Recyclers News Press

Iowa Auto Recyclers

May / June 2015

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IAR IOWA AUTOMOTIVE RECYCLERS

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History of Iowa Automotive Recyclers by John C. Vander Haag

While attending my first National Auto Truck Wreckers Association or NATWA convention and after seeing the benefits of belonging to an association like NATWA, I came home that fall of 1957, wanting to start an Iowa association.

John Ruggiero of American Auto Parts in Omaha, NE, was just organizing the teletype communication system between salvage vards in Nebraska. Minnesota and lowa, and he gave me a list of name of salvage yards in Iowa. About the same time Charley Riggs from Lincoln, NE, stopped in, asking my thoughts on starting an auto parts locator magazine, which he did start. I called a meeting on December 19, 1957 at the Hotel Fort Des Moines in Des Moines to form the *lowa Auto Truck* Wreckers Association or IATWA. The first elected officers were President Isadore Tucker of Tucker Auto Parts Co., Des Moines. Vice-president Al Wolfe of Coralville Salvage Co., Coralville and Secretary/Treasurer Charles Riggs of the newly formed Salvage Locator magazine. Charley Riggs sold membership along with his Locator business, as he contacted salvage yards for ads in his Locator.

At our organizational meeting Isadore Tucker took over the meeting, became president and then did not carry through. I continued to baby sit the Association with Charley Riggs. After some time Charley Riggs skipped the country, funds and all and the Association eventually folded. Charley Riggs had sold out to John Holmes Publishing in Whiting, IA, who was printing local shopper newspapers in the Sioux City area at the time. The Association died, for lack of a better word.



HONORING JOHN & RUTH VANDER HAAG, FOUNDERS OF THE IOWA AUTOMOTIVE RECYCLERS

Continued on page 6...



The Iowa Automotive Recyclers will host the annual Summer Outing and trade show in Des Moines, Iowa May 29-30, 2015 at the Prairie Meadows Conference Center. The event will host an AWARDS LUNCHEON to honor the association founders, John C and Ruth Vander Haag, with a lifetime achievement award presentation.

There is still time to register! Continued on page 14..

Visit our website

Summer Outing in Des Moines

Www.lowaAutoRecyclers.com

Get it all at **Car-Part.com!**



Iowa Auto Recyclers

IAR IOWA AUTOMOTIVE RECYCLERS

Recyclers News Press

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

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

Deadline for submission is the 20th of the month prior to publication. Send content to Sue Schauls at <u>Schauls3@mchsi.com</u> with a full color graphic when possible.

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> Tom Snyder Snyder's Auto Body Phone: 712-542-5316 snyder@iowatelecom.net

Clyde Lems Lems Auto Recyclers, Inc. Phone: 712-726-320216 clydeplems@yahoo.com

Visit our website!

www.lowaAutoRecyclers.com

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From the Desk of the Executive Director Sue Speaking

Here it is again, another year gone by and the 2015 SUMMER OUTING is just two weeks away. There is still time to register! Send me an email and give me a heads up or email your registration so that I know you are coming. The caterers appreciate it.

It has been a privilege for me to prepare for this year's main event, the lifetime achievement award at which we will honor our founders, John and Ruth Vander Haag with the luncheon and award ceremony.

As I was telling committee members the other day, the time I was able to spend with John and Ruth preparing for the event and having a personally guided tour of their museum was so very appreciated by me. I knew all the while I was as close to experiencing automotive recycling history as I could get without actually having lived it. I know the group will feel the same way while we share the opportunity to listen to John C Vander Haag tell us about the trial and tribulations of the early

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Swivel Casters The Casters Make the Difference years of auto recycling. Don't miss the special exhibits booths we will have set up to showcase the Iowa Auto Recyclers memorabilia either. Bring anything you may want to share or donate as either an auction items or to show. Pictures can be scanned on-site as well so all can share without losing track of any of your precious moments! The new website

www.lowaAutomotiveRecyclers.com that is being launched in June will have a history of IAR album. My hope is to capture a photo of all past Presidents and events of yesteryear. I can't wait to post pictures of some of you with HAIR! I think this year will have a special spot too! I'll see you at THE MEADOWS, 2015 Summer Outing at Prairie Meadows in Des Moines, Iowa for May 29-30, 2015.

If you can't make it then save the date for next year in Kensett & Mason City, Iowa, June 3-4, 2016. The only remaining Frank Lloyd Wright Hotel will be our conference venue in downtown Mason City with our BBQ & Yard Tour at the Wilken Auto Salvage in Kensett.

Thanks for listening,

Sue Schauls

Sue Schauls, Executive Director



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Iowa Automotive Recyclers Board of Directors Meeting April 21, 2015 5:15 pm Teleconference

New Business: Announcement of the acquisition of Wheelers/Express Parts by LKQ - Sue read the statement as prepared by Jo Johnson announcing the sale of Wheelers/Express Parts. Sue has sent that to the direct members of the IAR.

A lot of discussion ensued about this sale as far as what the IAR should do and what as a board we need to do. It was decided to form two committees to prepare lists of alternative vendors; one for transportation and one for after-market parts. The committees are:

Transportation Committee – MikeD, MikeS, EricLP and Sue. Their duties are to develop a vendor list of alternative vendors, ask for membership from these vendors and ask for a discount for the IAR members. There will be a conference call for the committee on Monday, April 27th at 5:15 pm.

After-market Parts Committee – TomsS, Brent, Brad and Sue. Their duties are to develop a vendor list of alternative vendors, create a list of brands currently distributed by Wheelers, identify distributors that can offer next day delivery, ask for membership and ask for a discount for the IAR members. A conference call will be set up for the committee for Thursday, April 23rd at 7:45 am.

<u>Legislative Initiatives</u> - We will reconvene the board meeting next Tuesday, April 28th and this topic will be on the list to discuss at that time.

Summer Outing – Prairie Meadows – Altoona, IA on May 29-30, 2015 – Sue said the Outing is progressing well. The only hitch so far has been that Charitable Chariots has been discontinued. State Farm Insurance, though, had donated a full sized van to Charitable Chariots to be given away at a later date when the van is outfitted with a wheel chair lift. It may be donated at Quandt's with some media promotion when the van is complete. Tom S. made a motion to pay \$500 to Trails End for a wheel chair lift to be used in the van to be donated by the human services organization that we worked with last year when the Charitable Chariot was given away at Quandt's/Summer Outing 2014. Mike W. seconded the motion; motion carried.

<u>Green Recycled Parts Promotional Campaign</u> – Will be discussed at next meeting.

<u>New Direct Member</u> – Brent made a motion to accept Burlington Recycling & Auto Parts from Burlington as a direct member; Brad seconded the motion; motion carried.

The meeting was adjourned at 7:10 p.m.

Respectfully submitted Jeff Smid Jeff Smid, Secretary

More meeting notes on page 20



History of Iowa Automotive Recyclers by John C. Vander Haag

Continued from Front Cover...

I re-organized the Association on March 6, 1965 with the following people elected to Office: President John C. Vander Haag, Southside Salvage, Sanborn. Vicepresident Charlie L. Walker, Walker Auto Salvage, Waverly. Secretary Charles C. (Bud) Walrod, Hawkeye Auto Salvage, Van Meter and Treasurer Henry Katz, Katz Salvage, Marion. There were 24 businesses in attendance. With the help of other determined members we have kept the Association together and feel we have one of the better state associations in the industry.

Henry Katz of Katz Salvage in Marion, IA, retired after a number of years and I assumed his position as Treasurer until I retired from the Association and also from our business, Vander Haag's Inc. in Spencer,



HONORING JOHN & RUTH VANDER HAAG, FOUNDERS OF THE IOWA AUTOMOTIVE RECYCLERS

lowa in January 2001. During my many years as Treasurer we started to buy some stock in the recycling business industry and did very well financially.

I have enjoyed the Association and all the members over the years. Was it worth all the effort and time? YES. The National and Iowa Automotive Recyclers Association made my life interesting and worthwhile.

John C Vander Haag



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Vendor PROFILE

Getting high quality auto parts and supplies quickly is important to all automotive recyclers. **Brock Supply Co.** offers today's automotive recycler with a distinct competitive advantage by offering high quality, new aftermarket auto parts and supplies with exceptional delivery.

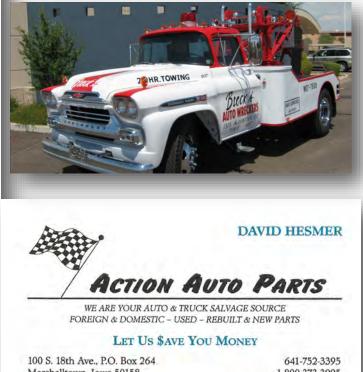
Orders ship the same day for free (over \$30) from three national distribution centers located in Arizona, Texas, and Virginia. Service is also a hallmark of the Brock Supply experience, with expert Sales and Customer Service associates available via phone and email to answer questions, assist with orders, and service any needs.

Founded in 1960 by Jerry Brock, the company has had a strong focus on the automotive recycling indus-





try. Jerry's roots in operating a successful salvage yard has provided Brock Supply with a unique understanding of how to service today's automotive recycler. Brock Supply is based in Tempe, AZ and offers thousands of new new-aftermarket auto parts along with hundreds of supplies specifically useful for auto-



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Exhibitor PROFILE

Rebuilders Automotive Supply is the number one fullline core supplier to the largest rebuilders and recyclers in the world. With locations in Rhode Island and Florida, RAS is a quality and service conscious company, celebrating over 40 years in the industry, with over 75,000 part numbers in inventory and over 30 million cores processed annually.

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CorePro® is a free web-based vehicle evaluation service that identifies the value of parts on a vehicle prior to their removal. Easy to use, our software will report which parts RAS is purchasing and at what price, for a specific VIN or year, make and model. With values changing daily, CorePro won't let you miss a good price and will increase your bottom line by avoiding costly removal of parts with little or no value.

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Exhibitor PROFILE

Get Your Parts Seen with The LOCATOR

The Locator continues to bridge the gap between the automotive recycling and automotive repair industries, and now has even reached the public.

The Locator is always on the lookout for new ways to promote the use of our customers' recycled auto parts. Our online part search was recently featured, twice, on the national television show TruckTech. The search, and website www.partslocator.com, saw a massive spike in traffic after the airings. We plan to work with the producers again in the future.



The Locator Magazine strives to fill an industry niche as the only national magazine offering used auto and truck parts listings. And The Locator's Directory, mailed each October, connects buyers and sellers throughout the country.

Locator UpFront is still one of the premier B2B publications about recyclers for recyclers. It offers tips and techniques, plus in-depth auto recycler profiles.

The Locator was founded in 1957 in Whiting, Iowa by John Holmes. It began as an auto salvage pamphlet called the "Salvage Locator." The company eventually grew into the world's largest used auto and truck parts magazine. Today, more than 55 years later, The Locator continues to promote and support the use of recycled auto parts through its many products.

To learn more about The Locator's publications, visit PartsLocator.com or call 800-831-0820.

Did you know there is a long relationship between the lowa Automotive Recyclers and The Locator?

Get Your Shop Seen with Parts Trader

PartsTrader offers a unique, comprehensive collision parts marketplace, where all part types are easily available to repairers, creating a one-stop sourcing experience. **PartsTrader connects you with collision repairers at the moment that they are actively looking for replacement parts**.



- PartsTrader can help you increase collision parts sales without increasing your sales team's workload.
- PartsTrader can help you find new business opportunities in several ways:
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- ⇒ Quote requests you receive through PartsTrader will allow you to see the full parts list for a repair, all the time.

Even your most loyal customers may not be currently coming to you for every part, and may not even know you can supply some of those parts. You may see parts requested that you don't currently inventory, but find an opportunity to add to your offering.

With a streamlined quoting/procurement process, your staff can spend their time on building those critical relationships, and even increase the number of quotes they can manage in a day.

PartsTrader is focused on improving the quality of the collision parts sourcing and purchasing experience for all industry stakeholders. Through PartsTrader, repairers have access to the most comprehensive parts market representing all types of parts suppliers, leveling the playing field where all collision parts suppliers can compete freely on service, quality and price.

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Iowa Automotive Recyclers Summer Outing

AGENDA

May 29-30, 2015 Prairie Meadows – Des Moines, Iowa TRADE SHOW & DINNER BUFFET Friday 6:30 pm – 9:30 pm Saturday 3:00 pm – 6:00 pm

SATURDAY SCHEDULE

8:00-2:00 Registration Open

8:30-8:55 Hybrid Vehicle Lithium Battery New Shipping Rule (Tentative)

9:00-9:30 NMVTIS Reporting by Jay Svendsen – Auto Data Direct

9:35-9:55 Electronic Lien Checking (Interactive Workshop) by Clay Winterboer- IIADA

10:05 -10:45 Smart Shipping by Steve Haas - SAV Transportation

Awards Luncheon Vander Haag Lifetime Achievement Award Saturday 11:00 am – 1:00 pm

1:00 - 3:00 Yard Tour at Vander Haag's Inc. Des Moines facility OR

2:00 - 3:00 Yard Tour at Alter Metal Recycling Des Moines facility

1:00 - 3:00 I-CARE Workshop - Sue Schauls

Storm Water Pollution Prevention Plan Review – Storm Water Sampling Training – Safety Program – Forklift Certification – Airbag Certification HazMat Shipping – SPCC Preparation – Parts Washing 3:00-6:00 Trade Show

6:00 – 9:00 Scholarship & PAC AUCTION and Dinner Buffet

Always a great time and you never know what will turn up! Bring your auction donations to help support the Scholarship program, Charitable Chariots program and the PAC Fund!



Summer Outing TOUR MAPS

Des Moines, Iowa-May 30, 2015

What is the Benefit of Attending an Industry Conference?

Much discussion is focused on the benefit of attending conference and trade show programs. The reality is that conferences are among the most cost effective methods of obtaining education and information, and in establishing a network.

Conference sessions allow you to:

- Learn firsthand from industry experts that have successfully implemented technology solutions
- Keep up to date on new and emerging technologies
- Take the opportunity to create a professional network
- Create talking points to communicate more effectively with vendors
- Get immediate answers and solutions to issues within your business
- Discover new products that can decrease expense and increase revenue



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Trade Show / Exhibition Events allow you to:

- See the latest in technology
- Hear new product announcements
- Visit all of your vendors in one location
- Get answers on the exhibition floor
- Do some comparison shopping
- Seek solutions and find new technologies
- Talk with others who are using a product







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May 29-30, 2015

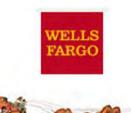
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Non-Member Registration fee	\$99 per person
Award Luncheon ONLY Non-Member	\$33 per person
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Parts Shipping

"The more things change the more they stay the same." So says the old French saying coined by Jean-Baptiste Alphonse Karr, a noted journalist of "bitter wit." Some changes are easier to swallow than others. If you haven't yet heard Wheeler's was recently acquired by LKQ Keystone.

"Wheeler's Autobody Supply/Express Parts has been acquired by the LKQ/Keystone Corporation. LKQ/Keystone are aggressively seeking successful businesses, and they acquired Wheelers for their entire business including aftermarket, body shop supplies/paint, and our delivery system. We are very thank full for all the years of support and to continue servicing you in the same manner we are today." Jo Johnson 4/21/2015

We want to thank our old friend Wheeler's Auto Body Supply for the years of service and support IAR and to members in both aftermarket parts and delivery services. We wish the staff at Wheeler's the best of luck and hope to continue to see many of the folks in the future. We are happy to see that *LKQ Keystone Wheelers* is registered for a booth at the outing and look forward to meeting new staff too!

The change was met with expectation of loss of parts shipping so the IAR Board of Directors and the association staff immediately set about making contact with other transportation professionals to meet the need.

Express Parts will not exist in the near future – with the merge of operation within the LKQ/Keystone delivery system there are a lot of changes with routes that just won't work in your set up or ours. So as of 6/1/15 Express Parts will not be in operation any longer. Jo Johnson 5/4/2015

A vendor list was emailed to members and is available upon request. The search was a huge success especially with the survey data that supported the great amount of business available to shippers able to meet our needs. You can meet the new transportation service providers at the Summer Outing Trade Show and during training by the SAV Transportation. Below is an introduction to **Action Express** and **ASAP Express** who have already stepped up to fill the gap.



About Us. Your Local Delivery Service Since 1975 Since 1975. Action Xpress has consistently met the delivery service needs of Central Iowa. Printed materials, manufactured goods, appliances and furniture are moved and installed reliably on a daily basis at reasonable prices. Whatever your delivery service requirements, we are there at your convenience with the right equipment, technology, and expertise. Online Order System. INTERACTION - our internet -based, automated order entry system, allows you the convenience of ordering delivery service from your desktop as well as access to past delivery services history, proof of delivery documentation, and status of current orders. INTERACTION gives you the control, access, and convenience of an in-house delivery service without the expense and liability.

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Transportation Options Parts Shipping

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vide. 80% of our freight is delivered before 8:00 am with the remainder typically being delivered by 10:00 am. The only exception is the furthest reaching locations which are delivered normally by noon.

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Iowa Automotive Recyclers Board of Directors Meeting April 28, 2015 5:15 pm Teleconference

Members present: Andy Wilken, Sue Schauls, Mike Swift, Tom Quandt, Pat Rooff, Jordan Barkow, Joel McCaw, David Hesmer, Jodi Kunde, Tom Snyder, Clyde Lems, Mike Waterbury, Brad Osborn, Eric L. Piper and Jeff Smid.

The meeting was called to order at 5:25 p.m by Sue. Board members were reminded by Sue of the Antitrust Statement.

New Business: Scholarship Update – Jodi said there are 5 applications for the 2015 IAR scholarship. She will email the information on each applicant to the committee made up of Andy, Jordan and Joel. They will review the applications and make their recommendation to the board by May 6th. Legislative Initiatives – Sue try to run a summary of this year's activities in the newsletter. Sue said the NMVTIS/Affidavit bill has been signed by the governor to go into effect on January 1, 2016. Jay with ADD who is a speaker at the upcoming Summer Outing will be talking about this and the effect on Iowa auto recyclers. The Counterfeit Airbag bill also passed this session. The Rebuilder Tax Basis bill did not go through this legislative session so far this year but hey keep trying. The Sales Tax at the Pool issue will be our next legislative focus. Sue suggested we need to draft a redefinition for clarification of code to go forward with this into next year's agenda. Jim will make this a priority.



Iowa Automotive Recyclers Board of Directors Meeting April 28, 2015 5:15 pm Teleconference

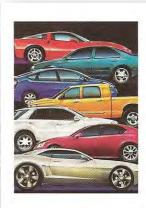
<u>Summer Outing May 29-30, 2015</u> – Sue has been working on the Vander Haag's award luncheon/ program, the trade show booths, the registration forms and event promotion. She asked the board members to each submit a couple of photos to be used for the luncheon/program.

Sue said the vendors are set for the show at the Outing. The Nebraska Auto Recyclers are having a board meeting at our Outing so will be bringing in several people from their group. Sue reported on some of the sponsorships including Alters and Professional Solutions.

Sue is already working on the 2016 Summer Outing to be held in the Mason City – Kensett area. It may be in Iowa City in 2017 and in Okoboji in 2018 to celebrate the 60th anniversary.

<u>Transportation Committee</u> – Mike D., Mike S., EricLP and Sue. Their duties are to develop a vendor list of preferred vendors, ask for membership from these vendors and ask for a discount for the IAR members. They had their conference call and have started a list of vendors for making contacts and some have been contacted already. More data is needed to know what and where our needs are in this area. Sue will keep a list of vendors and update it as needed and get it out to the full membership.

<u>After-market Parts Committee</u> – Toms S., Brent, Brad and Sue. Their duties are to develop a vendor list of preferred vendors, create a list of aftermarket brands





Fax: 319-234-1977 Email: chase@qwestoffice.net currently being sold, identify distributors that can offer next day delivery, ask for membership and ask for a discount for the IAR members. They also have had their conference call. In general, we need a list of vendors for providing sheet metal and another list for those for non-sheet metal products. Sue will keep a list, update it and get it out to the members.



Sue also sent out a survey to members to build some data to analysis

that will be helpful in identifying our needs to new potential vendors.

Other Business: Tabled items: Promotional Campaign, Harmari Quote and Membership Value Definition.

Meeting Schedule

- May 29-30, 2015 4-6 pm Prairie Meadows faceto-face prior to the Summer Outing
- June 16, 2015 5:15 pm conference call
- July TBD Face-to-Face Waterloo
- Aug TBD 5:15 pm conference call
- Sep TBD Face-to-Face— Des Moines To set Legislative priority
- Oct TBD 5:15 pm conference call
- Nov TBD Face-to-Face Des Moines or Waterloo
- Dec TBD 5:15 pm conference call (plenty of shopping days til Sue's Birthday!)

Tom S. made a motion to adjourn with a 2nd from Jordan. The meeting was adjourned at 7:01 p.m.

Respectfully submitted Jeff Smid Jeff Smid, Secretary

ARA Updates Industry news from the national association

Low Scrap Prices Adversely Impacting All Segments of the Auto Recycling Industry

The continued slump in the scrap metals market is adversely impacting many segments of the automotive recycling industry, including automotive self-service and hybrid recyclers. Not surprisingly, the low scrap metal prices create a domino effect in the professional automotive recycling industry, affecting prices and buying practices throughout the automotive parts supply chain. For example, buyers of salvage vehicles might hold onto inventory for longer than usual to wait for an increase in scrap metal prices. In addition, the core market demand could decrease, resulting in a shrinking business product line. Indeed, today's professional automotive recycler must be aware of these market changes to be able to make smart buying choices and sustainable inventory practices.

Large ARA corporate member companies such as Schnitzer Steel Industries Inc. are not immune to the impact of falling scrap prices, with Schnitzer recently announcing that after sustaining a \$196 million loss in the company's second quarter of fiscal year 2015, it has

merged its metal recycling business with its auto parts business as part of a cost reduction program. The integration of its auto parts and metal recycling divisions "intended to further optimize the efficiencies in [its] operating platform, enable additional synergies to be captured through our supply chain and global sales channel, and more effectively leverage [its] share services platform". The company said that the quarter saw the lowest prices for recycled metals since 2008 and that ferrous metal prices likewise dropped approximately 30 percent from the first quarter. According to the Scrap Pricing News April Price Update, steel pricing is expected to stay flat for the month with no indications as to when prices might turn around. Global steel markets have suffered from overproduction, a strong U.S. dollar and weaker demand. Non-ferrous metals prices have likewise remained flat but fears exist that the prices could still continue a further downward slide.

GRP Members to Partner with CAR Program

As of July 1, 2015, ARA is requiring that all **Green Recycled Parts (GRP)** members must be Certified Automotive Recycler (CAR) program members and vice versa. There is no cost to join GRP. Membership in an ARA-approved state CAR program makes you eligible to be in the GRP program. Once approved by either a state or the national program, you will have access to the GRP brand to supplement efforts to market your business and increase sales. ARA recently updated the CAR application which is now an easy to use points system. If you are currently a CAR member and not yet signed up for GRP benefits, please go to the GRP website and join today. ARA staff are on hand to help you through both processes. In 2012, ARA

launched Green Recycled Parts as a solution to members' marketing needs and to help provide a brand identity for the professional automotive recycling community. Through Green Recycled Parts, ARA is building a global brand synergy that offers consumers quality recycled OEM parts at reasonable costs.

Certified Automotive Recycler (CAR) Program member facilities support this brand identity by adhering to established best management practices, promoting continuous improvement and complying with all regulatory environmental, quality and business requirements.

Miami-Based Auto Recycling Conglomerate Files for IPO

The Miami, Florida-based Fenix Parts, established in 2014 to combine eight professional automotive recycling companies and create a network in key regional markets in the US and Canada, has filed with the U. S. Securities and Exchange Commission (SEC) to raise \$100 million in an *initial public offering* (IPO). The stock will list on the Nasdaq Global Market under the symbol FENX.



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All Roads Lead to the 2015 IAR Summer Outing in Des Moines



May 29-30, 2015



HONORING JOHN & RUTH VANDER HAAG, FOUNDERS OF THE IOWA AUTOMOTIVE RECYCLERS

Conference Registration at www.lowaAutoRecyclers.org



