE Manager) attended a DNR meeting and distributed I-CARE materials that went over very well with the DNR.

Waterbury reported that he, Swift & Hurst attended and staffed a booth at the IIADA convention this past spring and made good connections.

Nugent motioned to adjourn the meeting at 10:37 a.m.; Snyder seconded. Motion carried.

Respectfully submitted,
Kelly Salseg, Executive Director



SIoux CITY COMPRESSED STEEL CO

2600 Boulevard of Champions
Sioux City, IA 51111

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

Rolloff and Luger Service

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



IOWA AUTOMOTIVE RECYCLERS Teleconference Board Meeting

Thursday, June 24, 2010 10:30AM

President Mike Waterbury called the meeting to order at 10:36 a.m. Members present were: Mike Waterbury, Mike Swift, Kelly Salseg, Tracy Hurst, David Hesmer, Eric Piper, Andy Wilken, Tom Snyder, Jodi Kunde, Brent Nugent, Tim Smith, Scott Frank and Jeff Smid. Members absent were: Joel McCaw, Clyde Lems and Dave Wood.

CMARC: Kelly gave a report on the financial information to date for the convention.

She said the bills are all paid that she is aware of and they are still collecting on a few items. Kelly and Joel will have an official financial report after everything is collected. Board members thought the numbers looked very good, especially for the first time convention. Mike S. will be contacting Butch today to see about income from the demo derby. Once the final figures are done, checks will be cut to each state to divide the profits.

FALL OUTING: The meeting is set for Saturday, September 25th. It will be held in Ottumwa at the Hotel Ottumwa where there is a meeting room and guest rooms with additional guest rooms at a nearby AmericInn.

After some discussion the tentative schedule is:

- Friday evening social hour at the Hotel Ottumwa in a meeting room with drinks and chicken wings with supper on your own.
- Breakfast is part of the room cost at each motel.
- Board meeting will be on Saturday at 9:00 a.m.
- Bus pickup at the Hotel Ottumwa at 11:30 a.m. for Spilman's yard tour in Bloomfield from noon until 3:30 p.m. Spilman's will have a lunch for attendees. An educational

seminar will be presented to interested members at Spilman's (Kelly will look into having Jerry from River Collections speak at this).

- Saturday at 5:30 p.m. will be the social hour with the banquet and auction beginning at 6:00 p.m.

Tim Smith will conduct yard tours of his facility for those who want to stop on Friday or Saturday.

Kelly will work on sponsorships as soon as she has all the cost estimates. She is checking on using the Ottumwa Transit Authority for the bus needed on Saturday.

OTHER BUSINESS: Kelly said the newsletter has a new look with color ads now. She also said she has sent applications for associate memberships in the IAR to the vendors at CMARC who are not currently members.

There was a motion by David to adjourn with a second from Eric. The meeting was adjourned at 11:09 a.m.

Respectfully submitted,
Jeff Smid, Secretary



ACTION AUTO PARTS

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

LET US \$AVE YOU MONEY

100 S. 18TH Ave., PO Box 264
Marshalltown, Iowa 50158
www.action-auto-parts.com

641-752-3395
800-373-3995
fax: 641-752-6239

The President's Pitch

By Mike Waterbury
Sandhill Auto Salvage, Tama

I would like to thank all of you who attended the CMAR convention. Your attendance and participation played a large role in making CMAR a success. I would also like to thank all the vendors that participated, the sponsors, yard tour hosts, those that donated items for the auction and the speakers and trainers for the seminars. I would personally like to thank the entire Swift family for their hard work and the donation of their time in getting this convention put together as well as working at the convention.

It was nice to get together with fellow recyclers

from many states and put a name with a face. It was an exciting weekend to be had, sharing a hotel with Shriner circus clowns and rodeo going cowboys to the demo derby. The golf outing was soggy but we made the best of the situation. The Varied Industries Building located on the Iowa State Fair grounds had a lot to offer. There were many attendees from a variety of states. I hope that many of you took the time to participate in the yard tours. The auction came with a variety of personally made items. As usual the speakers left us with many ideas, thoughts, and knowledge. I hope the information provided will assist you in your business practices. It was good to have Michael Wilson and Chris Wright from the national ARA present this weekend for questions and comments.

It is amazing to me, after being around the business my entire life, how much has changed in the last five years and how much more change is to come. As many of us are now going into second & third generation ownership we find that our standard business model must change with the times in order to survive. These changes come with fear and many headaches along with "what ifs".

I left CMAR feeling inspired as I hope many of you did to. In meeting with vendors and speakers throughout the weekend one couldn't help but notice the changes in government, technology, and marketing your merchandise. These changes that are forthcoming will impact all of us.

Please save the date of September 25 for the Fall Outing at Hotel Ottumwa in Ottumwa, Iowa. We will be touring Spilman's Auto Parts in Bloomfield on Saturday. If you plan on coming early, Tim Smith from Smith Auto Parts in Fairfield welcomes you to come tour the yard.

FOR MORE INFORMATION, CONTACT:

LSB FINANCIAL
PETERSEN-HILL INSURANCE



Pete Hill

VP / Commercial Insurance
Email: PeteH@MyLSB.com
Cell: (319) 240-2428



Adam Brickley

Insurance Consultant
Email: AdamB@MyLSB.com
Cell: (319) 310-6225

219 Main Street • Cedar Falls, IA 50613
Phone: (319) 268-4242 • Fax: (319) 268-4211
Toll-free: (866) 907-4242

From the Executive Director's Desk

By Kelly Lynch-Salseg

Mark Your Calendars for September 25, 2010 Join IAR for Our Annual Meeting & Fall Outing

Please reserve the date of Saturday, September 25, 2010, and join the Iowa Automotive Recyclers at our 2010 Annual Meeting & Fall Outing. This year's gathering we will be the guests of IAR member Spilman Auto Parts out of Bloomfield, Iowa.

For those that will be traveling in on Friday, the IAR board and staff invite you to enjoy us at the Tom Tom Room at the Hotel Ottumwa, Ottumwa, Iowa. We will be running a tab and the Tom Tom Room has 2 for 1 specials and chicken wings for 25 cents. Don't be surprised if a chicken wing eating competition occurs. Also if you are traveling in on Friday, Tim Smith of Smith Auto Parts & Sales in Fairfield will be open for yard tours. If you would like to stop in and tour Tim's yard on Friday, please give him a call at 641-472-4200 to make arrangements.

Saturday morning the IAR board and staff will be holding a board meeting. Our bus will be leaving the Hotel Ottumwa for lunch and a tour of Spilman Auto Parts at 11:30 a.m. We will also be holding an educational session, which is still in the planning stages, at the Spilman yard. Saturday evening we will hold our annual banquet and auction back at the Hotel Ottumwa. If you have an item(s) that you can donate for the auction, please contact me at (515) 943-3516 or iowaautorecyclers@bitstream.net

Please consider becoming a sponsor of the IAR Fall Outing – utilize the Fall Outing Sponsorship material in this newsletter or call me directly at (515)

943 -3516. Any and all help in underwriting the cost of this gathering is appreciated!

We are still in the planning stages but we will keep you posted as plans progress – but I promise it will be another good time and you'll be glad you attended! Although there is no cost to attend, advanced registration is required. We will be mailing out registration materials in August.

Lastly, **please be on the lookout for your 2011 IAR membership renewal notice and Who's Who Directory ad form.** Renewal notices will be mailed via the USPS sometime in mid to late September. Your prompt response to your renewal notice assures you will receive your free listing in the IAR Who's Who Directory and also saves your association money in printing and postage costs. Thanks for your cooperation and hope to see you all on the 25th in Ottumwa!

(641) 484-2057
 (800) 542-7880 IA Watts
 (641) 484-5555 Fax
parts@sandhillautosalvage.com

I LUV USED

Sandhill Auto Salvage

Hours:
 Mon-Fri 8AM to 5PM
 Sat 8AM to 12Noon

1981 Hwy. E-64
 Tama, Iowa 52339



Iowa Automotive Recyclers Annual Meeting & Fall Outing Sponsorship Application Friday & Saturday, September 24 & 25, 2010

Please check box next to the portion of the event you wish to sponsor.

- Friday Night Happy Hour Drink Tickets Sponsor**
 Sole Sponsorship \$1000 **Dual Sponsorship \$500 - limited to two**
(Your company will be acknowledged at the award ceremony; your company's name will be publicized in event literature, event signage, on the IAR web site and in the IAR newsletter).
- Saturday Tour Bus Sponsor**
 Sole Sponsorship \$1500 **Dual Sponsorships \$500 - limited to three**
(Your company will be acknowledged at the award ceremony; your company's name will be publicized in event literature, event signage, on the IAR web site and in the IAR newsletter).
- Saturday Education Sponsor, Sole Sponsor \$500**
(Your company will be acknowledged at the award ceremony; your company's name will be publicized in event literature, event signage, on the IAR web site and in the IAR newsletter).
- Saturday Banquet & Awards Ceremony Sponsor**
 Sole Sponsorship \$2000 **Dual Sponsorships \$750 - limited to three**
(Your company will be acknowledged at the award ceremony; your company's name will be publicized in event literature, event signage, on the IAR web site and in the IAR newsletter).

Firm Name & Contact Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Email: _____

Payment Method:

- I have enclosed a check made payable to "IAR" in the amount of \$_____

RETURN WITH PAYMENT TO: IAR, 3333 Skycroft Circle, Minneapolis, MN 55418.

Phone: (515) 943-3516 • Fax: (612) 781-7052

E-mail: iowaautorecyclers@bitstream.net

THANK YOU FOR YOUR SUPPORT!!

Install an Eye Wash Station in the Shop

By Sue Schauls
I-CARE Program Manager

Not having an emergency eye wash station available for the protection of your employees' eyes is one of the most issued OSHA citations.

According to the OSHA standards, eyewash stations need to be located no more than 10 seconds (or less than 25 feet away) within the work area, and where a strong acid or caustic is used, the station should be immediately adjacent to the hazard area. In addition, the eye wash stations "*should contain enough water to provide for 15 minutes of continuous use.*" Pathways to eyewash stations should be free of barriers

such as locked or latched doors (swinging doors are allowed), equipment, material storage, or poor housekeeping.



Choose the correct type of Eye-wash Station for your workers.

Eyewash Stations come in different shapes and

Insurance for Auto Recyclers

Tracy Jones
Vice President

Trissel Graham & Toole
86 Mahtomedi Ave
Mahtomedi, MN 55115

Phone: 651-379-4641
Toll Free: 866-711-4641
Fax: 651-379-4644

E-mail: tjones@tgt-insurance.com
www.tgtinsurance.com

We Love Auto Recyclers!
and we know how to meet their unique needs!!

- * Coverage designed especially for Auto Recyclers - All Lines including Workers Compensation
- * Proven Auto Recycler Program with over 20 years of Success!!
- * Over 100 Experienced Insurance Professionals to provide you with knowledgeable, attentive service

TGT is pleased to be the **exclusive** agency offering the
G.J. Sullivan Auto Recycler Program
in Minnesota, Wisconsin, Iowa, North & South Dakota, Kansas and Missouri



is... ~ Integrity ~ Responsiveness ~ Innovation ~ Respect

sizes. Each type of eyewash station has its own unique advantages. In purchasing an eyewash station, an employer has to consider the maintenance required for each particular style. It is imperative to follow maintenance schedules with eyewash stations. There are various styles and types to choose from along with different flushing fluids that are used for each type.

This GUARDIAN Model Converts any faucet

into an emergency eye wash station. Push/pull knob activates the wash. Nos. 2LVE5 and 2LVE7 feature On/Off control of faucet.



Guardian is distributed by Grainger in Iowa.

Plumbed eyewash stations use regular tap water from the pipes that are connected to municipal waterlines. They must be flushed on an ANSI mandated weekly schedule in order to flush away any buildup of bacteria that forms from stagnant water.

There are tank style self contained eyewash stations that use regular tap water with a preservative added to the tap water in the mixing process. The solution expires within a six month period and must be cleaned and refilled.

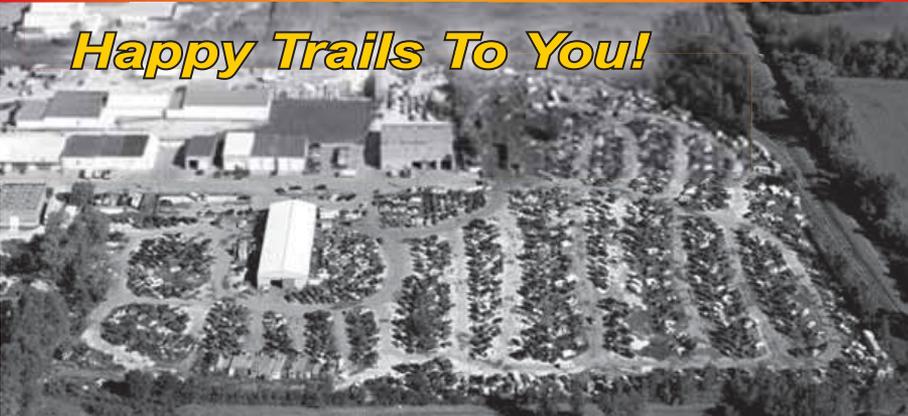
The newest tank style self contained eyewash station comes with sealed cartridges that do not require the use of tap water. The benefit of this type of unit is that the flushing fluid is a sterile solution which offers added protection from contaminants that can be found in tap water. Their shelf life can be as long as 24 months. They have the added feature of being a portable eyewash station that can be conveniently moved from one place to another.

All eyewashes should have annual inspections to ensure they are operating properly.

TRAILS END

*Auto and Truck
Salvage*

Happy Trails To You!



*The best value. The best price. The best service.
When you need quality used auto & truck parts,
look no further than Trails End.*

Phone: 515-265-5696

Toll Free: 800-717-6505

Fax: 515-265-0817

www.trailsendauto.com

Mike Swift • Steve Swift
1600 NE 44th Avenue • Des Moines, IA 50313

Plumbed eyewash stations need clean bowls, dust covers for the nozzles, and good water pressure. Check eyewash bottles and tanks for expired solutions according to the manufacturer's instructions. All eyewash stations should be protected from freezing and provide room temperature to lukewarm flushing fluids. Activating handles should start the flow of fluids immediately.

Fluids should flow for at least 15 minutes, or, in the case of eyewash bottles, long enough to reach a plumbed eyewash station. On a weekly basis, check plumbed eyewash stations to ensure that they are clean and working correctly. *Use inspection check sheets for annual, periodic, and weekly inspections and keep copies of these records.*

OSHA Regulation 29 CFR 1910.151(c) states that whenever employees are exposed to corrosive materials, emergency eyewash must be provided for them. Inspect the workplace in order to uncover the risk areas and potential for eye injuries caused by chemical splashes or foreign particles in the eye.

Safety Glasses and Goggles are the first line of defense to prevent eye injuries.

Prevention of an injury is what should be strived for. Safety glasses and goggles have prevented many workers from the trauma of an eye injury.

In general, the OSHA first aid standard requires eyewash stations in locations in which there is a risk of accidental exposure to corrosive or caustic materials.

Eye Wash Stations Are Critical

Protecting eyesight is very important, thus making eye wash stations critical when working around automotive products such as batteries and solvents. Most hazardous work environments require employees to

wear safety glasses, but we all know accidents can happen and eyewash stations provide an effective means of emergency treatment for when chemicals come into contact with the eyes. **The first fifteen seconds following exposure are critical and having a professional eyewash station is just what you need!**

In the event of being splashed by a chemical in the eye, **DO NOT SQUEEZE EYES SHUT.** *Flood the eyes for a full fifteen minutes in order to minimize damage.*

When you start flushing your eye, hold your eyelids open and roll your eyeballs around to allow the fluid to flow on all of the surfaces of the eye and under the eyelid. Seek medical attention as soon as possible after flushing your eye.

If your eyewash station or bottles do not have enough fluid to run that long, use them temporarily while you make your way to a plumbed station.

Once an accident happens, it is too late to learn the proper use of safety equip-

ment. Eyewash stations are clearly marked and visible to employees. Safety signs clearly label the eyewash stations in the work area.

While emergency eyewashes are important in the workplace, using safe work practices can prevent the need to use them. Learn about the chemicals and materials you work with by reading the Material Safety Data Sheets (MSDS) for information on hazards, precautions, and recommended personal protective equipment (PPE).

If you are working with chemicals that can splash or materials that may fly into your eyes, wear safety glasses with side-shields or splash goggles. Know where the emergency eyewash stations are located in your workplace and how to use them.

The National Safety Council estimates that there are at least 70,000 disabling eye/face injuries on the job every year in the United States. Most of these injuries are preventable.

IAR DIRECT MEMBERS

Ace Auto Recyclers	Iowa City	Midwest Auto Parts, Inc.	Waterloo
Action Auto Parts	Marshalltown	Monson Salvage, Inc.	Lone Rock
Aikey Auto Salvage	Cedar Falls	North End Auto Wrecking	Dubuque
A & L Auto Parts	Holland	Nugent Auto Sales, Inc.	Maquoketa
Awe Auto Service	Traer	Osage Auto Salvage	Osage
B & B Salvage	Sioux Center	Pat's Auto Salvage	Waterloo
Birdnow Auto Salvage	Fayette	Poell's Enterprises Inc.	DeWitt
Boyes Auto & Truck Wrecking	Dubuque	P.Q. Auto Parts	Sioux City
Carroll Auto Wrecking	Des Moines	Quandt Auto Salvage	Carroll
Charlie Brown Auto, Ltd.	Creston	Sam's Riverside Auto & Truck Parts	Des Moines
Chase Auto Parts	Waterloo	Sanborn Auto, Inc.	Sanborn
Delp Auto & Truck	Fort Dodge	Sandhill Auto Salvage	Tama
Don's Auto & Truck Salvage	Des Moines	Smith Auto Parts & Sales Inc.	Fairfield
Grab & Go Auto Salvage, LLC	Spencer	Smitty's Auto Parts	Des Moines
Hawkeye Auto Salvage	De Soto	Snyder's Auto Body	Clarinda
High Country Auto	Cherokee	Spilman Auto Parts	Bloomfield
Hulett & Sons Auto Salvage	Creston	Sun Line, Inc.	Cedar Rapids
Hurst Salvage	Spencer	Sunset Beach Auto Salvage	Des Moines
JBS Auto Parts, Inc.	Britt	Swift Auto Parts	Des Moines
Jeff Smid Auto, Inc.	Iowa Falls	Trail's End Auto & Truck Salvage	Des Moines
Jerry Carney & Sons	Ames	Vander Haag's Inc.	Spencer, Council Bluffs, Des Moines, Sioux Falls
John's Auto	Aplington	Van Gorp Used Cars, Inc.	Oskaloosa
Kabele Truck & Auto Parts	Spirit Lake	Van Horn Auto Parts	Mason City
Lems Auto Recyclers	Doon	Walker Auto Salvage, Inc.	Waverly
Leon Recycling & Auto Parts LLC	Leon	Waterloo Auto Parts, Inc.	Waterloo
Lyle's Auto Salvage	Oto	West Edge Auto Salvage	Independence
		Wilken & Sons	Nashua, Waukon
		Wrench 'N Go	Des Moines
		Yaw Auto Salvage	Des Moines

waterlooaautoparts.com

Waterloo Auto Parts

Used • New • Rebuilt — We'll Track It Down!

1501 Grandview Ave. | (319)234-5207
Waterloo, IA 50703 | (800)728-5207



SALVAGE
CENTER

Parts & Repairs

***Join the Iowa Auto
Recyclers and see what we
can accomplish together!
See the page 21 & 22 for more details.***

**THANK YOU TO OUR
2010 CMAR CONVENTION SPONSORS:**

**Al-Jon ~ Alter Metal ~ Auto Data Direct ~ Behr Iron
Car-Part.com ~ Checkmate by Car-Part.com
Hollander A Solera Company
Insurance Auto Auctions
Integrated Recycling Technologies
Iowa Parts Network ~ LKQ ~ The Locator
Market Financial Group ~ RJ McClellan, Inc.
OMNI Source ~ QCSA ~ The Rogers Group
S & L Auto Parts, Inc. ~ URG**



Your Reliable Consumer of
Catalytic Converters and **High Grade Electronic Scrap**

Call Today for Competitive Non-Ferrous Pricing.

877-892-9194

763-295-6992

9696 Fallon Ave. // Monticello, MN

Fax 763-295-6982 // www.irtmn.com



CMAR Convention

*Welcome to the Best
in the Central Midwest!*

April 30 & May 1, 2010

The Central Midwest Auto Recyclers Convention & Trade Show

*Brought to you by the
Automotive Recycler
Associations of:
Iowa, Illinois, & Indiana*



**Automotive
Recyclers of
Indiana, Inc.**

Thank you for Being Part of the Event!



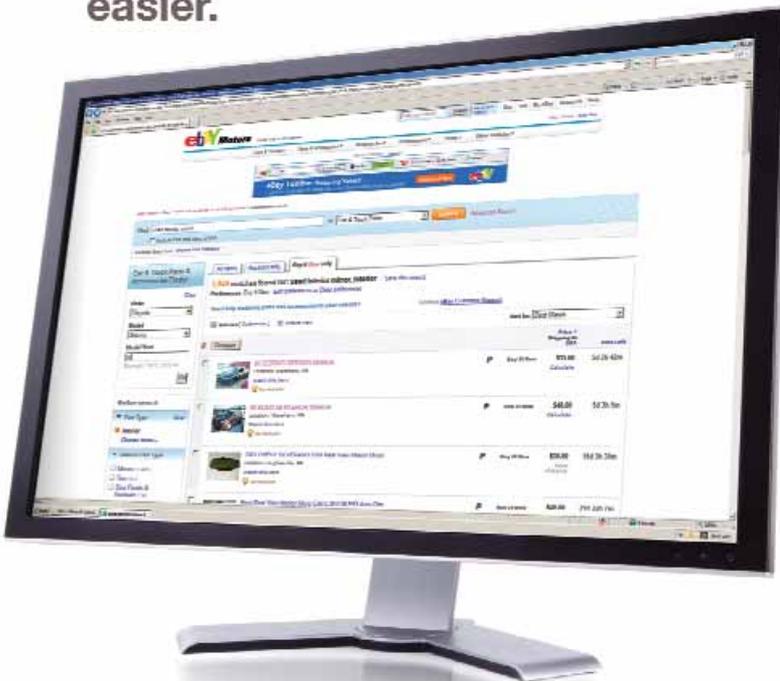




An advanced e-commerce solution brought to you by Hollander and eBay® Motors.

Hollander e-Link™

Buying and Selling of recycled parts online has never been easier.



SELL MORE PARTS 24/7

“Selling parts via Hollander e-Link is cost effective—I don't have to pay for listings... I only pay when a part is sold!”

*Michelle McMasters,
Sales Manager,
Bill Smith Auto Parts*



*13 million unique visitors per month

- No listing fees, pay only when you sell
- Sell Part 24/7, 365 days a years
- Fully Integrated with Powerlink® - Hollander's comprehensive yard management system

Call Today!

800-825-0644

www.hollandersystems.com

SUPPORT OUR ASSOCIATE MEMBERS

Al-Jon, Inc. 800-255-6620	Gerdau Ameristeel 563-732-4618	Nordstrom's Automotive 800-272-0083
Alter Metal Recycling 800-344-2947	Holiday Wrecker Service, Inc. 800-383-9091	QRP 888-241-0294
Behr Mason City, LLC 641-424-9521	Hollander 800-825-0644	QCSA Auto Auctions 563-285-2070
Car-Part.com 859-344-1925	IIADA 641-755-4177	Recycled Parts Plus 866-837-2039
Clean Burn of Iowa 800-331-0183	I Buy Converters Too, LLC 815-409-5252	S & L Auto Parts 641-521-0156
David Ruberg Repair Service 507-429-4489	Integrated Recycling Technologies 877-892-9194	Shine Bros. Corp 712-262-5579
Devries Equipment 515-964-2299	The Locator Magazine 800-831-0820	Sioux City Compressed Steel 712-277-4100
Donate A Car 2 Charity 877-505-5775	LSB Financial 319-268-4242	Trissel, Graham & Toole 800-448-4839
E Z Crusher 320-274-3594	Metro Salvage Pool 515-266-5196	Trissel, Graham & Toole, Inc. 866-711-4641
Full-Line Core 812-447-0746	RJ McClellan, Inc. 877-525-4589	Wheeler's Auto Body Supply 888-294-1320

Scrap Commodities Market Report - June 2010

Approximate Pricing

Crushed Cars	190.00 NT	Copper Radiators	1.30/LB
Prepared Iron	225.00 NT	Aluminum Case Transmissions	0.12/LB
Motor Blocks	150.00 NT	Dirty Aluminum	0.18/LB
Aluminum Rims	0.70/LB	Batteries	0.18/LB
Aluminum Condensers	0.55/LB	Lead Wheel Weights	0.29/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.

IAR Member News IAR Members Children Receive ARA Scholarships

Congratulations to the following IAR members whose children received ARA Educational Scholarships:

- **Roger Anderson** (Vander Haag's, Inc.) daughter Emily received the Al-Jon Scholarship
- **Michael Gravin** (Vander Haag's, Inc.) daughter Kayla Garvin received the John Vander Haag Honorial Scholarship & G.M. Veneklasen Memorial Scholarship
- **David Kosters** (Lems Auto Recyclers) son Derek Kosters received the Don Cowell Honorial Scholarship
- **Jeff Van Lingen** (Vander Haag's, Inc.) son David Van Lingen received the Steve Waterbury Memorial Scholarship

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!

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

Fax 563-556-5097.

She will send you an invoice and walk you through logging into your PayPal account and making a donation with just a few mouse clicks.

Don't have a PayPal account? Don't worry - You can still pay via PayPal. Just follow the link on the invoice sent to you and fill in the information for your personal or non-corporate credit card and donate in seconds!

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



BEHR

MASON CITY

12050 West State St.
Mason City, IA
P 641.424.9521
F 641.424.6315

LEROY IRON & METAL

A DIVISION OF BEHR IRON & STEEL

2275 Dale Ave.
LeRoy, MN 55951
P 641.329.1401
F 641.329.5801

www.JosBehr.com



**ONE OF THE MOST ADVANCED SCRAP METAL
HANDLING FACILITIES IN THE NATION.**

**PROTECTING THE
ENVIRONMENT**

FOR YOU AND OUR INDUSTRIES

SINCE 1906.

Send In Nominations Now

Regional Director -

If you are located in any of the following states/provinces/countries: AL, AR, CT, FL, GA, IA, IN, KS, LA, MA, ME, MI, MO, MS, NE, ND, NH, NY, OH, OK, PR, RI, SD, TX, VT, NB, NF, NS, ON, PEI, PQ and all European countries, please send in a nomination for your Regional Director. Nominate yourself and another great candidate for a seat on the Board of Directors. Send nominee name and business name (ARA member auto recyclers only) to Linda Pitman, ARA Nominating Committee Chairman, at dulaneytx@arn.net as soon as possible.

At-Large Director -

Board Seats are available to Recycler (direct and branch) members in the general membership - giving you an opportunity to have a vote on the Board of Directors. Four Member-At-Large positions were approved into the By-laws in 2007. Two seats are open for election/re-election this year. The term is 2 years.

If you have ever thought about sitting on the Board of Directors, now is the time to submit your name or name of another recycler for nomination to this position. Send nominations to kelly@a-r-a.org.

Reprinted with permission of ARA.

You pull your own parts and save money!



- ★ Self Serve Auto Parts
- ★ Highest Level of Customer Care & Convenience
- ★ All vehicles are on stands in our flat, debris free yard
- ★ Inventory rotated regularly to ensure a fresh supply of parts

***Open 7 days
a week!
8AM - 5PM***

***Call us at
515.265-7509***

WWW.WRENCH-N-GO.COM

4100 Vandalia Road • Des Moines, IA 50317



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.

URG Announces Release of New Auto Recycling Video Explaining Benefits to Consumers

June 16, 2010 ~ Centennial, Colorado ~ The United Recyclers Group has announced the launch of a new video "Using Auto Parts Saves Money On Repairs And Helps The Environment." The video is now available for viewing by the public at the URG website (www.u-r-g.com), and at YouTube.com. The educational video is being released to the public as part of an effort by URG to promote the use of recycled auto parts because they are affordable, green and are the choice of smart shoppers.

"11 million cars per year are scrapped each year in the United States," says Michelle Alexander, executive director of the United Recyclers Group. "URG wants to help the public see exactly what happens to the end-of-life vehicles, and how they are taken apart to salvage any reusable parts in order to keep America's cars on the road. We represent one of the nation's greenest industries, and it is important for consumers to understand the important service that the auto recycling industry provides our society."

Alexander also says that the video is also being provided to URG members as an additional benefit of membership. She says "We know that our members realize the need for ongoing education for the public about who we are and what we do. We will be distributing this video to all of our members on DVD and will encourage them to add this video to their company websites and Facebook pages."

What the five minute video does first is set the stage for the important role that automobiles play in our society. "Americans have a love affair with their cars, and not just new ones," says Alexander. "It has been estimated that there are nearly 260 million cars still in use in this country, nearly one for every man woman and child. Keeping this fleet on the road is an important responsibility for the nation's 6000 plus auto recyclers."

Using real footage shot at a URG member facility, the video shows the entire auto recycling process. It begins with a car auction, then delivery of the vehicle, inventory, dismantling, and breakdown. Great care is taken by recyclers to be green and meet the many federal, state and local environmental regulations and laws that govern auto recycling. This is portrayed in the video as fluids are removed and stored, batteries are

**Licensed auto recyclers that are IAR members:
You are able to bid insurance
company salvage on the
QRP Vehicle Management System.**

**NO
Registration
OR
Access Fee**



**Iowa salvage
currently
available for bid**

**Contact QRP about salvage acquisition
opportunities in Iowa through the QRPVMS program!**

Phone 888-241-0294

P.O. Box 618 • Tomahawk, WI 54487



removed, and parts that can't be reused are recycled as metals. State-of-the-art software such as Pinnacle Pro is portrayed in the inventory and sales process. Finally, the parts are packaged and shipped as though they were new, with a commitment to quality that will give consumers peace of mind that using green parts is the way to get their auto repaired.

"Many people cannot afford or no longer qualify to buy a new car and now have to keep their vehicles running longer," says John Fischl, President of Riteway Auto Parts (Phoenix, AZ) and a URG manager. "But more than the economy is at play here. Keeping a well-maintained but older car running is also a very green thing to do. Don't let new car manufacturers fool you:

It is far better for the environment to reuse green auto parts" than it is to manufacture new auto parts." A leading auto recycler, Riteway Auto Parts is featured in much of the video.

"In this economy, it is very important for consumers to understand that using green parts is actually saving them a lot of money," says Richard Filley, executive director of the GreenCARR Foundation (Mesa, AZ). "This video takes a viewer behind the scenes and quickly shows them what it takes to get a part from a scrapped car and into the hands of their collision or auto repair shop for use in repairing their vehicle. The care given to the quality of the green parts on the market today has never been higher, and this video let's people see that with their own eyes."

United Recyclers Group, LLC is a partnership of over 330 industry leading auto recyclers that work together to improve and modernize the automotive recycling industry. Changes they have made include developing their own inventory management system, Pinnacle and Pinnacle Pro; creating a buying cooperative; and offering group marketing options. For more information, go to the United Recyclers Group website at www.u-r-g.com or call 303-367-4391.

NORTHEND

Auto Wrecking, Inc.

Dubuque, IA • Since 1938

800-545-8885

***Acres of used parts for
foreign & domestic cars & trucks.***



***"All cars
run on used parts!"***

www.northendwrecking.com



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

Auto Data Direct, Inc (ADD) to Offer Free NMVTIS Reporting Service

Tallahassee, FL, June 3 - Auto Data Direct, Inc. (ADD) today announced that it will begin providing a free motor vehicle reporting option to the National Motor Vehicle Title Information System (NMVTIS) for the auto recycling and insurance industries. The free service will allow users to satisfy federal reporting requirements by uploading junk, salvage and total loss vehicle data to the national database. The first of three approved data consolidators, ADD will also become the first to offer a free reporting option.

The NMVTIS database is designed to protect consumers by creating a single source for automobile title and brand data to be stored, shared and retrieved. While the program is more than a year old, database administrators indicate that across the junk, salvage and insurance industries only 7,800 entities have registered with NMVTIS, and of those less than half are actively reporting.

ADD's goal is to increase NMVTIS compliance by providing a simple no-cost reporting method for



MORE AUCTIONS. BETTER CHOICE.

BID LIVE IN-PERSON OR ONLINE



HUNDREDS SOLD WEEKLY IN IA!



Repairable Vehicles Parts Cars Recovered Thefts Flood Cars Specialty Motorcycles

Visit a **LIVE AUCTION** or **BID ONLINE** with I-bid LIVE!

DES MOINES
515.262.3710
Auction Every Tuesday 10:00



www.iaai.com

the more than 20,000 regulated businesses required to submit junk, salvage and total loss vehicle data. "What we're trying to do is help every affected company, large and small, provide data to this valuable vehicle information system," said Jim Taylor, president of ADD. "With a free option available, there's no reason not to report."

ADD's new "Basic Service" accounts will provide web-based individual VIN reporting with confirmation receipts sent via email. ADD has rebranded its current accounts "Full Service" accounts. Full Service accounts will continue to offer advanced business tools such as batch upload and business-to-business connections to expedite reporting as well as full report archives and management system compatibility, all for a small per-report fee.

Federal rules, which went into effect in March 2009, require all businesses that handle junk, salvage and total loss vehicles to report them to the national database through a data consolidator, and provide for a civil penalty of up to \$1,000 fine for each reporting violation. To date, over 16 million vehicle reports have been submitted. NMVTIS information is available to consumers as a part of a NMVTIS Vehicle History Report. These histories contain state titling information, odometer readings and state "brand" information such as "Flood" or "Rebuilt" in addition to the junk, salvage and insurance reports.

More information about ADD and available services can be found at www.add123.com.

Contact: Jay Svendsen at Auto Data Direct, Inc. via e-mail: jays@add123.com

CHASE

Auto Parts Company, Inc.

1041 Sheffield Avenue • Waterloo, Iowa 50702

800-728-2568

Robert K. Schoof
Manager

Local #: 319-234-2445

...Spilman continued from cover

keep un-regulated buyers out of the pools. I think it's important that IAR continues to educate the public on the environmental benefits of our industry and building the image of what we are - professional automotive recyclers, rather than "junk yards".

Eric continues, "Our family and our business are also big supporters of our community. We sponsor school events, youth activities, charity golf tournaments, the local race track, and we've donated cars to the local Prom and Little League for fundraising. In 2009, Spilman Auto Parts was named Supporter of the Year by the Davis County Fair."

Spilman Auto Parts contact information:

Contact: Rick Piper

Address: 20311 Old Hwy. 2,

Bloomfield, Iowa 52537

Phone: 641-664-2463

Toll Free: 800-477-1367

Fax: 641-664-2477

Email: rick@spilmanauto.com

Website: www.spilmanauto.com

The IAR News is mailed free of charge to IAR members, other automotive recyclers, and industry supporters in the state of Iowa.

It is paid for by the advertising it contains. Please support the advertisers as they support your association and allow them the opportunity to earn your business.

***Thank you.
The Publisher***

SHINE BROS. CORP.

*Small enough to know you,
Large enough to serve you.*

**Call us for top
scrap prices on:**

- Car Bodies**
- Alum. Auto Wheels**
- Radiators**
- Alternators**
- Starters**
- Harness Wire**
- & all other scrap metal**

800-262-5579

712-262-5579

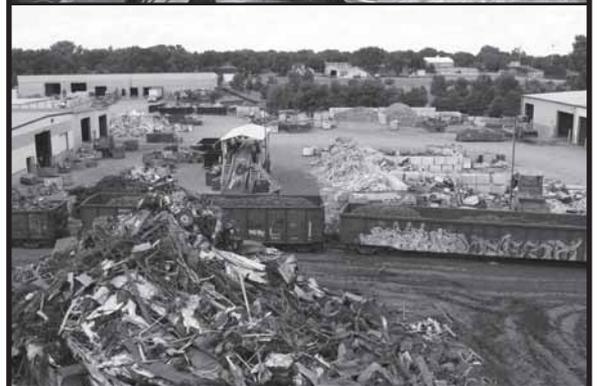
Mike Mowery Ext. 123

Chris Hart Ext. 158

225 10th Avenue SE

Spencer, IA 51301

www.shinebros.com



IAR

IOWA
AUTOMOTIVE
RECYCLERS

In care of: R.J. McClellan, Inc.
445 Broadway Avenue #5
St Paul Park, MN 55071

Change Service Requested

PRESORTED
STANDARD
U.S. POSTAGE
PAID
St. Paul, MN
Permit No. 7911

ALJON MFG

KEEPING IT SIMPLE BUILDING IT STRONG

580 CL CAR LOGGER



The 580 CL is truly the heavy weight in portable Balers and Loggers. This fully automatic, one man machine can produce over 200 tons per day. The new 19' 3" L box design enables you to load and unload loose sheet metal and car bodies with ease. The portable 580 Car Logger weighs in at 92,000 pounds, and produces a load every 30 minutes.

Al-jon Manufacturing LLC
14599 2nd Ave. ▶
Ottumwa, IA 52501

Ph. 641-682-4506
888-255-6620

▶ Visit our website
www.aljon.com