



The Iowa Automotive Recyclers NEWS

APRIL/MAY 2012

Summer Outing Makes A Big Splash in 2012

The Iowa Automotive Recyclers are hosting a trade show and training event at the upcoming Summer Outing in Waterloo, Iowa on June 8-9, 2012. The keynote address will be presented by Tom McGee of ALLDATA on New Automotive Technology.

As vehicle technology continues to change at a rapid pace, it is becoming critical that the parts buyers in the collision industry utilize OEM repair procedures throughout the repair process. This presentation will look at the various stages of the repair process and provide examples of how OEM repair procedures can improve efficiency, repair quality, estimate accuracy and more.



Join Tom McGee as he discusses more than 30 examples of vehicle technology that you may not be aware of, but should be, and will address how they may be impacting your parts sales. Knowing part preparation via OEM recommendations could be the key to having the best available part on the market. When collision repair shop know you are using the same tools and information they use to make repairs, sales will skyrocket.

Did You Know?

Welded from the factory doesn't always mean welded in the repair

Summer Outing Makes...continued on page 11



Uniting recycled parts with cycle time

Car-Part Pro simplifies the process of finding quality recycled parts for the collision and mechanical repair industries. Shops and appraisers choose their desired delivery time, warranty and other service levels and see only those parts that fit their cycle time requirements. The results show parts with laid-in prices including the requested service levels.

Recyclers' local delivery times are affected by where the parts are in the recyclers' production processes. For example, a part in the warehouse may be delivered today, whereas a part still on the vehicle may be delivered tomorrow, and it could take two days for delivery if the whole vehicle needs to be dismantled. Some recyclers have robust overnight shipping networks and often can deliver a part next-day from their distribution networks. The buyer simply chooses when the part is needed, and all parts meeting that delivery selection will show in the results.

See parts from an unfamiliar recycler? Certifications offer great insight into recyclers' values and services. For example, if you are looking for recyclers that conform to

ARA's Gold Seal Program's environmental code, just look for the Gold Seal logo. Car-Part has three certification levels, gold, silver and bronze, that deal with services recyclers offer to buyers. Car-Part Gold certified recyclers offer a one year warranty option, a 30 day refund policy, deliver parts to professional shops, grade parts using ARA international part grading standards, and disclose whether their body part pricing system uses actual or undamaged pricing. Certifications are an easy way to buy safe and green! Car-Part Pro offers a summary of a recycler's certifications, affiliations, and business practices.

By integrating real-time communication into the work flow, Live Service™ allows buyer and seller to communicate their needs quickly and efficiently while maintaining a written record of the transaction. The "Confirm Availability" button will let the buyer confirm in real time that the part is still available and in stock. Car-Part Pro can easily be integrated into third party applications such as work flow, estimating, and shop management.

The screenshot shows the Car-Part Pro website interface. At the top, there's a search bar and navigation links like Home, Back, Buyer FAQ, Search Help, Help Video, and Online Support. The main content area displays search results for a 2000 Toyota Camry Fender. It includes a search filter section with various dropdown menus for delivery, warranty, and price. Below this is a table of search results with columns for Year/Part Model, Description, Damage Code, Part Grade, Warranty, US Price, Dist miles, Delivery business days, Stock# Availability, and Dealer Info.

| Year Part Model | Description | Damage Code | Part Grade | Warranty | US Price | Dist miles | Delivery business days | Stock# Availability | Dealer Info |
|--------------------------|---------------------|-------------|------------|---------------------|--------------|------------|------------------------|--------------------------------|---|
| 2000 Fender Toyota Camry | -RH GRAY FTW | 000 | A 0 | Lifetime with labor | \$189 actual | 0 | 2 | 070504 Confirm Availability | Foreign Auto Salvage USA-KY(Ft.-Wright) 1-800-545-1920 Live Service GOLD SEAL Services & Certifications |
| 1998 Fender Toyota Camry | -RH BLUE FTWDIS 000 | 000 | A 0 | Lifetime with labor | \$166 actual | 0 | 1 | 070111 Confirm Availability | Foreign Auto Salvage USA-KY(Ft.-Wright) 1-800-545-1920 Live Service GOLD SEAL Services & Certifications |



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, Sue Schauls. 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

Sue Schauls, Executive Director

2214 Regal Avenue
Waterloo, Iowa 50702
Phone: 319-233-7970
Fax 319-233-7970
Cell: 319-290-7843
Email: Schauls3@mchsi.com

Lobbyist

James Piazza, Jr., Lobbyist

Attorney 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 651-458-012
E-mail: newsletters@rjmc.com
Ron McClellan
President, Advertising Sales
Sheila Cain
Vice President, Creative Director
Ryan McClellan
Layout and Design

IAR's 2012 Board of Directors

Brent Nugent, President

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

Tracy Hurst, Vice President

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

Jeff Smid, Secretary

Jeff Smid Auto, Inc.
10330 Highway 65
Iowa Falls, IA 50126
Phone: 641-648-2375
Email: JeffSmid@yahoo.com

Joel McCaw, Treasurer

Ace Auto Recyclers
2752 S Riverside Drive
Iowa City, IA 52246
Phone: 319-338-7828
Fax: 319-337-3234
Email: AceAuto@lowadsl.net

Mike Waterbury, Immediate Past President

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

Jodi Kunde, Special Funds Manager

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

Tom Quandt

Quandt Auto Salvage
18829 Kittyhawk Ave
Carroll, IA 51401
Email: QASinc@qwestoffice.net

Mike Davidson

Don's Auto & Truck Salvage
1500 SE 30th Street
Des Moines, IA 50317
Phone: 515-262-8283
Email: Mike@DonsAutoAndTruckSalvage.com

Brad Osborn

Waterloo Auto Parts
1501 Grandview Ave
Waterloo, IA 50703
Phone: 319-234-5207
Email: Brad@WaterlooAutoParts.com

Eric Piper

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

Andy Wilken

Wilken & Sons, Inc.
1157 - 275th Street
Nashua, IA 50658
Phone: 641-435-4077
Email: wilkenauto@yahoo.com

Scott Frank, Legislative Liason

Sam's Riverside Auto & Truck Parts
3900 Vandalia Road
Des Moines, IA 50317
Phone: 515-265-8792
Email: Scott@SamsRiverside.com

Tim Smith

Smith Auto Parts & Sales, Inc.
3205 West Grimes
Fairfield, IA 52556
Phone: 641-472-4200
Email: smithparts@iowatelecom.net

Tom Snyder

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

Mike Swift

Trail's End Auto & Truck Salvage
1600 N.E. 44th Avenue
Des Moines, IA 50313
Phone: 515-265-5696
Email: mike@trailsendauto.com

David Hesmer

Action Auto Parts
100 South 18th Avenue
Marshalltown, IA 50158
Email: david@action-auto-parts.com

Visit our website
www.iowaautorecyclers.com

Iowa Automotive Recyclers

Teleconference IAR Board Meeting

Thursday, January 26, 2012

President Brent Nugent called the meeting to order at 5:07 p.m. Members present were: Brent Nugent, Sue Schauls, Mike Waterbury, David Hesmer, Mike Swift, Tom Quandt, Scott Frank, Brad Osborn, Jodi Kunde, Tom Snyder, Joel McCaw, Tracy Hurst, Andy Wilken and Jeff Smid.

NEW BUSINESS:

ARA Membership – Sue discussed the importance of the membership to the ARA. Mike S. said

there are over 1200 members now.

ICRA Event – The Iowa Collision & Repair Association will be having their event on March 28th at Prairie Meadows in Altoona. Mike S. made a motion to have Sue attend that event and to pay what is necessary for a booth; Scott seconded the motion. The motion carried.

IIADA – Sue said she would also have an IAR booth at this event to be held on March 3rd at Kirkwood Community College in Cedar Rapids.

NMVTIS Reporting – After some discussion on how to alert all the yards in Iowa to possible Department of Justice inspections, Mike S. made a motion to mail to all yards

(both members and non-members) information on reporting to NMVTIS with a second from Scott; motion carried. It was decided that it is best to be proactive on this information and there would be individuals available to answer any questions via a gmail account (Mike S., Scott and Jodi).

COMMITTEE REPORTS:

Environmental – Tom S. said they have decided to bring up one waste issue at a time, make an adhoc committee to research the problem and then develop some solutions. There will be monthly teleconference calls with those committee members. The first topic will be refrigerants and the adhoc committee will be: Tom, Pat, Jeff, Clyde and one more to be determined.

Finance – Joel said the income tax return for the association has been filed. Sue will be sending out another mailer for unpaid dues. There was a motion by Mike S. to offer Jim Piazza, IAR lob-



ADD is your source for salvage vehicle reporting and live customer support.

Any business handling/dealing with 5 or more salvage vehicles is required by law to report salvage vehicles to the National Motor Vehicle Title Information System (NMVTIS).

Auto Data Direct makes this as EASY as 1-2-3, and provides many other useful services!

For additional information, visit our website at **ADD123.com** and select Salvage Reporting.

Enter promo code RJMC11 to receive \$25 off account activation (Expires December 31, 2011)



AutoDataDirect, Inc.
ADD123.com

The Iowa Automotive Recyclers News

byist, a flat fee of \$20,000 for his 2012 contract with the association. Tracy seconded the motion; motion carried.

Legislative – Hill Day was discussed with everyone agreeing it was a very good event with the hopes of getting more attendees next year.

Meetings – Brad gave an update on the Summer Outing; most things have been arranged at this point. Sue will be writing a grant application for \$3,000 from the city of Waterloo toward expenses.

Membership – Sue has received the date plates and will be mailing them out with the Summer Outing Save the Date card and NMVTIS alert notice.

Newsletter, Website and Who's Who – The Who's Who has been sent with requests for more of those. The newsletter will be sent soon. Sue is working on updates for the website including a blog by Mike S.

Scholarship – Jodi has received one application to date but the deadline isn't until March 31st. Sue asked if the IAR would want to fund ARA scholar-

ships; this will be discussed at a later meeting.

PAC – Jodi reported that she has filed the PAC report a week ago.

UPCOMING MEETINGS:

Vendor conference call for Mike W. and Sue – Wednesday, February 1st at 9 a.m.

Board Meeting – Noon lunch with meeting to follow from 1-3 p.m. on Thursday,

February 23rd at the Okoboji Grille in Pleasant Hill.

Board Meeting – Teleconference call on Thursday, March 22nd at 5 p.m.

There was a motion by Tom S. to adjourn with a second from Jodi. The meeting was adjourned at 6:30 p.m.

Respectfully submitted,

Jeff Smid, Secretary

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

Board Meeting Agenda

February 23, 2012

Okoboji Grill, 1225 Copper Creek Drive - Pleasant Hill, Iowa
Meet for Lunch at Noon

Attendees: Brent, Tracy, Joel, Jeff, Mike W, Mike D, Brad, Eric, Andy, Tom Q, Jodi, Scott, Tim, David, Mike S, Tom S, & Sue

Legislative briefing was provided by Lobbyist, Jim Piazza, Jr. during lunch and prior to the meeting.

Call to order and roll call by President, Brent at 1:55 pm

1. **New Business** – feedback from the floor
 - CMARC – The IAR Board voted NOT to renew our agreement with Indiana and Illi-

nois Recycler associations to continue to participate in the three state conference. The IL & IN associations were notified in a letter of our decision. IAR members are encouraged to openly discuss the multitude of reasons that lead to that unanimous decision.

2. **Committee Reports**
 - **Environmental** – TOM, Pat and Sue kicked off a workgroup on refrigerants.

Specializing in Non-OEM Body Parts for all makes and models of Cars & Trucks



EXPRESS PARTS

5 LOCATIONS TO SERVE YOU!

Ottumwa, IA • Lansing, IA
 Waterloo, IA • Rochester, MN
 Inver Grove Heights, MN

800-258-8885

We Pledge to: ♦ Provide the Training and Support you want to keep your staff the best informed.

♦ Provide a Quality Delivery System for Used and OE Parts, at competitive prices.

♦ Provide Quality Care and Attention that only a FAMILY OWNED company can give to all our valued customers.

Check out our website at
www.wheelersautobody.com

We deliver to most of Iowa, Minnesota, and Western Wisconsin

**Full Line
PBE Supplier**

Complete inventory of Automotive Paints & Products
DuPont • Sherwin Williams • Akzo Nobel • PPG

- Refrigerant Recovery Project conference call as held on Feb 21st – 5:15 pm. The work group will collect data and define options for lawful and complete refrigerant recovery from the dismantling process.
 - **Finance**- JOEL provided an overview of the financial status of the association. The outlook looks good and once renewals are complete we should be moving toward a balance budget. Scott Frank moved to accept the financial report as presented. Mike Sift second the motion. The motion was passed.
 - **Legislative** – SCOTT/MIKESWIFT. Most of the legislative activity was recapped by Jim Piazza Jr prior to the meeting. The Copper Theft bill will include reporting requirements for catalytic converters if passed by both chambers in to law. More information will be disseminated on that once the bill is on track to become law.
 - **Meetings** – BRAD Summer Outing update. The speaker agenda is set and the vendor booths are well underway. Sue & Brad do not anticipate any problems filling the 25 booth. Advertising of the event will now begin. We are hoping to top last year's record attendance!
 - Agenda set
 - **Membership** – SUE – Several renewals have not come in. Board members will make courtesy calls to members to get those renewals in over the next few weeks.
 - **Newsletter/Website/Who's Who** – TRACY, VP – nothing to report
 - **Scholarship** – JODI - nothing to report
 - PAC – JODI - nothing to report
 - Vendor Conference Calls – MIKEW/SUE – TBD
3. **IAR Old Business report** - SUE
- NMVTIS Mailer went out to all Iowa Yards in newsletter mailing list (232)
 - EVENTS Sue will attend.
 - IIADA event March 2-3 at Kirkwood. Mike Swift moved to provide an auction items for their scholarship fund up to \$250. Andy second. The Motion passed. A Kindle Fire was donated to IIADA.
 - ICRA March 28 Prairie Meadows \$500/booth. The booth fee was paid.
 - Next Board Meetings:
 - March 21, 2012 – 5 pm Conference call
 - April 18, 2012 – 5 pm Conference call
 - May 16, 2012 – 5 pm Conference call
- Scott moved to adjourn the meeting at 3:28. Andy second the motion. Motion passed.
- IAR Members are encouraged to attend Board meetings and volunteer for committee duties.
- Respectfully submitted for Jeff Smid, Secretary by Sue Schauls.*

President's Pitch

By Brent Nugent,, IAR President



What is the Benefit of Attending the IAR Summer Outing?

As I write this message it looks like spring is just around the corner! We are looking forward to going to GMARE in March. Our Executive Director, Sue Schauls and Past President, Member and Regional Director, Mike

Swift will be representing Iowa at the national ARA Hill Days Event during that same time period. That got me to thinking about "What is the benefit of attending these conferences and industry events?"

Much discussion is focused on the benefit of attending conference and trade show programs. The re-

The Iowa Automotive Recyclers News

ality is that conferences are among the most cost effective methods of obtaining education and information, and in establishing a network.

The training programs and seminars at a conference sessions allow you to learn firsthand from industry experts that have successfully implemented technology solutions. You can keep up to date on new and emerging technologies and take the opportunity to create a professional network in our industry. You can count on being able to get immediate answers to issues within your business.

Trade Show / Exhibition Events allow you to see the latest in technology and hear new product announcements. One can visit all of your vendors in one location and get answers directly from vendors on the exhibition floor while doing some comparison shopping! I seek solutions and find new technologies by talking with others who are using or considering a product or service you are researching. My favorite part is to discover new products that can decrease expense and increase revenue!

Of course with new technology always brings up the thought of "going green" and how I can accomplish this around our salvage facility. One idea might be that we all think about our fluorescent lights and the bulbs.....maybe we should be thinking about replacing them. Another idea that came to mind is making sure that we take all of the junk mail we get and shredding the paper so that we can use it in shipping. Maybe invest in a bigger shredder to set right by our shipping dept? And one last idea for the month.....is that we need to keep in mind what we are doing with all of the gas and oil that is left in the vehicles that come in. If anybody has any ideas I would welcome them...

Also we are looking forward to attending the summer outing. Lots of activities are being planned. Hope all are IAR members are planning on coming over to the huge event planned in Waterloo and the Beach Party at Waterloo Auto Parts this year's host facility. Thank you to Waterloo Auto Parts and the Osborn Family. Sheila & I will rely on your help next year when it is our turn to host!

I look forward to seeing all of you soon.

Brent Nugent, PRESIDENT
Iowa Automotive Recyclers.

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!**

From the Desk of the Executive Director

Go Green with Recycled Used Automotive Parts By Sue Schauls



I usually get all worked up about the Earth Day edition of the newsletter but this year we are in the midst of planning an even bigger and better **Iowa Automotive Recyclers** trade show and training event at the upcoming **Summer Outing in Waterloo, Iowa on June 8-9, 2012**. With national speakers coming in from every direction and Vendors vying to get one of our "by invitation only" trade show booths I've been pre-occupied. But my love the "Go Green" mantra still drives me to at least tip my hat to EARTH DAY in April and everyday!

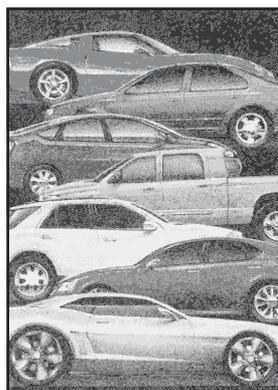
Automotive parts recycling is the original recycling market. The market developed over 50 years ago when the middle class family was able to afford to own and maintain their own vehicles. Salvage and recycling used auto parts is the largest recycling market in the world. 80% of the material from a salvage vehicle makes its way back into the market either as usable car parts or as recovered metals. The industry is the Original Recycler©.

Going green is easy with salvaged auto parts. The consumer has an economical access to original equipment manufacturer (OEM) auto parts at a reduced cost, as compared to new parts. The environment benefits through the local distribution of existing parts as opposed to the pollution generated in the manufacturing of parts that already exist in the market place. The savings in transportation pollution of raw material to production and parts to market is the greatest benefit. Mobile source pollution from vehicles is one of the most pressing global warming and green house gas (GHG) issues today.

And yet there is still more to the green aspect of automotive salvage. Behind the scenes the indus-

try has maintained a philosophy of environmental stewardship unlike any other. Both the Iowa Automotive Recyclers (IAR) association and the national Automotive Recycling Association (ARA) have certification programs that require member salvage yards to maintain exemplary environmental management of recovered fluids such as motor oil, antifreeze and gasoline. These voluntary standards ensure compliance with state and federal environmental laws and go beyond that to ensure the safety and protection of employees, the community and customers. Truly the automotive recycling industry has maintained its environmental roots and yet kept pace with technology as information became instantly available so has the demand for used parts. Those advances in technology in delivering parts to market and in automotive design are what keep driving our industry forward.

And the research continues... Recently a volunteer work group was formed to study refrigerant recovery in the dismantling in Iowa. Through raw data collection and market research, the group hope to de-mystify the Freon recovery process and provide guidance to auto recycling on the easy



CHASE AUTO

Bob Schoof, General Manager

1041 Sheffield Avenue
Waterloo, IA 50702

319-234-2445 • 800-728-2568

Fax: 319-234-1977

Email: chase@qwestoffice.net

and compliant option for reclaiming and recycling refrigerant. The study will also provide a baseline of data to use in making comments to the EPA if and when they decide to open up the Clean Air Act Amendment to address the new refrigerant developed and being implemented in new cars.

Another ongoing research effort I have undertaken is the Hybrid Battery reclamation process. After writing the dismantling guide with my very capable colleagues, Chuck and Betsy, we were left feeling like we were so far ahead of the curve that fully developed information on the fate of the batteries was not yet available. So we have re-convened to rectify the problem and I'm in the process of making industry contact and drafting an outline to address the issues. It is a threefold problem:

- 1) What is the market for good reusable hybrid batteries? What are the shipping requirements?
- 2) What is the market for batteries that can be re-conditioned? and
- 3) What should I do with "junk" batteries? How do I know the difference? If you have more insight or questions feel free to give me a call on the subject!

Happy Earth Day!
Sue

ARA Suspicious Salvage Transaction Hotline

1-888-385-1005 x 15

Call in confidentially and report suspicious transactions occurring at salvage auctions throughout the country.

If you have a "Tip" for ARA, please call the voicemail hotline at 1-888-385-1005 x 15.

2012 DIY Report Is Out

Progressively more and more consumers are keeping their vehicle longer, creating an aging car population that in turn has more owners attempting to do more of their own auto repairs, even those who have never done so before. The economy is the predominant reason given by more than half of all DIYers for delaying auto repairs. In fact, 77 percent of DFMs (do-it-for-me consumer) admit that current economic conditions are such that they will probably attempt their own repairs. Of those putting off repair work, "lack of time" was cited as the prominent reason, followed by "the economy". But, as the saying goes, "It's all good!" These same DIYers are not only saving money, but are gaining confidence in their ability to do more of their own repairs and are actually taking "pleasure" in doing so.

The only reason trumping the "I enjoy it", is the fact that they are saving significant money.

Of those surveyed, 83 percent cite that saving money is their number one reason for doing work

themselves. If you take a look at the potential savings - 60 percent saved more than \$500 a year - that is significant. Additionally, 89 percent polled also said that if they could purchase a part and bring it to their shop for installation, they would do so. So, not knowing how is no longer

keeping the novice from attempting their own repair, especially since they have easy access to "how-to" information available online. And they are also finding that DIY is a labor of love - they end up enjoying the work and knowledge that they "did it". That is a good thing, since 64 percent of those polled are now driving a vehicle with more than 100K miles and more than 40 percent drive a car that is over 10 years old.

That all adds up to counter sales in our industry! Finally some good news...

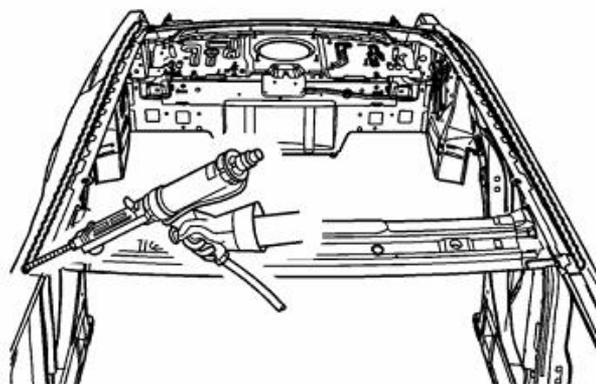
Reprinted with permission from ARA

Summer Outing Makes...continued from cover

Roof Outer Panel Replacement

The production roof panel is attached with laser guided MIG brazing on the side rails and resistance spot welds in the windshield and back glass openings, but...

The service roof replacement procedure uses windshield urethane adhesive to replace the MIG braze on the side rails and MIG plug welds in the windshield and back glass areas to replace the spot welds. The windshield and back glass must be removed for this procedure.



ALLDATA COLLISION S3500

Tom McGee has been on the ALLDATA team for three years, holding positions of Collision Industry Relations Manager, Collision Field Sales Manager and Collision National Accounts Manager. Prior to

Example: 2008 Cadillac CTS AWD V6 3.6L

joining ALLDATA, Tom was on the I-CAR® staff for more than 18 years holding the positions of I-CAR President & CEO, Director of Industry Relations and Product Operations, and Technical Director.



PAM's Auto



Quality Parts Guaranteed!

We also carry a HUGE Inventory of OE Factory Over-Run Parts

Call 800.560.7336



Professional Sales & Support Staff

PAM's Auto specializes in low mileage, late model, foreign and domestic auto parts.

- ✓ **HUGE INVENTORY**
 - Over 100,000 ready to ship parts in stock!
- ✓ **QUICK DELIVERY**
 - Same day shipping on most orders!
- ✓ **FREE LIFETIME WARRANTIES**
 - Never buy that part again!



7505 Ridgewood Rd. • St. Cloud, MN
Local: 320.363.0000 • Fax: 320.363.9232

Shop online at www.pamsauto.com



The Iowa Automotive Recyclers News



Tom McGee

Tom is an ASE® certified Master Collision Repair/Refinish Technician and also has the ASE Damage Analysis and Estimating certification. An Automotive Collision Repair graduate of

Ferris State College, Big Rapids, Michigan, Tom has a wide range of experience in the collision industry, including operating a collision repair facility. He also has experience as a career and technical school instructor, training manager and instructional designer.

Please join Tom McGee and the many other speakers at the upcoming **Iowa Automotive Recyclers Summer Outing in Waterloo, Iowa on June 8-9, 2012.**

Lincoln Savings Bank and Pete Hill Insurance will also be on deck to provide vital small business financial planning and advice. Presenting at two sessions this year will be representatives from Lincoln Savings Bank. LSB's insurance division is an active participant in the auto recycling industry both as a vendor as well as an industry advocate and supporter. Lincoln Savings Bank is a 110 year-old Iowa bank rooted in the state's agricultural and industrial economies.

Plan on hearing first hand exciting new banking developments that mean for business-operators, more control, visibility, and accessibility to running the financial end of their business. From LSB's wealth management division, important information will be shared about steps that can be taken now in preparation for business transition whether it be two years from now, or 20 years from now. You won't want to miss it!

If you have any specifics you would like discuss or have a question you would like LSB to address, give Adam Brickley a call at 319-310-6225 or email question

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**

to him at AdamB@myslb.com.



The workshops will continue with a presentation by our friends at Car-Part.com on "What is New at Car-Part.com."

New this year will be the "Inventory Management User Group Trainings" provided by CheckMate and Hollander. The Iowa Auto Recyclers wanted to provide the availability of the user group trainings for attendees that may not be attending the national trade show that gives that opportunity. IAR hopes you can make it to Waterloo in June!



NINE BREAK-OUT SESSIONS will be offered this year including a stellar presentation by national speaker Dan Miller of Legend Smelting & Recycling on the Past, Present and "Future of the Catalytic Converter Market."

Addressing another small business concern is Tracy Hitchcock of Wells Fargo Insurance speaking on "Health Care Reform Affects on Small Business Owners." You do not want to miss this presentation!

Rounding out the program and covering the environmental and safety concerns of the auto salvage industry are presentation on "Safe Hybrid Vehicle Dismantling," "Stormwater Permits and Sampling Procedures," "Forklift Certification & Airbag Shipping Certification."

Other superb opportunities are offered at the TRADE SHOW hosted as the opening event on Friday, June 8, 2012 from 6:30-9 p.m. at the host venue of the 5 Sullivan Brothers Convention Center

in Waterloo, Iowa. What a beautiful location it is.

The TRADE SHOW will be available both days with the final opportunity visit the vendors during the lunch on Saturday, June 9, 2012 Noon -3:00.



What an event we have planned for the evening too! Thank you to the Osborn Family at Waterloo Auto Parts for hosting the yard tour and Beach Party dinner and dance with a live band at their facility. The Scholarship Fund and PAC auction needs items too! Bring your donations and get ready to bid for a good cause.

Buses will leave the Hotel repeatedly from 3:30 to 6:00 pm on Saturday evening. The bus will drop off and pick up at Wheeler's Auto Body Supply for an open house event planned to get the evening started. The first bus out will head directly to Waterloo Auto Parts for the SAND VOLLEY BALL TEAM COMPETITION! Get your team together and sign up now. Rumor has it that Sandhill Auto Salvage already has team T-shirts on order so the competition will be stiff! Don't worry if you don't have your own team, you can jump in at anytime! It is all in good clean (well maybe not so clean...) fun!

Please come join us in Waterloo this June 8-9, 2012 for another blowout Iowa Automotive Recyclers Summer Outing!

Gerdau Restarting Shredding Operations in Wilton

WILTON IA Feb. 13, 2011 – Global steel company Gerdau will restart shredding operations at its Wilton, Iowa, steel mill by mid-year after being idled for three years. The shredder is responsible for processing scrap steel, including used vehicles, vehicle parts, white goods and other obsolete materials, for use in the manufacture of new steel products.

The company began installing new capital equipment at the site in November, including a new in-feed system for the existing shredder and updated automation and controls. Favorable weather in the area has put construction ahead of schedule and the company aims to have the project complete by May 1. In order to staff the operation, the company called back two employees in January and plans to recall and hire approximately 10 more in the next few weeks.

“The restart and upgrade of the Wilton shredder is part of our commitment to captive scrap utilization throughout North America,” said Matt Yeatman, vice president of raw



Gerdau's shredder in Wilton is being upgraded with new capital equipment. The project is scheduled to be complete in May.

materials at Gerdau. “Utilizing the synergy of scrap production and steel making on one site is core to our business model.”

Gerdau – the leading producer of long steel in the Americas – is one of the largest recyclers of ferrous scrap in North America. The company has 17 steel mills throughout the U.S. and

Canada that operate under the mini-mill concept, which means they obtain most of their iron for steel-making from scrap steel. On an annual basis, the company consumes over seven million tons of scrap raw materials which would otherwise be discarded in a landfill and at inappropriate sites.

“Many people don’t realize that steel is the most recycled material in the world and that it can be recycled continually with no degradation in performance, from one product to another,” Yeatman explained. “We believe our recycling efforts at Gerdau are a contribution to the sustainable development of society and an investment in the future.”

About Gerdau

Gerdau is the leading producer of long steel in the Americas and one of the largest suppliers of special long steel in the world. It has more than 45,000 employees and industrial operations in 14 countries with operations in the Americas, Europe and Asia, which together represent an installed capacity of more than 25 million metric tons of steel per year. Gerdau is the largest recycler in Latin America and around the world and transforms millions of metric tons of scrap into steel every year. Gerdau is listed on the stock exchanges of São Paulo, New York and Madrid and has approximately 140,000 shareholders.

waterloonautoparts.com

Waterloo Auto Parts



**SALVAGE
CENTER**

Parts & Repairables

Used • New • Rebuilt – We’ll Track It Down!

1501 Grandview Ave.

Waterloo, IA 50703

(319)234-5207

(800)728-5207

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





Your Association Needs Your Help!

Legislators have lots of green issues on the table to consider. IAR needs to have our voices heard regarding our issue - *Unregulated Buyers in the salvage pools*

Your Help is Needed!!
The association is 67 members strong & we need to fight together on this issue...

Commit today to supporting the IAR PAC fund. This can be done via a one time donation or you can be billed via e-mail invoice or pay pal invoice.

**Our goal for 2012 is \$20,000.
Please commit your donation today!!**

I want to support the Iowa Automotive Recyclers Association Pac Fund and the vital issues of the Iowa Automotive Recyclers. I am committing to a one year support of:

\$200 \$400 \$600 \$800 \$1000 \$1200.00 other \$ _____

Please bill me via e-mail and I will make full payment via mail by check

Please bill me via e-mail and I will make full payment via PayPal

I want to make payments for my donation (please specify amount and when)

Amount: _____ When: _____

Please fill out for your donation to the Iowa Automotive Recyclers PAC fund.

Name: _____

Address: _____

E-Mail: _____ Phone # _____

Please Fax completed commitment form to 563-556-5097.

Donations need to be made via cash, personal check, money order or non-corporate check. If paying via Paypal the donations will need to be made from a personal or non-corporate business account. Donations need to be made out to IAR PAC and mailed to 55 West 32nd St • Dubuque, Ia, 52001.

Any questions please call Jodi at 563-556-0044 or e-mail iarpacfund@gmail.com.

Upgrade your technology toolbox.

Hollander's cutting-edge technology solutions can help you sell more parts to more people with less effort.



Powerlink[®]

Manage inventory and keep your parts moving.

A fully integrated solution that grows with your business.

- Flexible Order Process
- Dismantling Worksheets
- Custom Images
- Automated Parts Grading
- Bulk Part Maintenance
- Proscanner Bar Code
- Automated Pricing
- Vehicle Profitability
- Training and Support



EDEN[®]

Get connected to the largest nationwide parts network.

Let Hollander bring buyers to your inventory.

- EDEN Online
- EDEN Exchange
- EDEN Real Steel
- Unlimited Part Searches
- Images available with Locates and Exchanges
- Powerlink Data Backup
- RAS Buying Partnership
- EDEN Direct Hit
- EDEN Review
- Training and Support



Production Manager

Get unparalleled control over every step of the production cycle.

Boost productivity, improve customer service, and save money.

- Manage resources efficiently with complete traceability
- Make any YMS more productive
- Real time status updates and alerts result in higher CSI scores
- Get control over yard production – no lost orders, parts or customers
- Simplify part locating and extend your trading community



e-Link[™]

Expose your inventory to millions of new customers.

Take advantage of our exclusive eBay solution.

- Increased sales with unlimited parts listed online
- Increased profits with no-fee listing
- Expanded customer base
- Automated parts listing
- Automated inventory management
- Integrated order management



800-825-0644 | www.hollandersolutions.com

KEEPING ALL YOUR PARTS MOVING

Summer Outing Agenda

WATERLOO, IOWA JUNE 8-9, 2012

The Iowa Auto Recyclers Summer Outing is a gathering of members for networking and education. The TRADE SHOW and speaker agenda has something for everyone!

TRADE SHOW Friday 6:30-9 pm & Saturday Noon- 3 pm

Friday after party meet & greet at Galleria de Paco (nationally famous re-creation of Sistine Chapel, next door to hotel.)

SPEAKERS Saturday

7:30-8:15 am

Registration & Breakfast in 5 Sullivan Bros Convention Center

8:00 am

Keynote Speaker - New Automotive Technology

Tom McGee, All Data

8:45

Safe Hybrid Vehicle Dismantling

Sue Schauls & Betsy Beckwith (invited) *ARA Technical Advisory Committee Authors*

9:15

Break

9:35-10:20

Concurrent Sessions Choose One

Financial Advice for Small Business re-Financing

Mike McCrary, Vice President - Lincoln Savings Bank

Stormwater Permits and Sampling Procedures

Sue Schauls, Iowa Auto Recyclers

What is New with CAR-PART.com

Drew Van Devender - Car-Part.com

10:25 -11:10

Concurrent Sessions Choose One

Health Care Reform Affects on Small Business Owners

Tracy Hitchcock - Wells Fargo Insurance

Past, Present and Future of the Catalytic Converter Market

Dan Miller - Legend Smelting & Recycling

Inventory Management User Group by Hollander

11:15-Noon

Concurrent Sessions Choose One

Financial Planning for Business Transition

Mike McCrary, Vice President - Lincoln Savings Bank

Forklift Certification & Airbag Shipping Certification

Sue Schauls, Iowa Auto Recyclers

Inventory Management User Group by Check Mate

Noon-3

Trade Show & LUNCH

3:00 - 5:00

Wheeler's Auto Body Supply Tour & Reception

100 E 5th Street

3:00 - 5:30

Shuttle Bus to Wheelers and/or Waterloo Auto Parts

(Every ½ hour Hotel lobby & Wheeler's)

5:30

Waterloo Auto Parts Tour & Beach Party with PAC Auction & Band

Dinner Sponsored by the Osborn family

TRADE SHOW Friday 6:30-9 pm & Saturday Noon- 3:00 pm



The Iowa Automotive Recyclers

Summer Outing Registration Form

WATERLOO, IOWA • JUNE 8-9, 2012

Company Name: _____

Contact Person: _____

Forklift Training Airbag Training

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

IAR Member Registration fee \$99 per yard

Non-Member Registration fee \$99 per person

Attendee Name: _____

Forklift Training Airbag Training

Total Enclosed \$ _____

| | | |
|---|---|---------------|
| Hotel Reservation | http://www.ramadawaterloo.com | 1.800.2RAMADA |
| Ramada Inn - 4th & Commercial Streets - Waterloo, Iowa | | |
| \$79 per Night Conference Rate | | |
| Mention Iowa Auto Recyclers Event to get discounted rooms! Reserve by May 27th! | | |
| TRADE SHOW Friday 6:30-9 pm & Saturday Noon- 3:00 pm | | |

Can't make it to the Summer Outing?

Ship your auction donation to:

Waterloo Auto Parts
1501 Grandview Avenue
Waterloo, Iowa 52339

Or send PAC fund donation to:

IAR PAC
55 West 32nd St
Dubuque, Iowa 52001

Make registration check payable & send to:

Iowa Automotive Recyclers
2214 Regal Avenue
Waterloo, Iowa 50702



IAR Hill Day 2012

By Jim Piazza, Jr.



A week into this legislative session members of the IAR convened at the statehouse for our first annual Iowa Automotive Recyclers Hill Day 2012. We put our logo sign on an easel in the cafeteria and had the "cowboy cards" with our priority bullet points in a stack on a table

along with donuts and coffee in the legislative dining room. Legislators and staffers glided in over the course of the next couple hours. Time flew by as Sue Schaul moved effortlessly from one group to the next. The two LKQ guys who came in for the day were smooth and polished. Some of the legislators already knew who we were and maybe knew a little bit about our industry. Others didn't know a thing but on the lure of free donuts, coffee and a chance to meet Iowa business people spent a few minutes so-



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



The Iowa Automotive Recyclers News

cializing. Any nervousness on our part seemed just to melt away like the Krispy Kremes.

The second floor of the Capitol is where the actions at. If you hang out there long enough you get to know the players by who their Lobbyists are. That guy represents the Association of Business and Industry and those two over there have the Farm Bureau. There's Big Labor, the Road Gang, Hospitals, Docs, Auto Dealers, you get the picture. Then you start seeing different lobbyists talking to each other and a committee chair comes out into the rotunda, the lobby. Something's cooking. There's a deal in the works. Sometimes you know what issue their talking about just by who's at the table. The politician is like a judge breaking a log jam between two special interests, a statesman working a compromise.

I think we started with Brent Nugent's legislators first. We filled out the little slip with Senator Bowman's name, seat number, our name, date and time. Give the slip to the guys working the doors to the senate and house and in a few minutes the legislator emerges from the chamber. Brent hit the jackpot. Senator Bowman is the vice-chair of the Senate transportation committee. The senator invited our president onto the floor of the senate for handshakes and pictures. Then we pulled out Scott Frank's legislator and Mike Swift's representative wants a tour of his yard.

We grabbed representatives and senators alike, introducing ourselves as constituents living and working in their districts. We told them about our businesses, how many employees we have, some issues affecting our industry. Nothing too heavy. We asked the politician about their new districts and this November's elections. The more members we have at Hill Day the more politicians we can call out to chat.

We met with all the top leadership of the Senate and House. Senate President Jack Kibbie stopped in for a donut and then we met with Senate Majority Leader Mike Gronstal in his office. We talked with Senate minority leader Jerry Behn and then the House minority leader Kevin

McCarthy. After lunch we went back to work calling out legislators and just running into them out in the lobby. Toward the end of the day we had a joint meeting with the Speaker of the House Craig Paulsen and Majority Leader Linda Upmeyer. Had we scheduled our legislative day any later in the session we would not have been able to pull off these high level meetings all on the same day.

When this sessions over our citizen legislators will go back home. Redistricting has changed up their re-election game plans and many legislators will have new territory to door knock and canvass. They will have town forums and coffees for you to attend. Meet your citizen legislator and tell her about your business. Invite him over to your yard for a cup of coffee and a short chat about your business, the industry and our association. Next year be ready for the 2nd Annual IAR Hill Day.

Submitted By Jim Piazza Jr, IAR Lobbyist

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



Iowa Automotive Recyclers Application for Membership

Company Name: _____

Contact Person & Title *(Name in directory)*: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

E-mail: _____ Web Site: _____

Iowa Recyclers License # *(If applicable)*: _____

Iowa Used Car Dealers License # *(If applicable)*: _____

Membership \$250.00

Enclosed is my IAR annual membership check:

- Direct Member (Iowa business which dismantles and sell used automotive parts)
- Out-of-state trading partner (dismantle and sell used automotive parts)
- Rebuilder / Collision Repair Shop and/or Automotive Service Center
- Vendor of goods and services to automotive recyclers

Membership subject to approval of IAR Board.

Signature: _____

**Please return this form with your membership check to:
Iowa Automotive Recyclers, 2214 Regal Avenue, Waterloo, Iowa 50702**

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.

Hill Day 2012



Iowa Automotive Recyclers

1st Annual Hill Day Huge Success

The Iowa Automotive Recyclers hosted the 1st Annual Hill Day in Des Moines on January 12, 2012. Lobbyist, Jim Piazza, Jr. organized the breakfast and set up meetings with legislative leadership throughout the day. Members and staff invited their delegation to attend the 7-9 am breakfast in the Legislative Dining Room located in the basement near the entrance doors. The location was great and we received many invited guests and drop in visitors. The Senate caucus staffers assisted in making Senators aware of our event plus an announcement was made.

Special guest included Jorge Conforme and Andreas Heiss from the LKQ Corporation Government Affairs department. Jorge and Andreas were professional and knowledgeable representatives of the auto salvage business. They often fielded the difficult and controversial issues when framing our industry information for those Legislators that were not quite up to date on the high tech industry automotive recycling has become. We very much appreciate their support.

It was our Lobbyist, Jim Piazza Jr. that really shined brightly on the first cold wintry day this winter. Jim opened doors and was warmly welcomed by leadership and district Senators and Representatives. Jorge and Andreas complimented Jim and IAR on having a Lobbyist who could articulate the professional automotive recycler disparities with eloquence and in manner to make those outside the industry understand what challenges we face.

January 12, 2012

Of course no recap would be complete without a THANK YOU to Mike Swift for initiating the Hill Day event and for getting up at the crack of dawn to bring in the Krispy Kreme donuts and coffee. Thanks Mike! And thank you to President Brent Nugent, Vice President Tracy Hurst, Tom Snyder, Tom Losee and Scott Frank for attending. We will expect to see more next year! by Sue Schauls

Hill Day 2012

Iowa Automotive Recyclers Hill Day Agenda January 12, 2012

- 7-9 am Legislative Breakfast - Legislative Dining Room
- 10 am - MEET Senate Majority Leader Mike Gronstal
- 10:30 – 1:30 Members meet with Legislators from their home districts & Jim Piazza, Jr.
- 2 pm - MEET Senate Minority Leader Jerry Behn
- 3 pm – Joint Meeting - Speaker of the House Kraig Paulsen and House Majority Leader Linda Upmeyer.
- 4 pm - Meet with House Minority leader Kevin McCarthy.



I-CARE



Iowa Certified Automotive Recyclers Environmental Program

Hill Day 2012

Want to say thanks to Sue and Jim and Big Mike for our day at the Capitol. If you ever thought it might be a waste of your time, **don't**. If you ever thought that we spend too much money for a lobbyist, **don't**. Without Jim, all the offices and doors that were opened would have been much tougher to open and see the key people that we saw. Without Sue sending the emails and making contacts and helping Jim with his work, it would not have been as smooth as it was. Attending the 1st Annual IAR Hill Day



It was a goood day for Iowa Auto Recyclers on capitol hill at our 1st Hill Day event. All the people we met at the state house stopped and took a lot of time for us and listened to what we had to say. It was a very rewarding day for me.

Thanks to Sue and Jim for setting it up and I do believe we have the best man for that job with Jim there! He did very well for us. Jim got us in to all the right people, a task not easily done.



I do want to thank Mike Swift for telling me to go! It was a good day for me and I do think a lot of you would agree if you would have went so remember that next year! We will see you there!

from the President, Brent Nugent



was very educational. For the most part they (the Legislators) are as normal as the rest of us. Don't get me wrong, a few have the "ivory tower syndrome." All in all it was a very good day. I would just ask that more IAR members come out next year. I know it takes time away from work, there is no question about that. But if you look at the long term effects of having a presence in the capitol, it would more than outweigh the time away from your business. I truly believe we can agree on that. It's just making the time to go! Mike keep sending the emails...

Tom Snyder, Clarinda, Iowa



Legislative Priorities 2012

Iowa Automotive Recyclers

Support licensing clarification for automotive recyclers in Iowa.

Iowa Automotive Recyclers

Support a level playing field for insurance pool buyers to be regulated by existing DOT rules.

Iowa Automotive Recyclers

Support continuing education and standards for recycling license holders.

Iowa Automotive Recyclers

Support VIN reporting for salvage vehicles processed by all entities.

Iowa Automotive Recyclers

are licensed and permitted businesses operating in cooperation with law enforcement.

Iowa Automotive Recyclers

www.IowaAutoRecyclers.com



Hill Day 2012



ARA University Posts Q&A Session on New Refrigerant

As reported previously, EPA has ruled that hydrofluoroolefin (HFO)-1234yf is an acceptable substitute for chlorofluorocarbon (CFC)-12 and R-134a in motor vehicle air conditioning for new passenger cars and light duty trucks. EPA repeatedly notes, however that it is not mandating the use of 1234yf or any other alternative for MVAC systems. Rather it is simply adding 1234yf to list of acceptable substitutes in new MVAC systems.

In an effort to make automotive recyclers more aware of this new substitute and how best to manage it, the ARA University has posted a Q&A session by Peter Coll of Neutronics on the issue. Following is a copy of that posting. You can also access it on the ARA University twitter account at <http://twitter.com/#!/ARAProfessor>

10 Questions and Answers About HFO-1234yf

HFO-1234yf, a new replacement for R-134a, is a non-environmental impact refrigerant with a decreased atmospheric lifetime..

1. What is HFO-1234yf?
HFO-1234yf is a chemical refrigerant that will be used in new cars in place of R134a.
2. Who will be using the new refrigerant?
Over time, all vehicle manufacturers are expected to use the new refrigerant. Some will introduce it sooner than others.
3. Where will this refrigerant be introduced first?
This refrigerant will be first introduced in Europe, followed by the USA and others.

4. When will HFO-1234yf be introduced?
In Europe, Daimler Mercedes Benz introduced vehicles to the market in September of 2011. Other European car makers will be close behind in Europe. In the USA, General Motors is expected to deliver a few model cars to dealers with HFO-1234yf installed in March of 2012.
5. Why are we changing refrigerants?
The simple answer is because R134a has been found to contribute to global warming. The European Community has concluded that a replacement must be used in new vehicle platforms introduced to the European market after June 2011. This was originally January 2011 but a six month extension was granted.
6. Why are we changing in the USA and other countries?
While there is currently no law requiring a change in the USA, car makers are global companies and it makes more sense to them to use only one refrigerant worldwide in each model. A second factor is the new

(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

SIoux CITY COMPRESSED STEEL CO.



**2600 Boulevard of Champions
Sioux City, Iowa 51111**

*Offering full service scrap recycling
in one convenient location*

- Competitive Pricing
- Buyers of bodies, non-ferrous metals, and iron
- Prompt Payment
- Shredding, shearing, and metals processing
- Iowa-Licensed Appliance De-manufacturer on site
- Locally owned and operated for over 60 years
- Environmentally conscientious operation
- Accepting trailer loads of cut steel, unprepared, cast iron, and all metals

800-889-8848

712-277-4100 (Local) • 712-277-1210 (Fax)



M E M B E R

Institute of
Scrap
Recycling
Industries, Inc.

Corporate Average Fuel Economy (CAFÉ) requirements in the USA. Car makers selling in the USA must meet new fuel mileage standards in the next few years. This is a little deceiving because it is not really fuel mileage but vehicle emissions that are regulated. Emissions can come from the tail pipe or fluids used in the car. Car makers can get a credit toward their fuel mileage targets by using environmentally friendly antifreeze, refrigerant, or other substances. Some car makers in the USA are relying on these credits to meet their CAFÉ goals.

7. Is there much difference between HFO-1234yf and R134a?

The two refrigerants are very similar in performance. HFO-1234yf is classified as slightly flammable.

8. How much will it cost?

Initially it is expected to be about ten times more expensive than R134a. Yes, that's a lot of money.

9. Will retrofitting be allowed?

Retrofitting R134a systems to the new refrigerant will not be allowed. In fact, it would not be practical to do this due to the cost of HFO-1234yf. It is possible that some shops will put R134a into HFO-1234yf vehicles.

10. How about new service equipment?

New equipment will be required. In order to service HFO-1234yf systems, shops will need an SAE J2843 R/R/R machine, an SAE J2912 or J2927 Refrigerant Analyzer, and an SAE J2913 leak detector. These tools are mandatory to comply with the EPA law. When having your mobile A/C system professionally serviced, insist on proper repair procedures and quality replacement parts. Insist on recovery and recycling so that refrigerant can be reused and not released into the atmosphere.

Reprinted with permission from ARA

Member Website Directory

| | | | |
|--|------------------------------|---|--------------------------------|
| Ace Auto Recyclers | www.AceAutoRecyclers.com | Pat's Auto Salvage | www.patsautosalvage.com |
| Action Auto Parts | www.action-auto-parts.com | Poell's Enterprises, Inc. | www.PoellsEnt.com |
| Aikey Auto Salvage | www.AikeyAutoSalvage.com | Powerhouse Auto | www.PowerhouseAuto.us |
| Al-Jon Manufacturing | www.aljon.com | Preferred Auto Sales, Inc. | www.PreferredAutoSales.net |
| Alter Metal Recycling | www.altertrading.com | Quandt Auto Salvage, Inc | www.QuandtAutoSalvage.com |
| Auto Data Direct, Inc. | www.add123.com | Quad City Salvage Auction QCSA..... | www.salvagedirect.com |
| Behr Iron & Metal..... | www.BehrIM.com | QRP Salvage Solutions..... | www.qrp1source.com |
| Birdnow Auto Salvage, Inc..... | www.salvagecenter.com | Rebuilder Automotive Supply | www.CoreSupply.com |
| Car-Part.com | www.car-part.com | Recycled Parts Plus..... | www.rppplus.com |
| Carroll Auto Wrecking | www.CarrollAuto.net | R.J. McClellan, Inc. | www.rjmc.com |
| Charlie Brown Auto, Ltd..... | www.CBAutoLtd.com | Sam's Riverside Auto & Truck Parts..... | www.SamsRiverSide.com |
| Chase Auto Parts Company, Inc..... | www.sunline-chase.com | Sandhill Auto Salvage | www.sandhillautosalvage.com |
| Donate A Car 2 Charity..... | www.donateacar2charity.com | Shine Bros. Corp. | www.shinebros.com |
| Don's Auto & Truck Salvage | www.DonsAutoTruck.com | Smith Auto Parts & Sales, Inc. | www.SmithAutoParts.com |
| EZ Crusher..... | www.EZCrusher.com | Smitty's Auto Parts, Inc. | www.smittysautoparts.com |
| Gerdau Ameristeel | www.GerdauAmeristeel.com | Snyder's Auto Body..... | www.snyderautobodyandpaint.com |
| Global Parts Solution & Transport, LLC | www.globalpartssolutions.com | Spilman Auto Parts, Inc | www.SpilmanAuto.com |
| Grab & Go Auto Salvage, LLC | www.grabandgosalvage.com | Stuber Trucks | www.StuberTrucks.com |
| Hogeland Auto Plaza & Salvage..... | www.hogelandautoplaza.com | Sun Line Inc..... | www.sunline-chase.com |
| Hollander | www.Hollandersolutions.com | Sunset Beach Auto Salvage | www.SunsetBeachAutoParts.com |
| Hurst Salvage | www.hurstsalvage.com | Swift's Auto Salvage | www.swiftautosalvage.com |
| IIADA | www.iowaiada.com | Trail's End Auto & Truck Salvage | www.TrailsEndAuto.com |
| Integrated Recycling Technologies | www.irtmn.com | United Milwaukee Scrap LLC | www.umswi.com |
| JBS Auto Parts, Inc..... | www.JBSAutoParts.com | Van Gorp Used Cars, Inc..... | www.VanGorplA.com |
| Jeff Smid Auto, Inc..... | www.JeffSmidAuto.com | Van Horn Auto Parts. Inc..... | www.VanHornAutoParts.com |
| Jerry Carney & Sons | www.CarneyAutoParts.com | Vander Haag's, Inc. | www.VanderHaags.com |
| Legend Smelting & Recycling..... | www.LegendSmelting.com | Walker Auto Salvage | www.WalkersAuto.com |
| Lems Auto Recyclers, Inc. | www.LemsAuto.com | Waterloo Auto Parts | www.WaterlooAutoParts.com |
| Leon Recycling & Auto Parts, LLC..... | www.leonautoparts.com | West Edge Auto Salvage | www.westedgeautosalvage.com |
| The Locator Magazine | www.PartsLocator.com | Wheeler's Auto Body Supply..... | www.wheelersautobody.com |
| Logan Oil | www.loganoil.com | Wilken & Sons Inc..... | www.wilkenandsons.com |
| LSB Financial..... | www.mylsb.com | Wrench 'N Go..... | www.Wrench-N-Go.com |
| Metro Salvage Pool | www.metro.salvagepool.com | | |
| Midwest Auto Parts, Inc..... | www.mwparts.com | | |
| North End Auto Wrecking | www.NorthendWrecking.com | | |
| Nordstrom's Automotive, Inc..... | www.nordstromsauto.com | | |
| Nugent Auto Sales & Salvage, Inc..... | www.NugentAutos.com | | |
| Olston's Auto Recycling | www.Olstons.com | | |
| Pal Fleet Truck Equipment Company | www.PalFleet.com | | |
| PAM's Auto | www.pamsauto.com | | |



Member Telephone Directory

| | | | |
|--|-----------------------------|--|-----------------------------|
| A & L Auto Parts, Holland | 319-824-6686 | Poell's Enterprises, Inc., De Witt | 563-659-8111 • 877-659-8111 |
| Ace Auto Recyclers, Iowa City | 319-338-7828 • 800-223-2886 | Powerhouse Auto, Ackley | 641-231-3449 |
| Action Auto Parts, Marshalltown..... | 641-752-3395 • 800-373-3995 | Preferred Auto Sales, Inc., Lockridge..... | 319-696-3366 |
| Aikey Auto Salvage, Cedar Falls | 319-266-4763 • 800-722-4763 | Quandt Auto Salvage, Inc, Carroll | 712-792-9204 • 800-522-1903 |
| AWE Auto Service, Traer | 319-478-8460 • 877-772-2014 | Sam's Riverside Auto & Truck Parts, | 515-265-8792 • 800-383-2163 |
| B & B Salvage, Sioux Center | 712-722-1731 • 800-395-9219 | Des Moines | |
| Birdnow Auto Salvage, Inc., Fayette..... | 563-425-4450 • 800-584-7073 | Sanborn Auto, Inc., Sanborn..... | 712-729-5865 • 800-986-3725 |
| Boyes Auto & Truck Wrecking, Dubuque | 563-583-5683 | Sandhill Auto Salvage, Tama | 641-484-2057 • 800-542-7880 |
| Carroll Auto Wrecking, Des Moines..... | 515-288-2244 • 800-532-1233 | Smith Auto Parts & Sales, Inc., Fairfield..... | 641-472-4200 • 800-452-1095 |
| Charlie Brown Auto, Ltd., Creston..... | 641-782-6561 • 888-886-7811 | Smitty's Auto Parts, Inc., Des Moines | 515-266-4903 • 800-372-6030 |
| Chase Auto Parts Company, Inc, Waterloo.... | 319-234-2445 • 800-728-2568 | Snyder's Auto Body, Clarinda..... | 712-542-5316 • 800-541-2264 |
| Delp Auto & Truck, Fort Dodge..... | 515-576-5409 • 866-294-1552 | Spilman Auto Parts, Inc, Bloomfield..... | 641-664-2463 • 800-477-1367 |
| Don's Auto & Truck Salvage, Des Moines..... | 515-262-8283 • 800-372-6000 | Stuber Trucks, Waterloo | 319-233-2286 • 888-322-2286 |
| Dumont Auto Parts, Dumont..... | 641-857-3826 • 866-857-3826 | Sun Line Inc., Cedar Rapids | 319-364-4000 • 800-553-8421 |
| Grab & Go Auto Salvage, LLC, Spencer..... | 712-580-2886 | Sunset Beach Auto Salvage, Des Moines..... | 515-266-5201 • 800-383-5201 |
| Hawkeye Auto Salvage, Inc., De Soto | 515-834-2436 • 800-362-1654 | Swift's Auto Salvage, Des Moines..... | 515-262-8860 • 800-627-8788 |
| High Country Auto, Cherokee | 712-225-6101 | Trail's End Auto & Truck Salvage, | 515-265-5696 • 800-717-6505 |
| Hogeland Auto Plaza & Salvage, | 641-752-0027 • 866-752-0027 | Des Moines | |
| Marshalltown | | Van Gorp Used Cars, Inc., Oskaloosa | 641-673-8459 • 800-245-2336 |
| Hulett & Son Auto Salvage, Creston..... | 641-782-4807 • 866-611-4376 | Van Horn Auto Parts. Inc., Mason City..... | 641-423-0655 • 800-392-5600 |
| Hurst Salvage, Spencer | 712-262-3011 • 800-286-3011 | Vander Haag's, Inc., Council Bluffs | 712-323-9000 • 888-323-5030 |
| JBS Auto Parts, Inc., Britt | 641-843-3171 • 800-392-8833 | Vander Haag's, Inc., Des Moines | 515-265-1451 • 800-262-5030 |
| Jeff Smid Auto, Inc., Davenport | 563-386-8535 • 800-528-3147 | Vander Haag's, Inc., Sioux Falls, SD..... | 605-336-6737 • 800-274-5030 |
| Jeff Smid Auto, Inc., Iowa Falls..... | 641-648-2375 • 800-528-3147 | Vander Haag's, Inc., Spencer..... | 712-262-7000 • 800-242-5030 |
| Jerry Carney & Sons, Ames..... | 515-232-1897 • 800-262-3808 | Walker Auto Salvage, Waverly | 319-352-2535 • 800-772-2088 |
| John's Auto, Aplington..... | 319-347-6688 | Waterloo Auto Parts, Waterloo | 319-234-5207 • 800-728-5207 |
| Kabele Truck & Auto Parts, Spirit Lake..... | 507-856-1672 • 800-225-6908 | West Edge Auto Salvage, Independence..... | 319-334-2048 • 888-484-9344 |
| King Automotive Salvage Center, Cedar Falls..... | 319-234-8822 | Wilken & Sons Inc., Waukon..... | 563-568-3698 • 800-382-1887 |
| K's Acres, Cedar Rapids | 319-365-4248 | Wilken & Sons Inc., Nashua | 641-435-4077 • 800-382-1887 |
| Lems Auto Recyclers, Inc., Doon | 712-726-3202 • 800-257-9634 | Wilken & Sons Inc. of Kensett, Kensett..... | 641-845-2077 • 800-382-1887 |
| Leon Recycling & Auto Parts, LLC, Leon | 641-446-7557 | Wrench 'N Go, Des Moines..... | 515-265-7509 • 800-362-2942 |
| Lyle's Auto Salvage, Oto | 712-827-4556 • 800-570-0093 | Yaw Auto Salvage, Des Moines..... | 515-266-2046 • 800-728-2046 |
| Midwest Auto Parts, Inc., Waterloo | 319-287-4600 • 866-916-4600 | | |
| Monson Salvage, Inc., Lone Rock..... | 515-925-3587 | | |
| North End Auto Wrecking, Dubuque..... | 563-556-0044 • 800-545-8885 | | |
| Nugent Auto Sales & Salvage, Inc., | 563-652-2231 • 877-652-0576 | | |
| Maquoketa | | | |
| Osage Auto Salvage, Osage | 641-732-3603 | | |
| P.Q. Auto Parts, Sioux City | 712-258-6229 • 888-945-5276 | | |
| Pat's Auto Salvage, Waterloo..... | 319-232-0704 • 877-232-0704 | | |



Palfinger Hooklift hoists allow one chassis to load, unload or dump a variety of bodies. Our hooklift hoist can easily switch from a dump body, to a flatbed, to any customized body in less than 30 seconds.



PALFLEET

TRUCK EQUIPMENT

A MEMBER OF THE PALFINGER NORTH AMERICA GROUP
2109 South 35th Street • Council Bluffs, IA 51501
Tel. 712-323-7116 • 800-831-9260 • Fax 712-325-1771
www.palfleet.com

Call us at 800-831-9260 or visit www.palfleet.com

American Roll Off manufactures a complete line of single axle, tandem axle and triaxle roll-off hoists. We offer capacities of 20,000 lbs through 75,000 lbs for 10' through 26' long containers for your truck.



5 Ways to Sell More Parts

Grade your parts. Insurance companies, body shops, and repair shops care about the quality of your parts. If you are not grading your parts, you aren't providing this huge customer base with the information they need when making a purchasing decision. You're also giving them a reason to skip over your parts and shop with recyclers who do provide that information. Part grading is especially important with the introduction of Car-Part Pro, our new search designed specifically for the professional collision repair industry. For more information about ARA part grading and how to grade your parts, visit the ARA website.

Attend trade shows. They cost time and money, so trade shows and industry conferences are tempting to leave out of the budget and off the schedule. But attending trade shows is the perfect way to get out



of your "bubble" and learn what the rest of the industry, and your competitors, are doing to stay on top. Not only that, but trade shows allow you to meet and network with other recyclers. Building these business relationships will be beneficial when your new contacts are using iCPM or Trading Partners to purchase or broker parts. When

other recyclers confronted with a long list of local businesses who have the part they need, a personal relationship will make you stand out.

Inventory the parts your customers want to buy. When retail customers use the part search on Car-Part.com or your own website, or when professional repairers use Car-Part Pro, our search engines can only show your parts if they are inventoried in your management system. The good news is that it's easy to see the most popular parts being searched for with your Hot Sellers report on your Car-Part.com Statistics and Reports page (part of the Car-Part Gold package). Once you open your Hot Sellers link, you can choose to see the hot sellers from your website, Trading Partners, the Car-Part.com website, or from websites in your region. Click a time period to view the report. When you first open the Hot Sellers report, you will see the Top 100 Models. Scroll down the page to see the Top 52 Parts. These are the parts your customers want to buy from you. If you aren't already inventorying these parts when you buy a vehicle, start now. When these vehicles are



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

inventoried in your management system, they will be uploaded to Car-Part.com and your parts will be visible in the search results. Remember, a part does not have to have interchange to be listed on Car-Part.com, and there is no limit to the number of parts you can upload. While you are inventorying in Partmate, take advantage of how easy it is to quickly inventory and price many parts.

Keep your website current. When you want to find a store near you, what do you do? You probably use Google or another search engine and that's exactly what your customers do, too. If you don't have a website, you will be invisible to anyone who is trying to find your store address, phone number, or store hours using a search engine. If you already have a website, make sure you keep the information current.

Customers looking at your parts on Car-Part.com can click to visit your website, so you want to make sure all of the information is accurate.

Update your prices. Your customers will pass over parts that are too expensive, and you lose money on parts you sell that are priced too low. When you're having trouble pricing parts that you've never inventoried before, ask your salesperson how CrashLink could help you. If you just haven't updated your Price Book in a while, there is an Advanced Management function in Checkmate that you can run to re-price and update your inventory. For more information about running a Maintain Inventory Pricing report, call us at 859-344-1925 to schedule a training appointment.

Reprinted with permission for Car-Part.com

Used Auto Dealer Continuing Education

Convenient 5-hour renewal classes located at all 15 Iowa Community Colleges make it easy.

Choose one of the following renewal classes:

Compliance Tools for Buy Here Pay Here Dealers

Do you offer your buyers in house financing or are you interested in doing so? This class discusses the policies and procedures required for BHPH dealers in Iowa, advertising rules as well as other state and federal regulations.

Carknowlogy: Financing Regulations and Responsibilities

This class is aimed at dealers who offer 3rd party financing to their customers. Discover what lenders expect from you, how to comply with state and federal law and review legal requirements and document preparation.

Environmental and Safety Compliance

Dealers who have a recycler's license, body shop or a service department will greatly benefit from this class. State and federal compliance laws are constantly updated and will be reviewed so you and your employees are up to date.

Paperwork, Paperwork, Paperwork

This class is perfect for both new dealers and veterans looking for a refresher. Using a hands-on approach, learn how to properly complete titles and other related documents and correctly develop compliant procedures for everyone in your dealership to follow.

All 5-hour renewal classes cost \$159 and include a manual

For a complete schedule of classes, visit http://www.iowaiada.com/en/dealer_education.cfm or <http://www.sueschauls.com/EnviroEd.html>

Associate Member Telephone Directory

Al-Jon Manufacturing, Ottumwa, IA..... 641-682-4506 • 800-255-6620
 Alter Metal Recycling, Des Moines, IA..... 515-262-0764 • 800-344-2947
 Auto Data Direct, Inc., Tallahassee, FL..... 850-877-8804
 Behr Iron & Metal, Mason City, IA..... 641-424-9521
 Car-Part.com, Ft Wright, KY..... 859-344-1925 • 800-347-2247
 David Ruberg Repair Service, Winona, MN 507-429-4489

DeVries Equipment, Ankeny, IA..... 515-964-2299
 Donate A Car 2 Charity, Escondido, CA 877-505-5775
 EZ Crusher, Annandale, MN 320-274-3594 • 800-328-3613
 Full-Line, Edinburg, IN..... 812-447-0746
 Gerdau Ameristeel, Wilton, IA 563-732-4618
 Global Parts Solution & Transport, LLC, Florence, WI..... 414-861-8442
 Holiday Wrecker Service, Inc., Tiffin, IA..... 319-351-9091 • 800-383-9091
 Hollander, a Solera Company,..... 763-553-0644 • 800-825-0644
 Plymouth, MN
 I Buy Converters Too, Joliet, IL..... 779-435-0333
 Iowa Independent Auto Dealers Assoc, Panora, IA..... 641-755-4177
 Integrated Recycling Technologies, 763-295-6992 • 877-892-9194
 Monticello, MN
 JP Salvage & Core LLC, Des Moines, IA..... 515-865-0010
 Legend Smelting & Recycling, Spring Valley, CA 800-697-5556
 The Locator Magazine, Whiting, IA 712-458-2213 • 800-831-0820
 Logan Oil, San Diego, CA..... 858-550-9440
 LSB Financial, Cedar Falls, IA 319-268-4242
 Metro Salvage Pool, Des Moines, IA 515-266-5196
 Nordstrom's Automotive, Inc., 605-594-3910 or 800-272-0083
 Garretson, SD
 Olston's Auto Recycling, Lincoln, NE..... 402-467-4541
 Pal Fleet Truck Equipment Company, Council Bluffs, IA..... 712-323-7116
 PAM's Auto, St Cloud, MN..... 320-363-0000 • 800-560-7336
 QRP Salvage Solutions, Tomahawk, WI..... 715-551-3759 • 888-241-0294
 Quad City Salvage Auction QCSA, Eldridge, IA 563-285-2100
 Rebuilder Automotive Supply, Coventry, RI..... 877-829-1553x12
 Recycled Parts Plus, Crivitz, WI..... 866-837-2039
 RJ McClellan, Inc., St Paul Park, MN..... 877-525-4589
 S & L Auto Parts, Inc., Kellogg, IA 641-521-0156
 Shine Bros. Corp., Spencer, IA..... 712-262-5579 • 800-262-5579
 Sioux City Compressed Steel, Sioux City, IA..... 712-277-4100
 United Milwaukee Scrap LLC, Inver Grove Heights, MN 651-552-9008
 Ward Enterprises, St Anthony, IA 641-477-8334
 Washer Systems of Iowa, Des Moines, IA 515-289-1844
 Wheeler's Auto Body Supply, Waterloo, IA.... 319-234-3414 • 888-294-1320

Iowa Automotive Recyclers Stormwater Sampling Lab Kit

Every Iowa automotive salvage facility with more than 250 "junk" vehicles in the yard is required to conduct annual storm water runoff sampling. The I-CARE program has a discount at TestAmerica and a standard testing protocol to guarantee the appropriate parameters are tested per the Iowa Department of Natural Resources (DNR) storm water requirements.

Download the sampling procedures at:
<http://www.sueschauls.com/Storm-Water.html>

Sampling is a regulatory requirement!

Contact Sue Schauls at Schauls3@mchsi.com or fax this form to 319-233-7970 to order a sampling kit.

LABoratory fee

Sample kit & results analysis \$320

Laboratory testing authorized by:

Name _____
 Company: _____
 Address _____
 City, State, Zip _____
 Phone _____
 Email _____
 Signature: _____

Sampling should be conducted after spring thaw and before the first freeze. April through October is best.

Make check payable and mail to :
 Sue Schauls Consulting
 2214 Regal Avenue
 Waterloo, Iowa 50702

Support our associate members! We appreciate their sponsorship and expertise in our industry. The feedback we get at the associate member conference calls is invaluable. Thank you! Check the website Associate Member page for the 2012 schedule at www.IowaAutoRecyclers.com.

RECYCLING SINCE 1906

At **BEHR IRON & METAL**
our favorite color is

GREEN



PLEASE RECYCLE



BEHR

IRON & METAL

RECYCLING SINCE 1906

12050 W. STATE ST.
MASON CITY, IA 50401
641-424-9521

www.BehrIM.com

IAR Automotive Recyclers News

RJ McClellan, Inc.
445 Broadway Avenue #5
St. Paul Park, MN 55071

Change Service Requested

PRESORTED
STANDARD
U.S. POSTAGE
PAID
Twin Cities, MN
Permit No. 7911

ALJON MFG

KEEPING IT SIMPLE BUILDING IT STRONG

580CZ
CAR LOGGER

New Heavier Crane

...NOW WITH...

- Continuous Rotation**
- More Lifting Capacity**
- Better Cab Visibility**

1-800-255-6620
www.aljon.com

