



Recyclers News Press

Iowa Auto Recyclers

May / June 2016

Inside this issue:

Summer Outing 6
from front cover

Mr Swift Goes 8
to Washington

Lloyd 10
Van Horn

Summer 12
Outing
Registration

New Overtime 16
Pay Rule

ARA Update 21



Routing Slip

- Owner(s)
- Manager(s)
- Safety Supervisor
- Environmental Mgr
- Stormwater Mgr
- Bookkeeper



Van Horn Truckload of History

Van Horn's museum was a part of North Iowa for over 17 years. Lloyd Van Horn, the founder and proprietor of Van Horn Truck Museum, opened in 1983, closed the door on Sept. 22, 2000. At age of 69-year-old back then, Van Horn said dwindling attendance was one reason he called it quits. Van Horn's "collection of collections" was headlined by the 55 antique trucks on display.



Van Horn at the time had said "It's been unreal," of the traffic at his museum since his announcement to close. "We've had more people here lately from Mason City and Clear Lake than the previous four years." Now at age 85, Van Horn has amassed a much smaller scale personal museum of his own that he will be sharing with the attendees of the Iowa Automotive Recyclers Summer Outing.

Lloyd Van Horn founded Van Horn Auto Parts, Inc., located at 20966 Monroe St in Mason City, Iowa, in 1951 and is still active in the company today along with two sons, Terry who is the general manager, Larry who is the parts manager, and Terry's wife Sue who is the office manager. VanHornAutoParts.com

But if you really want to see an expert gleam with pride and knowledge held by few, if any other individuals on the planet, don't miss an opportunity to ask Lloyd about antique trucks. Lloyd himself told the tale to a reporter in 1995 of how the antique truck museum got started.

A Little Story on the Van Horn Truck Museum by Lloyd Van Horn

About 25 years ago, on a Saturday afternoon, a friend talked me into going to an antique auto auction with him. Up to that point I had never collected antiques of any kind, but I thought I would go with

Continued on Page 6...



www.IowaAutomotiveRecyclers.com

Car-Part.com



LOOK WHAT'S NEW AT CAR-PART.COM!



Checkmate Sales Pro



- **Completely redesigned and intuitive!**
- **Includes complete workflow!**
- **Images**
- **Access multiple parts, part types, exchange yard parts, and images all on one screen**
- **Enhanced eBay solution**



Car-Part Pro

Car-Part Pro mobile app

- **Over 33,000 repairers currently subscribe to Car-Part Pro to source parts!**
- **Now with Images!**

Are your images on Car-Part Pro?



Car-Part.com

Car-Part.com mobile app

- **New look and feel**
- **Easy multiple part lookup**



Car-Part.com is run and owned by a recycling family.
We operate on premise at our family owned recycling facility
where we "live test" products before releasing them to you!
Our staff has over **2,000** years of experience in the automotive industry!

For more information, call your friendly Car-Part sales staff
at **859-344-1925** or visit <http://products.Car-Part.com>



Recyclers News Press

The RECYCLERS NEWS PRESS is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, its officers, 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 Schauls3@mchsi.com with a full color graphic when possible.

Executive Director

Sue Schauls
2214 Regal Avenue
Waterloo, Iowa 50702

Phone/Fax: 319-233-7970
Schauls3@mchsi.com
www.Sueschauls.com

Lobbyist

Jim Piazza Jr.
2600 Grand Avenue Suite 230
Des Moines, Iowa 50312

Phone: 515-243-2080
Fax: 515-288-9477
JamesPiazzaJr@hotmail.com

IAR's 2014-2016 Board of Directors

Andy Wilken, President
Wilken Auto Salvage
Phone: 641-435-4077
wilkenauto@yahoo.com

**Brad Osborn,
Vice President**
Waterloo Auto Parts
Phone: 319-234-5207
brad@waterlooautoparts.com

Joel McCaw, Treasurer
Ace Auto Recyclers
Phone: 319-338-7828
parts@aceautorecyclers.com

Jeff Smid, Secretary
Jeff Smid Auto, Inc.
Phone: 563-386-8290
jeffsmid@yahoo.com

**Brent Nugent
Immediate Past President**
Nugent Auto Sales & Salvage
Phone: 563-652-2231
Brent@NugentAutos.com

**Jodi Kunde
Special Funds Manager**
North End Auto Wrecking
Phone: 563-556-0044
NorthEndWrecking@aol.com

Jordan Barkow (2016 1st Term)
Sun Line, Inc.
Phone: 319-364-4000
JRBarkow@gmail.com

Pat Roof (2015 1st Term)
Pat's Auto Salvage
Phone: 319-232-0704
pats-mail@patsautosalvage.com

Eric Piper (2015 1st Term)
Piper's Auto Salvage
Phone: 800-247-9135
eric@piperautoparts.com

Tom Quandt (2014 – 2nd Term)
Quandt Auto Salvage, Inc.
Phone: 712-792-9204
quandtauto@gmail.com

Eric Piper (2015 – 3rd Term)
Spilman Auto Parts, Inc
Phone: 641-664-2463
eric@spilmanauto.com

Mike Davidson (2015 – 3rd Term)
Don's Auto & Truck Salvage
Phone: 515-262-8283
mike@donsautoandtrucksalvage.com

Mike Garvin (2015 – 1st Term)
Vander Haag's, Inc Des Moines
Phone: 515-265-1451
MikeG@VanderHaags.com

Past President Participants

Mike Waterbury,
Sandhill Auto Salvage
Phone: 641-484-2057
Tama, IA 52339-9419
parts@sandhillautosalvage.com

Mike Swift
Swift's Trail End Auto Salvage
Phone: 515-265-5696
Mike@TrailsEndAuto.com

David Hesmer
Action Auto Parts
Phone: 641-752-3395
david@action-auto-parts.com

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

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

Iowa Automotive Recyclers Board of Directors Meeting

May 10, 2016—Noon to 4:00 pm
Cherry Creek Grill in Waterloo

Ace Auto Recyclers
Iowa City, IA
www.AceAutoRecyclers.com

Action Auto Parts
Marshalltown, IA
www.action-auto-parts.com

Aikey Auto Salvage
Cedar Falls, IA
www.AikeyAutoSalvage.com

Airline Auto Parts
Waterloo, IA
www.airlineautopartsinc.com

AWE Auto Service
Traer, IA
www.awesalvage.com

B & B Salvage
Sioux Center, IA
www.BandBSalvage.net

Burlington Recycling & Auto Parts
Burlington, IA
burlingtonrecyclingandautoparts.com

Charlie Brown Auto, Ltd.
Creston, IA
www.CBAutoLtd.com

Chase Auto Parts Company, Inc
Waterloo, IA
www.sunline-chase.com

Don's Auto & Truck Salvage
Des Moines, IA
www.DonsAutoTruck.com

Grab & Go Auto Salvage, LLC
Spencer, IA
www.grabandgosalvage.com

Members present: Andy Wilken, Sue Schauls, Brad Osborn, Tom Quandt, Pat Roof, Jordan Barkow, Mike Davidson, Joel McCaw and Jeff Smid.

Andy called the meeting to order at 1:31 pm. The Anti-Trust statement was acknowledged.

IAR Budget Summary – Sue explained the annual budget planning and finances of the association. Joel, Treasurer, and Sue pre-plan the annual expenses based on the projected income from dues and advertising. Most invoices are paid up at this point with two members dropping this year due to non-payment of dues. Summer outing invoices are just being sent and registration will commence soon.

The board discussed the issue of pre-approval for expenses submitted. Mike S. has requested reimbursement of \$100 toward his expenses to attend the IADA convention. After some discussion, there was a motion by Pat to not approve the \$100 request with a second by Jordan; motion carried.

IAR Tax Status – Sue said the tax-exempt status of the Iowa Auto Recyclers was in question by the Internal Revenue Service. Joel said the IRS had revoked the nonprofit status due to non-filing of tax returns for three consecutive years. We have since been re-instated as a nonprofit after the confusion was addressed. Our Tax Attorney, Bill Townsend, did complete those tax returns (2012, 2013 and 2014) but the IRS said they did not have record of receiving them. Both Joel and Bill will continue to fight this ruling as it came to light that the IRS has had issues with nonprofits paper filings and other nonprofits have the same problem. The response letter was sent in a timely manner and we are expecting the matter to be resolved.

Raffle Fundraiser/Gambling License/Sales Tax Permit – IAR has received a gambling permit and a sales tax permit to sell raffle tickets. The GUN RAFFLE fundraiser will run from May through September at which time the winning raffle ticket will receive a \$2150 gift certificate **OR** a Browning Over Under Shotgun valued at \$2150 from Scheels sporting goods store. Tickets will be sold for \$5 each or 6 for \$25. All members will be able to buy and sell tickets. Tickets may be sold to non-members, members



DAVID HESMER

ACTION AUTO PARTS

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

LET US SAVE YOU MONEY

100 S. 18th Ave., P.O. Box 264
Marshalltown, Iowa 50158
www.action-auto-parts.com

641-752-3395
1-800-373-3995
david@action-auto-parts.com

Iowa Automotive Recyclers Board of Directors Meeting

May 10, 2016—Noon to 4:00 pm
Cherry Creek Grill in Waterloo

of the public or purchased by the IAR members. Tickets have been ordered and a poster is being developed all in time for distribution at or by the Summer Outing in Mason City, June 3-4, 2016. The drawing will be held September 21, 2016.

Summer Outing – The event will start on Friday June 3, 2016 – Behr will offer a facility tour from 2-5 pm. There will not be a Board meeting on Friday afternoon. On Saturday, June 4, 2016, a full day of training will take place with a luncheon to honor Lloyd Van Horn and the day's events will close out with a tour at Van Horn Auto Parts from 2-5 pm. New Officers – Eric Piper from Spilman's will be the Vice-President. Mike Garvin from Vander Haag's is the new Board Member. The training this year will be OUTSTANDING! Car-Part and Hollander will both be conducting multiple sessions on how to better utilize their products to sell more parts and the Keynote address will be given by Chad Counts, a national consultant, on maximizing efficiency and profit at salvage facilities. Dan Miller from Legends will also present on the catalytic converter market which is usually standing room only at Dan's session. Then the BBQ, yard tour, auction and dance with a band will take place at Wilken Auto Salvage in Kensett, Iowa on Saturday evening. Remember to invite folks that can't attend the full day that members are welcome at the social event on Saturday evening.

Tom Q. made a motion to adjourn with a 2nd from Pat. The meeting was adjourned at 3:43 pm.

Respectfully submitted,

Jeff Smid

Jeff Smid,
Secretary

High Country Auto
Cherokee, IA

Hogeland Auto Plaza & Salvage
Marshalltown, IA
www.hogelandautoplaaza.com

Hulett & Son Auto Salvage
Creston, IA

Jeff Smid Auto, Inc.
Davenport, IA
www.JeffSmidAuto.com

Jerry Carney & Sons
Ames, IA
www.CarneyAutoParts.com

John's Auto
Aplington, IA
www.aplingtonautobodyshop.com

King Automotive Salvage Center
Cedar Falls, IA
<http://kingsalvage.com>

Lems Auto Recyclers, Inc.
Doon, IA
www.LemsAuto.com

Leon Recycling & Auto Parts, LLC
Leon, IA
www.LeonAutoParts.com

Lyle's Auto Salvage
Oto, IA

Midwest Auto Parts, Inc.
Waterloo, IA
www.mw-autoparts.com

**Don't let NMVTIS reporting
wreck your day.**

**ADD is your source for salvage
vehicle reporting and more.**

Free and Full Service NMVTIS reporting
Vehicle History Reports with Lien & Theft data
Owner/Lienholder search in 28 states

Enter Promo code **JSI2013**
to receive \$50 off account activation.

For additional information, visit ADD123.com
or contact us at salvage@add123.com

 **AutoDataDirect, Inc.**

Van Horn Truckload of History

Lloyd Van Horn

Monson Salvage, Inc.
Lone Rock, IA

North End Auto Wrecking
Dubuque, IA
www.NorthendWrecking.com

Nugent Auto Sales & Salvage, Inc.
Maquoketa, IA
www.NugentAutos.com

Osage Auto Salvage
Osage, IA
<http://osageautosalvage.com>

P.Q. Auto Parts
Sioux City, IA
<http://quickpickparts.com>

Pat's Auto Salvage, LLC
Waterloo, IA
www.patsautosalvage.com

Piper's Auto Salvage
Bloomfield, IA
www.PiperAutoParts.com

Poell's Enterprises, Inc.
DeWitt, IA
www.PoellsEnt.com

Preferred Auto Sales, Inc.
Lockridge, IA
www.preferredautosales.net

Quandt Auto Salvage, Inc.
Carroll, IA
www.QuandtAutoSalvage.com

Sam's Riverside
Auto & Truck Parts
Des Moines, IA
www.SamsRiverside.com

him just to see what an antique auto auction was like. Well, there happened to be two interesting old trucks on the sale and the next thing I knew I bought them both!

This led to going to more sales and resulted in spending much of my spare time looking for and restoring early makes of rare or unusual trucks. I stuck with buying just pre-1930 trucks and mostly the rare makes, which were built by companies that are long gone. At first I had in mind to try and locate one of each make ever built, until I found out there were 1,801 companies over the years that had tried their luck at building trucks.

My wife Margaret also took an interest in the old trucks and soon she was doing the seat upholstery work, as well as helping with keeping the Museum open in the summer months. Our grandson Scott also became interested and was involved with much of the restoration work, so this turned out to be a family project that we all enjoy.

ENGINE CARTS



FOB Spencer, IA

Adjustable with Heavy
Duty, New 3" Neoprene
Swivel Casters
The Casters Make the
Difference

\$49.50 Each
\$44.50 10 - 99 Qty
\$39.50 100+ Qty



Since 1939

Vander Haag's, Inc.

3809 4th Ave W.

Spencer, Iowa 51301-2082

800-831-5164

Write or Call For Our Free Flier
or www.vanderhaags.com

Van Horn Truckload of History

Lloyd Van Horn

1914 REO Model J (two ton). REO stands for Ransom E. Olds, the only man in automotive history to have two companies named for him, and both companies surviving into modern times REO Motor Co. and Olds Motor Works.

The Museum was opened after the truck collection had grown to a point that I had trucks stored in buildings all over the place. The museum started out in a building that had been used for a turkey processing plant, and since its opening two more large buildings have been added. Once the Museum was up and running we decided to build a 1930 store-front street, down through the main museum building. This includes several old general stores, a firehouse, Studebaker garage, gas stations, old parts store, and even an old warehouse complete with loading dock where trucks are loading. Old trucks are parked out in front of all these stores. We have also added old advertising signs, garage tools and equipment, old gas pumps, early toys, and even early household items to stock the general store. The trucks are almost all restored to their original condition and equipped with a variety of different types of bodies.

Collectors Keep The Remnants Of Chicago's Trucking Industry Alive

A Mason City report, David Young received a rare gift as Lloyd Van Horn wandered through the old quonset hut that once was a turkey farm here and pointed to his pride and joy--a gleaming Little Giant. Elsewhere in the hut and in some adjacent barns are a Master, Old Reliable, All-American

Continued on Page 10...



This 1910 Avery truck is all original. This combination truck-tractor had a pulley on front of engine to run belt for a threshing machine. Built mostly for agricultural use.

Sanborn Auto, Inc.
Sanborn, IA

Sandhill Auto Salvage
Tama, IA
www.sandhillautosalvage.com

Smith Auto Parts & Sales, Inc.
Fairfield, IA
www.SmithAutoParts.com

Snyder's Auto Body
Clarinda, IA
www.snyders-autobody.com

Spilman Auto Parts, Inc
Bloomfield, IA
www.SpilmanAuto.com

Sun Line Inc.
Cedar Rapids, IA
www.sunline-chase.com

Sunset Beach Auto Salvage
Des Moines, IA
www.SunsetBeachAutoParts.com

Swift's Trails End Auto Recycling
Des Moines, IA
www.TrailsEndAuto.com

Tourniers Recycling Inc
Independence, IA
www.tourniersrecycling.com

Van Gorp Used Cars, Inc.
Oskaloosa, IA
www.VanGorpIA.com

Van Horn Auto Parts. Inc.
Mason City, IA
www.VanHornAutoParts.com

Mr. Swift Goes to Washington

VIN Data for Parts is within Reach

Vander Haag's, Inc.
Spencer, IA
www.VanderHaags.com

Vander Haag's, Inc.
Council Bluffs, IA
www.VanderHaags.com

Vander Haag's, Inc.
Des Moines, IA
www.VanderHaags.com

Vander Haag's, Inc.
Kansas City, MO,
www.VanderHaags.com

Vander Haag's, Inc.
Sioux Falls, SD
www.VanderHaags.com

Vander Haag's, Inc.
Winamac, In
www.VanderHaags.com

Walker Auto Salvage
Waverly, IA
www.WalkersAuto.com

Waterloo Auto Parts
Waterloo, IA
www.WaterlooAutoParts.com



ARA President and Iowa's native son, Mike Swift stormed the nation's capital in April with a brigade of fellow auto recyclers to discuss the merits of providing all parts data to the automotive recycling industry.

Members of both the House and Senate were asked to meet with members of the Automotive Recyclers Association or ARA, an international trade association for the automotive used parts recycling industry.

Mike and Tracy Swift and Sue Schauls represented Iowa in the endeavor to educate the congressional delegation on the merits of allowing access to data that is already used in the industry by repairers, the insurance industry, and new car dealerships.

ARA had previously introduced a bill that asked for all VIN data for vehicle parts matching as the best option to be proactive in protecting consumers from unknowingly receiving parts that had been on recall for safety reasons and to increase the usage of used parts for the known environmental and



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!**

Mr. Swift Goes to Washington

VIN Data for Parts is within Reach

economic benefits. The current system of sending hardcopy letters to the last registered owner of the vehicles was not only inefficient and expensive to automakers but lacked integration to the parts inventory system used by automotive recyclers thus did not accomplish the intended transfer of information necessary. **The bill became law but with the concession, that only the recall data will be provided to auto recyclers.** The law is in the rule writing process now.

The availability of the recall data in batch data form to inventory management systems will allow auto recyclers' systems to flag recalled parts in real time so that as soon as a defect is identified the parts will be marked as non-saleable. Additionally, if the original equipment manufacturer (OEM) or a third party vendor is offering a buy back on recalled parts they will be easily pulled for sale much like integrated core sales programs work now.

The law was championed in the House of Representatives by Representative Adam Kinzinger, from Illinois, and his motivated staff. ARA honored Representative Kinzinger and his staff for understanding that the data is unnecessarily kept from consumers and auto recyclers even though it was readily available in electronic form. The process is not over and the mechanics of making the data integrated with inventory management system is a political process wrought with concession and compromise. Thankfully, Mr. Swift, ARA CEO Michael Wilson, and the *extremely talented* ARA Director of Policy, Delanne Bernier, along with a dedicated support system made up of ARA staff, the genius team at Car-Part, and highly engaged recyclers like Shannon Nordstrom, just to name a few of the many many individuals that accomplished this arduous task, are still at the helm watching the rule writing process.



This is big folks. What has already been accomplished is a game changer in the industry. Possibly THE game changer we desperately need. In the true vein of the title innuendo, all made possible by people who cared to make a difference assisted by people who know *how* to make it happen. Ponder that for a moment please, because those two things do not come together by accident. That *IS* the political process. As the saying goes, *"Never doubt that a small group of thoughtful committed citizens can change the world; indeed, it's the only thing that ever has."* - Margaret Mead

This is big folks. What has already been accomplished is a game changer in the industry. Possibly THE game changer we desperately need. In the true vein of the title innuendo, all made possible by people who cared to make a difference assisted by people who know *how* to make it happen. Ponder that for a moment please, because those two things do not come together by accident. That *IS* the political process. As the saying goes, *"Never doubt that a small group of thoughtful committed citizens can change the world; indeed, it's the only thing that ever has."* - Margaret Mead

West Edge Auto Salvage
Independence, IA
www.westedgeautosalvage.com

Wilken Auto Salvage Britt
Britt, IA
www.wilkenandsons.com

Wilken Auto Salvage Iowa Falls
Iowa Falls, IA
www.wilkenandsons.com

Wilken Auto Salvage Kensett
Kensett, IA
www.wilkenandsons.com

Wilken Auto Salvage Nashua
Nashua, IA
www.wilkenandsons.com

Wilken Auto Salvage Waukon
Waukon, IA
www.wilkenandsons.com

Yaw Auto Salvage
Des Moines, IA
www.yawssalvage.com



Van Horn Truckload of History

Lloyd Van Horn

and Dearborn. These are all turkeys, albeit valuable ones, but not the feathered kind.

As a sideline to his auto parts business, Van Horn ran probably the only public museum in Middle America devoted to antique trucks.

A sizable portion of his collection comprises trucks built in Chicago, which, for the first half of the century, was a center for the manufacture of commercial vehicles--everything from buses to dump trucks.

Since 1899, the year after the first American truck appeared (a Winton from Cleveland), at least 88 companies in Chicago and its environs have gone into the business of building trucks. As many as 26 companies were operating in 1919.

"Chicago was quite a truck town," reminisced Paul R. Gordon, 91, retired sales manager for Diamond T Motor Car Co., a Chicago truck builder until the company was merged out of existence in 1958. Only a handful

of truckmakers survive. The biggest is Navistar International Corp., which for most of this century was known as International Harvester Corp. and which built trucks under the International and IHC names. "We built our first truck in 1907, and 91 years later we're still doing it," said John R. Horne, Navistar's chairman and chief executive.

Diamond T was Chicago's No. 2 truck builder, but its vehicles now exist mainly in the antiques collections of men such as Van Horn; George Schaaf, of suburban Frankfort; and Bill Schutt, of Western Springs. Schutt heads Windy City Chapter of American Truck Historical Society and owns seven Diamond Ts.



IRT
INTEGRATED
RECYCLING TECHNOLOGIES INC.

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



ISRI
MEMBER

Van Horn Truckload of History

Lloyd Van Horn

The family-owned Hendrickson Motor Truck Co. was a major builder of specialty trucks until it was sold in 1978 to John Boler of Boler Industries, who then sold the truck operation to a Michigan company that makes HME trucks.

Specialty truckmakers also survive. Federal Signal Corp., in Oak Brook, builds Emergency One fire trucks and Elgin street sweepers. W.S. Darley & Co., in suburban Melrose Park, makes fire trucks.

"In the early part of the century, trucking was largely regional, and, as a result, so was truck building," said Donald F. Wood, professor of transportation at San Francisco State University's College of Business and author of 10 books on trucks.

Lloyd Van Horn is also a celebrated author and authority on antique trucks. He shares his knowledge and his pen with anyone who has the mind to listen. Fascinating is the only word to describe the knowledge that Lloyd has gained on the subject of

antique trucks.

The earliest trucks were primarily delivery vehicles that shuttled goods around big cities in competition with horse-drawn wagons in the first two decades of the century. Railroads were the dominant form of transportation and there was no national highway system. Rural areas had dirt roads that became impassable in bad weather, but cities had paved streets that could handle heavy trucks. So local markets for trucks developed in the cities.

Rural areas didn't have paved roads until the 1920s, and the big intercity truck--the tractor-trailer or semi-trailer--didn't come into widespread use until World War II though it had been developed earlier, Wood said. No less than 29 companies started building trucks in Chicago in the first decade of this century, and they were joined by another 40 from 1911

Continued on Page 18...

You want to sell more parts. It's not rocket science.

Hollander's exclusive relationship with eBay gives you access to millions of buyers. With Hollander's **eLink™** software, you can list in bulk directly from your inventory with no listing fees, saving you time and money.

When it comes to growing your business, it's clear – selling parts should be easy. And Hollander can help you do it, we've been doing so for the past 82 years.

800-825-0644 | www.hollandersolutions.com

Call your account manager today to find out what your inventory could be worth on eBay.



**Hollander Innovation Summit
August 11-13, 2016
MINNEAPOLIS, MN**



Iowa Automotive Recyclers

Your partners in advancing the auto recycling industry Iowa!

IAR – 2214 Regal Avenue – Waterloo, Iowa 50702

Phone 319-290-7843 & Fax 319-233-7970

SUMMER OUTING REGISTRATION FORM

Mason City, Iowa – **June 3-4, 2016** – Historic Park Inn

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

Event Sponsorship \$500

Attendee Name: _____

Forklift Training Airbag Training

Attendee Name: _____

Forklift Training Airbag Training

Attendee Name: _____

Forklift Training Airbag Training

Total Enclosed \$ _____

Hotel Reservation

Mention Iowa Auto Recyclers to get discounted rooms!

Country Inn & Suites – 4082 4th St SW, Mason City, IA 50401 (641) 423-1770

\$120 (1 King) \$125 (2 Queens) per Night *Conference Rate* (with Hot breakfast & Free WiFi)

Mason City has many other hotels available as well as the nearby resort community of Clear Lake, Iowa!

TRADE SHOW Friday 6:30-9:30 pm & Saturday 11:30- 1:30 pm

Can't make it to the Summer Outing?

Ship your auction donation to:

Wilken Auto Salvage

1560 400th Street Kensett, IA 50448

Or send PAC fund or Scholarship 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

SELLING MORE PARTS

Iowa Automotive Recyclers Summer Outing

June 3-4, 2016

Historic Park Inn - Mason City, Iowa

Trade Show - Friday, June 3, 2016 - 6:30-9:00 pm

Speaker Agenda - SATURDAY, June 4, 2016 - Historic Park Inn

9:00 **Key Note Address** By Chad Counts of Counts Consulting.

Chad Counts will headline this training intensive event for Iowa Automotive Recyclers and guests.

Shotgun and Rifle – A Guide to Sales Management—While a shotgun may give you a greater chance to hit A target, it may not have enough force to generate the results you want. A rifle can be much more tedious and difficult. It takes more focus on a smaller target but yields a much greater result. There are many things to focus on in Sales but focusing on many thing yields few results.

10:00 **Surviving in Tough Times**—Survivalists are consumed with preparation for disaster. Understanding that circumstances are often out of your control, you focus intently on what is in your control to stave off disaster. We will identify the abilities and resources every business must have to just that!

11:00 **Everything You didn't know to ask about Converters!** By Dan Miller of Legends Smelting
Dan Miller will unravel the mysteries of catalytic converter buying and selling. The market has been unpredictable or has it? A favorite and always **on target with timely and insightful market information.**

The **intensive training sessions** will continue all day with **Car-Part.com, CheckMate and Hollander** on deck to provide multiple hands-on workshops, training and program demonstrations enhanced by product experts who know their software, know the market, know the parts buyer preferences and can lead the training sessions to new heights with insider techniques and tidbits for **SELLING MORE PARTS!**



Award Luncheon & Trade Show
Lloyd Van Horn - Founders Award
Saturday 11:30 – 1:00 pm



Car-Part World Tour is coming to Mason City in conjunction with the **Summer Outing!** Car-Part.com will conduct multiply training session at the event throughout the day in various rooms. Visit products.car-part.com/worldtour/ia to pre-register & to receive a free t-shirt!

Hollander Training sessions will fill the afternoon to double the educational opportunities for owners, managers, sales staff and inventory specialist!

2:00 - 5:00 Yard Tours at Van Horn Auto Parts & BEHR Iron & Metal

6:00 – Dinner and yard tour at Wilken Auto Salvage – Kensett, Iowa

6:30 – Scholarship/PAC Live Auction followed by Band and Dance

Conference Venue: Historic Park Inn – 15 W State Street - Mason City, Iowa

Visit www.IowaAutoRecyclers.com for registration information



During the IAR Summer Outing, we're bringing Car-Part training to you!

Join us for classes led by Car-Part product experts. We'll walk you through the latest features of your favorite programs and introduce you to a wealth of new ideas for your business.

Checkmate Sales Pro Boot Camp is an interactive, workshop-style class. Bring your laptop and test drive our latest software in class!

Registration is required as space is limited. Register at <http://products.car-part.com/worldtour/ia/>
You must also be a registered attendee of the Iowa Auto Recyclers Summer Outing to attend.

Classes During the IAR Summer Outing

Coremate

8:00am – 8:50am

Session will cover:

- Knowing total vehicles core values when buying, dismantling, and scrapping
- Using core prices to dismantle more efficiently
- Receiving core bids from buyers directly in your email, for parts already in stock
- Common questions about selling cores

Checkmate Reports and Dashboards

10:00am – 11:30am

2:30pm – 4:20pm

Session will cover:

- How the Dashboard works for you
- Personalizing your Dashboard with gadgets and user privileges
- Integration with Checkmate Sales Pro
- Understanding Crystal Reports

Checkmate Sales Pro Boot Camp

10:00am – 11:30am

1:30pm – 3:20pm

Session will cover:

- Understanding Checkmate Sales Pro's improved workflow
- Finding and selling parts
- The importance of capturing and using images of your parts
- Information available to you while selling parts
- Determining which parts to sell as cores with Core Pricing
- Hands-on exercises using the skills you have learned

What's New at Car-Part.com

8:00am – 8:50am

1:30pm – 2:20pm

Session will cover:

- What we're working on for 2016 – new enhancements and services
- Car-Part mobile apps
- MyPartsApp, the customized mobile app for your business and your parts
- Recent part recalls, and our voluntary recall program
- Using Car-Part Pro to sell more parts to professional repairers
- Car-Part Gold, and what it can do for your business
- Question and answer session

Bidmate

3:30pm – 4:20pm

Session will cover:

- Setting up Bidmate to work best for your yard
- Importing auctions to begin bidding
- Considering parts Bidmate labels as "BUY" parts
- Car-Part request data at your fingertips with Advanced Bidmate
- Calculating core data with Advanced Core Pricing (for yards that Bidmate isn't right for)

This Car-Part World Tour Training stop is being held during the Iowa Auto Recyclers Summer Outing.

Classes will be held at:

Historic Park Inn Hotel

7 West State St

Mason City IA 50401

Phone: 641-422-0015



For more info, please call your friendly Car-Part salesperson at 859-344-1925 or visit <http://products.car-part.com/worldtour/ia/>

THANK YOU

Vendors and Sponsors

June 3-4, 2016 Historic Park Inn - Mason City, Iowa

THANK YOU Trade Show Exhibitors

Al-Jon Manufacturing
 Assured Partners of MN
 Auto Data Direct
 Car-Part.com
 CheckMate
 Counts Business Consulting
 Dorman Products
 Hollander
 Hotlines, Inc.
 iScrapRight
 Logistics Planning Services
 The LOCATOR
 Legend Smelting and Recycling
 Professional Solutions Insurance Services
 Rebuilder Automotive Supply
 Washer Systems of Iowa



THANK YOU Sponsors

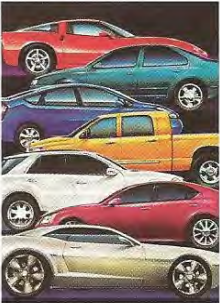
Hollander
 Car-Part.com
 CheckMate
 Alter Metal Recycling
 Assured Partners of MN
 Auto Data Direct
 Behr Iron & Metal
 Dorman Products
 LSB Insurance
 Overbuilt
 Professional Solutions Insurance

THANK YOU Sponsors & Exhibitors



**LEMS
 AUTO
 RECYCLERS**
 THE QUALITY AUTO PARTS DEALER

1-800-257-9634 Doon, Iowa 51235
 Email: search@lemsauto.com Phone: (712) 726-3202
 Website: www.lemsauto.com Fax No: (712) 726-3506



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

New Employee Overtime Pay Rules Effective December 1, 2016

Actual Systems
Aurora, CO
www.actual-america.com

Al-Jon Manufacturing
Ottumwa, IA
www.aljon.com

Alter Metal Recycling
Des Moines, IA
www.altertrading.com

Auto Data Direct, Inc.
Tallahassee, FL
www.add123.com

Back Lot Auctions, LLC
Maquoketa, IA
www.backlotauctions.com

Bank Iowa Insurance LLC
Waterloo, IA
www.bankiowainsurance.com

Behr Iron & Metal
Mason City, IA
www.BehrIM.com

Brad's Used Parts MegaCenter
Viola, IL
www.bradsmegacenter.com

Car-Part.com
Ft Wright, KY
www.car-part.com

Casualty Adjuster's Guide
of Iowa/Nebraska
Waseca, MN
www.cagworld.com

CheckMate
Ft Wright, KY
www.car-part.com

On May 18, 2016, the Department of Labor published the final rule updating the overtime regulations, which will extend overtime pay protections to over 4 million workers within the first year of implementation. This update will result in a meaningful boost to many workers' wallets, and will work toward the President's commitment to ensuring workers are compensated fairly.

The rule changes the overtime regulations as defined in the Fair Labor Standards Act (FLSA). The most prominent change is the increase in the salary level required for exemption from overtime to an annual salary of \$47,476. This translates to a weekly salary of \$913. Additionally, the Final Rule amends the salary basis test to allow employers to use incentive payments (including commissions) to satisfy up to 10 percent of the new standard salary level.

This means that your employees who currently earn more than the current threshold of \$455 per week (\$23,660 annually), but less than the new threshold of \$913 per week, need to be reclassified as nonexempt and will be entitled to overtime for any hours worked over 40 in a week. The final rule will take effect on December 1, 2016.

Reclassifying an employee from exempt to nonexempt offers overtime options, but may appear to be a loss of status to some newly classified nonexempt employees. While some employees will welcome the chance to receive overtime pay, others may see the need to track actual hours worked as a demotion. Explain to employees why this change is taking place. Discuss the fact that the standards are set by the federal government. The change is not based on the discretion of the company and it is not a reflection of how the company views the employee. It is not a performance issue. If employees understand that the changes are objective rather than subjective standards, they may feel better about the transition.

The effective date of the final rule is December 1, 2016. The initial increases to the standard



Waterloo Auto Parts  **319-234-5207**
800-728-5207
1501 Grandview Ave
Waterloo, IA 50703

USED, NEW, REBUILT...WE'LL TRACK IT DOWN

Waterloo Auto Parts has been providing quality used, new and rebuilt parts for our customers since 1980. Our company motto "We'll Track It Down" holds strong in everything we do. We make every effort to find your part, no matter how small. We are able to locate used and new auto and truck parts at a reasonable price. We pride ourselves on quality, on-time delivery and customer service for every customer every time.

WATERLOOautoparts.com

New Employee Overtime Pay Rules Effective December 1, 2016

salary level and highly compensated employees (HCE) total annual compensation, from \$100,000 to \$134,004 per year, will be effective on that date. Future automatic updates to those thresholds will occur every three years, beginning on January 1, 2020.

According to the DOL, this will raise Americans' wages by an estimated \$12 billion over the next 10 years, with an average increase of \$1.2 billion annually. Additionally, the DOL states that this change will extend overtime protections to 4.2 million additional workers who are not currently eligible for overtime under federal law.

No changes to the "duties tests." Therefore, employers will follow the duties tests that they have been familiar with since 2004.

What are the duties tests? Since 1940, the Department's regulations have generally required each of three tests to be met for one of the FLSA's white collar exemptions to apply: (1) the employee must be

paid a predetermined and fixed salary that is not subject to reduction because of variations in the quality or quantity of work performed; (2) the amount of salary paid must meet a minimum specified amount; and (3) the employee's job duties must primarily involve executive, administrative, or professional duties as defined by the regulations.

Increases to the salary threshold every 3 years going forward. The DOL will automatically update the standard salary and compensation levels every 3 years going forward. This will be easier on employers than the originally proposed annual updates. The DOL has set the salary level at the 40th percentile of full-time salaried workers in the lowest income region in the country, which is currently the South. The DOL states that based on projections of wage growth, the threshold should rise to over \$51,000 by January 1, 2020, which will be the date of the first increase.

References: <https://www.dol.gov/whd/overtime/final2016/>


<http://hr.blr.com/HR-news/Compensation/Overtime/Overtime-regulations-require-new-salary-exemption/#>

DOING BUSINESS WITH INSURANCE ADJUSTERS?

Since 1979 the **Casualty Adjuster's Guide of Iowa/Nebraska** has been and continues to be distributed, FREE of charge, to all identified claims managers, company adjusters and claims handlers in Iowa and Nebraska.

For targeted **ADVERTISING** that works all year
One Ad = PRINT + WEB + SMARTPHONE

Contact
Paul Lorang, Publisher
Phone: 507-215-2687
paul@cacworld.com
www.cagworld.com

 **CASUALTY
ADJUSTER'S GUIDE**[®]
Claims • Disaster • Recovery



"Fast & Courteous Service"

toll free: **800-627-8788**
800-717-6505

local: **515-265-5696**
515-262-8860

www.trailsendauto.com
www.swiftautosalvage.com



1600 NE 44th Avenue
Des Moines, IA 50313



Van Horn Truckload of History

Lloyd Van Horn

Crush U Pull It Software
Salt Lake, UT
www.s3softwaresolutions.com

DeVries Equipment
Ankeny, IA

EZ Crusher
Annandale, MN
www.EZCrusher.com

Holiday Wrecker Service, Inc.
Tiffin, IA
www.holidaywreckerandcrane.com

Hollander
Plymouth, MN
www.HollanderParts.com

IIADA
Panora, IA
www.iowaiada.com

Integrated Recycling Technologies
Monticello, MN
www.IRTMN.com

Iowa Metal Recycling
Evansdale, IA
www.iowametalrecycling.com

Kabele Truck & Auto Parts
Spirit Lake, IA
www.Kabele.com

Legend Smelting & Recycling
Joliet, IL
www.LegendSmelting.com

LKQ Corporation
Chicago, IL
www.LKQCorp.com

through 1920. But the mortality rate was high; 49 companies failed or were bought out by the end of 1920.

Short-lived trucks such as Acorn, Webster, Condor, Dearborn, Fargo and Gumprice have been largely forgotten except by antique-truck collectors. A moving company that built its own trucks called Harders. Le Moons, Lumbs, Moguls, Wonders and a truck called Rex also lumbered over Chicago streets. The trucks of some of those short-lived companies are worth big bucks as collectors' items. A fully restored All-American, which sold for \$1,595 at the end of World War I, can fetch 10 times that from a collector--or more.

Restoration of an antique truck can cost 10 times its selling price. "When I got started (about 30 years ago in 1995), the really rare trucks were in such bad shape that it cost a fortune to restore them. Now they're almost prohibitively costly," said Van Horn.

That's why he maintained what he calls his "boneyard" behind the museum--for parts. It consists of a pile of rusting hulks atop which sits the skeleton of a Chicago-built Old Reliable. Old Reliable was typical of Chicago's early truck builders. The Henry Lee Power Co. in 1911 decided to build a 3-ton motor truck and named it Old Reliable.

Old Reliable's Model B is as good an example as any of an average truck for its time. It had a 28.9-horsepower engine that provided power to the axles via a double chain and could carry up to 2 1/2 tons of cargo. Top speed was usually no more than 20 m.p.h., which produced a bone-jarring ride on solid rubber tires. In most trucks of that time, the cargo was considered more important than the driver, who often rode in an open cab. The Model B carried a price tag of \$3,500.

Continued on Page 20...



SIOUX CITY COMPRESSED STEEL CO

2600 Boulevard of Champions
Sioux City, IA 51111

Competitive Pricing
on all your Metals and Steel Scrap

Rolloff and Lugger Service

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



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

Chris Tostenrud Ext. 160

225 10th Avenue SE

Spencer, IA 51301

www.shinebros.com



Van Horn Truckload of History

Lloyd Van Horn

Although the museum is now gone the love of antique trucks endures. Lloyd has also spent a great deal of time and money making sure other folks can enjoy those truck as much as he did.

LSB Financial
Waterloo, IA
www.mylsb.com

MCI Core
St Louis, MO
www.mcicores.com

Metro Salvage Pool
Des Moines, IA
www.metro salvagepool.com

Nordstrom's Automotive, Inc.
Garretson, SD
www.nordstromsauto.com

OverBuilt, Inc.
Huron, SD
www.Overbuilt.com

Pal Fleet Truck Equipment
Council Bluffs, IA
www.PalFleet.com

PAM's Auto
St Cloud, MN
www.pamsauto.com

Panhandle Converter
Recycling
Dothan, AL
panhandleconverters.com

PDCM Insurance
Waterloo, IA
www.pdc.com



1930 Studebaker Donated to the Iowa 80 Trucking Museum. The Iowa 80 Trucking Museum in Walcott, Iowa was the recipient of a very generous donation. Lloyd & Margaret Van Horn, Mason City, Iowa, donated their 1930 Studebaker truck in 2009. "I wanted to make sure that the truck was well taken care of and would be shared with the general public," says Lloyd Van Horn. "I knew that the Iowa 80 Trucking Museum was the right place."



Photo by Sue Schauls. "I was sitting at the stop light on the hill by my house when I saw the Van Horn's flatbed loaded with this very immaculate antique truck. I had no idea it was the Studebaker on its way to its new home at the truck stop museum. This is first I've shared the picture with Lloyd." 2016

Safety Subscription

EMAIL SUE SCHAULS AT SUE.SCHAULS@GMAIL.COM

Monthly Safety Subscription for employee training material that meets your OSHA and CAR certification requirements. Each month you receive an email loaded with automotive salvage specific training material to make your Safety Program easy!



CALL SUE NOW TO SUBSCRIBE 319-290-7843 ONLY \$229 PER YEAR!

ARA Updates

Industry news from the national association

522% Tariff on Chinese Steel Imports

The United States has imposed duties of 522% on Chinese cold-rolled steel, used to make cars and washing machines, as a backlash escalates against a glut of Chinese steel flooding global markets, CNBC reported last week. In a final ruling, the US Department of Commerce added anti-subsidy duties of 256.4 per cent together with anti-dumping duties of 265.8 per cent on steel produced by Chinese mill. The U.S. also levied a much smaller tariff of 71 per cent on Japanese steel producers. Although trade investigations are routine on both sides, high-profile rulings on politically important industries can trigger tariffs on both sides. China's Ministry of Commerce did not respond to requests for comments. Chinese steel capacity has soared in the past decade to more than one billion tons, sending surplus production flooding into international markets especially after domestic consumption peaked in 2013. Beijing routinely calls on the sector to cut capacity but at the same time it is unwilling to allow the failure of large

mills, especially those of stateowned groups that are often the biggest employers, taxpayers and borrowers in their locality. "The price of scrap has not been consistent for a long time and I am sure that has to do with the price of steel in the US and the imported steel flooding the US market," said ARA President Mike Swift. "It's a volatile market."

LKQ on Standard & Poor's 500 List

LKQ Corporation was named to the S&P's 500 listing on the New York Stock Exchange. The action was taken after the close of business on May 20, 2016. "We are honored to be part of such a prestigious Index with some of the world's largest and most respected companies," stated Robert Wagman, President and CEO of LKQ Corporation. "This achievement is a validation of our business model and our history of delivering consistent and profitable growth for our stockholders. It is also a tribute to the hard work and dedication of our more than 37,000 employees who helped make it happen."



Automotive Recyclers Association
73rd
Annual
CONVENTION & EXPO

Join us in
Baltimore, Maryland
October 26th-29th

ATTEND
the largest gathering of
progressive automotive
recyclers in the country

EXHIBIT
at the industry's most
comprehensive automotive
recycling exposition

AUTOMOTIVE RECYCLERS ASSOCIATION • (571) 208-0428 • www.a-r-a.org

REGISTER @ www.araexpo.org

Used Car Dealer Education

Must Take 5 Hour Class by 12/31/2016 for Renewal

Professional Solutions
Clive, IA
www.psis-ins.com

QRP Salvage Solutions
Tomahawk, WI
www.qrp1source.com &
www.QRPVMS.com

Recyclers Power Source
Spirit Lake, IA
recyclerspowersource.com

S & L Auto Parts, Inc.
Newton, IA

Shine Bros. Corp.
Spencer, IA
www.shinebros.com

Sioux City Compressed Steel
Sioux City, IA
www.CompressedSteel.com

The Locator Magazine
Whiting, IA
www.PartsLocator.com

The Used Car Dealers 5-hour continuing education class must be taken by 12/31/16. Classes start in June of 2016. Classes will again be held at the community colleges throughout Iowa. See schedule www.iowaiada.com

ENVIRONMENTAL, HEALTH & SAFETY COMPLIANCE FOR AUTO DEALERS/RECYCLERS. Training for the new OSHA rules for Hazard Communication governing shops with employees and workplace chemical products in use will be provided to assist automotive facilities with the required transition to the New SDS format, safety training and environmental compliance. This class will be of assistance to auto dealers who have a service department, body shop and auto recyclers. Learn your responsibilities under the Iowa DNR, EPA and OSHA requirements. Dealer updates from the Iowa DOT, Consumer Protection Division of the Iowa Attorney General's office and other state and federal agencies provided. *Trainer: Sue Schauls*

Other session topics available include: **THE NUTS, THE BOLTS, THE BASICS**, (class will review dealer license laws, title and registration requirements); **BUY HERE PAY HERE**, (class will provide dealers with an overview of procedures and regulations for BHPH dealers in Iowa); **LEGAL AND COMPLIANT GUIDANCE FOR DEALER ASSISTED CONSUMER**, (class will assist dealers offering lending sources to their customers).

Class schedules are being finalized. Class locations, class time and course numbers will be posted on the IADA website at www.iowaiada.com and will be included in Street Smart magazine throughout 2016.

Friday, June 24, 2016 Kirkwood Community College– Cedar Rapids
Friday, July 8, 2016 Hawkeye Community College – Cedar Falls
Friday, August 5, 2016 Eastern Iowa Community College – Davenport
Friday, August 11, 2016 North Iowa Area Community College NIACC – Mason City
Friday, August 18, 2016 Southeastern Community College – Burlington
Friday, September 16, 2016 Iowa Valley Community College – Marshalltown
Thurs, September 22, 2016 DMAAC Southridge – Des Moines
Thurs, October 6, 2016 South Western Community College — Creston
Friday, October 21, 2016 Northwest Iowa Community College – Sheldon
Friday, November 4, 2016 Indian Hills Community College – Ottumwa
Friday, November 11, 2016 North East Iowa Community College - Dubuque
Friday, November 18, 2016 Hawkeye Community College – Cedar Falls
Tuesday, November 22, 2016 Western Iowa Tech – Sioux City
Tuesday, November 29, 2016 Kirkwood Community College– Cedar Rapids
Friday, December 2, 2016 Iowa Western Community College – Council Bluffs
Friday, December 9, 2016 Scott Community College– Davenport
Friday, Dec. 16, 2016 Des Moines Area Comm College Southridge – Des Moines



WE SPECIALIZE IN INSURANCE FOR SCRAP AND AUTO SALVAGE YARDS.

Our Scrap & Auto Salvage Insurance Program is designed with you in mind. We've developed this insurance program to meet your unique needs. Find out how this customized coverage can make a difference to your bottom line.

Call us today for a no-obligation coverage review.



Insurance that protects. **Service** that matters.

800-961-6007, ext. 4560
14001 University Avenue
Clive, Iowa 50325-8258
www.psis-ins.com

Professional Solutions Insurance Services is a licensed, full-service insurance agency. Insurance coverage is underwritten through many of the industry's leading insurance carriers. Iowa license #1001003700. ©2016 PSIS NFL 2188-160101

Sue Schauls

Iowa Auto Recyclers
2214 Regal Avenue
Waterloo, Iowa 50702

LEGEND

Smelting and Recycling, Inc.

STREAMLINE YOUR CONVERTER SALES

We are buyers and processors of Catalytic Converters and Non-Ferrous Metals.

For more than 34 years, we have been a preferred buyer of Platinum Group Metals from spent Catalytic Converters in North America. Our business is built on a history of dedication, loyalty, hard work and long-standing customer relationships.

Dan Miller
Executive Director
dmiller@legendsmelting.com
M: 815.641.7661

Vanessa Mutchler
Business Development Director
vmutchler@legendsmelting.com
M: 815.531.2565

Real Results for Recyclers

Maximize Your Profits



**Multiple
US
Locations**



**Advanced Mill
with In-House
Lab
Processing**



**Advance
Payments
and
No Hidden Fees**