



Recyclers News Press

Inside this issue:

From the cover 10
Summer Outing

Board Meeting 4
Notes

Registration 8
Form

Online Auction 9

Agenda & 10
Speaker Session Information

Member 12
Application

Industry 14
Updates

Iowa Automotive Recyclers Summer Outing

www.iowaautomotiverecyclers.com/Events.html

May 17-18, 2024



Des Moines, Iowa



Routing Slip

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



BUNDLE AND \$AVE



Recycler Management System by Car-Part.com

- **Car-Part Interchange Plus (CPI+)**
Increase your sales with enhanced interchange for 100 parts integrated into the Checkmate Suite, Car-Part.com websites, and your website.
- **Car-Part.com Demand Data**
Bidmate, Partmate, and Checkmate use CPI+ based demand data from the industry's largest marketplace, Car-Part.com, to enhance buying, inventory, and sales.
- **Bidmate** - Car buying & evaluation tool
- **Partmate** - Part inventory & pricing tool
- **CrashLink** - OEM data, diagrams, schematics
- **Photomate** - Mobile inventory management
- **Profit Team Reports and Real Time Dashboards**
- **Order Trakker** - Production Tracking
- **Exchange Yards**
Integrated buying from other recyclers, Aftermarket and Reman suppliers
- **Car-Part Gold**
List your parts on Car-Part.com, Integrated Car Part Pro, Car-Part.com mobile app, Trading Partners, Exchange Yards, and your website
- **eBay Listing Manager**
Quickly identify parts that are good candidates for eBay, list your inventory on eBay using eBay's business policies, relist stale listings for improved visibility, and immediately synchronize your inventory with your eBay listings whether parts are sold in Checkmate or on eBay.

...and more!

859-344-1925 • Products.Car-Part.com



LEARN MORE

+ Schedule a
FREE Demo
and Savings
Comparison!





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 Sue.Schauls@gmail.com with a full color graphic when possible.

Executive Director

Sue Schauls
204 Alta Vista Avenue
Waterloo, Iowa 50703

Phone 319-290-7843
Sue.Schauls@gmail.com
www.SueSchauls.com



IAR's 2022-2024 Board of Directors

Jeremy Bevard President

Waterloo Auto Parts
Phone: 319-234-5207
JeremyB@waterlooautoparts.com

Mike Swift Vice President

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

Joel McCaw Treasurer

Ace Auto Recyclers
Phone: 319-338-7828
parts@aceautorecyclers.com

Pat Roof Secretary Immediate Past President

Pat's Auto Salvage
Phone: 319-232-0704
patsmail@patsautosalvage.com

Jodi Kunde Special Funds Manager

North End Auto Wrecking
Phone: 563-556-0044
NorthEndWrecking@aol.com

Jim Oldenburger

Aikey Auto Salvage
Phone: 319-266-4763
jimmy@aikeyautosalvage.com

Eric Piper

Piper's Auto Salvage
Phone: 800-247-9135
eric@piperautoparts.com

Tyler Theune

Vander Haag's, Inc DSM
Phone: 515-265-1451
tyler.theune@vanderhaags.com

Mitzi Waterbury

Sandhill Auto Salvage
Phone: 641-484-2057
parts@sandhillautosalvage.com

Past President Participants

Eric Piper

Spilman Auto Parts, Inc
Phone: 641-664-2463
eric@spilmanauto.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@iowatelecom.net



www.IowaAutomotiveRecyclers.com

Iowa Automotive Recyclers Members & Board of Directors Meeting

February 20, 2024 Teleconference

Members of IAR

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

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

Buck's U Pull It
Mason City, IA
www.bucksupi.com

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

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

High Country Auto
Cherokee, IA

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

Hulett & Son Auto Salvage
Creston, IA

The Iron Mine
Waukon, IA
<https://the-iron-mine.business.site>

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

Board of Director Members: Jeremy Bevard, Mike Swift, Pat Roof, Jodi Kunde, Tyler Theune and Sue Schauls.

Welcome from President Jeremy Bevard and Call to Order at 5:20 pm with roll call and approval of the notes from the previous meeting. An Anti-trust reminder was made.

Legislative discussion – ARA Hill Day is scheduled for April 10-11, 2024 in Washington DC. We will bring up the need to sell catalytic converters as a used part for discussion with ARA at Hill Days. Mike recapped the progress that Emil from ARA had made on discovering that used cats are not actually banned from sale. Used catalytic converters can be sold in the UK. One point to reinforce the argument is that ICE (Internal Combustion Engine) cars will be around for decades more and a good used catalytic converter is an economical repair option for consumers and good for the environment.

The DOT review notice did not raise any concerns.

NORTH END
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!

Iowa Automotive Recyclers Members & Board of Directors Meeting

February 20, 2024 Teleconference

Summer Outing – The first mailing will go out in the March/April newsletter along with a brochure and/or Save-the-Date notice. The agenda is still waiting for the URG contact to get back to Mike Swift. Mike wants to invite retired and past members. Anyone that wants to provide a home mailing address for past members please do so by the end of March so they may be included in the physical mailing. If home addresses are not available, the brochure can be forwarded via email or linked to the website events page at <http://www.iowaautomotiverecyclers.com/Events.html>

Pat Roof suggested we seek a speaker each year as a “Recycling Hero” to keynote address the group at the Summer Outing. Shannon Nordstrom was suggested but is unavailable as it is the same timeframe as the ARA President’s trip which is a Mediterranean Cruise this year.

Car-part and Hollander have confirmed speakers and it was decided that we will have a “Core Panel.” We have one more slot to fill before the agenda can be finalized. Vendor registration form has been posted on the website. Sponsor contact have been made.

Adjournment at 6:36 pm with a motion from Pat and a second from Jodi.
Motion passed.

Respectfully Submitted,
Pat Roof
Pat Roof, IAR Secretary

Meeting Schedule:

3rd Tuesday of the month at 5:15 pm for conference calls with quarterly face-to-face.

March 19, 2024 – 5:15 Conference call

April 16, 2024 – 5:15 Conference call

May 17-18, 2024 - Summer Outing Des Moines

Members of IAR

Jerry Carney & Sons
Ames, IA

www.CarneyAutoParts.com

John's Auto
Aplington, IA

www.aplingtonautobodyshop.com

King Automotive Salvage Center
Waterloo, IA

<http://kingsalvage.com>

Lambirth Enterprises, Inc.
Bussey, IA

Lambirthtruckspartsandtowing.com

Leon Recycling & Auto Parts, LLC
Leon, IA

www.LeonAutoParts.com

Lyle's Auto Salvage
Oto, IA

McChesney Auto
Somers, IA

www.mcchesneyauto.com

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>

Pat's Auto Salvage, LLC
Waterloo, IA

www.patsautosalvage.com

Piper's Auto Salvage
Bloomfield, IA

www.PiperAutoParts.com



**Recyclers
News
Press**

If you want to receive an email link to the digital version of the Recyclers News Press send an email to Sue.Schauls@gmail.com

The newsletter is published six times per year and available to any auto recycler upon request!

WWW.IOWAAUTORECYCLERS.COM



Iowa Automotive Recyclers Members & Board of Directors Meeting

March 19, 2024 Teleconference

Members of IAR

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

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

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

Tourniers Recycling Inc
Independence, IA
www.tourniersrecycling.com

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

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

Board of Director Members: Jeremy Bevard, Mike Swift, Joel McCaw, Pat Roof, Tom Snyder, Tyler Theune and Sue Schauls.

Welcome from Vice President Mike Swift, Call to Order at 5:24 pm, Roll Call, approve minutes from previous meetings and Anti-trust statement reminder.

Summer Outing – Speakers are mostly confirmed waiting for one more then brochure first mailing will go out. The newsletter will be updated and go to print. Try to hit everyone with 3-4 mailings and weekly emails to get attendance up. Sue will look into some unique swag such as ball caps, yeti type coffee mugs or charging pads.

The Saturday training will take place in the afternoon in hopes of getting more members to come in just for the day. Saturday, May 18, 2024, will start with a vendor trade show and lunch followed by training. The Saturday evening social event will take place at Sam's Riverside in Des Moines with a yard tour, BBQ, scholarship auction and dance party.

Vendor and sponsor registration are coming in the form is on the website events page at <http://www.iowaautomotiverecyclers.com/Events.html>

Mike Swift has been making special Member invites of retirees and past members. He has been successful in getting many friendly faces to commit to attending and everyone is looking forward to seeing past members that helped build the association.

A Board and Member meeting will be held on Friday, May 17, 2024, from 4:30 - 6:00 pm with a legislative discussion and a Recyclers Roundtable as the agenda. Our Lobbyist and Auto Data Direct will be asked to explain the game plan on an Iowa NMVTIS bill.



"Fast & Courteous Service"

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

☎ 515-265-5696
☎ 515-262-8860

www.trailsendauto.com
www.swiftautosalvage.com



1720 East Washington
Des Moines, Iowa 50316



Iowa Automotive Recyclers Members & Board of Directors Meeting March 19, 2024 Teleconference

Sue will attend ARA Hill Days in Washington DC April 9-11, 2024.

Respectfully Submitted,
Pat Roof
Pat Roof, IAR Secretary

Meeting Schedule:
3rd Tuesday of the month at 5:15 pm for conference calls with quarterly face-to-face.
April 16, 2024 – 5:15 Conference call
May 17-18, 2024 - Summer Outing Des Moines
June 18, 2024 – 5:15 Conference call
July 16, 2024 - – 5:15 Conference call
August or September Face-to-face meeting Des Moines

Members of IAR

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

Waterloo Auto Parts
Waterloo, IA
www.WaterlooAutoParts.com

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

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

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



BUYERS, PROCESSORS, AND REFINERS
OF CATALYTIC CONVERTERS

www.accurateconverter.com
(602) 603-2650
Dan@accurateconverter.com



Iowa Auto Recyclers Summer Outing

May 17-18, 2024

Des Moines, Iowa



www.IowaAutomotiveRecyclers.com

To register \$150 per Direct Member Yard

\$150 per person Non-Member

Trade Show Exhibitor Space \$750

Prairie Meadows Hotel & Casino, Altoona, Iowa \$159 per night

1 Prairie Meadows Dr, Altoona, IA 50009 [\(515\) 967-1000](tel:5159671000) book by May 1st

<https://book.rquest.com/wbe/group/1609/PrairieMeadowsRacetrackandCasino/auth>

Group Code: AAUTOREC0524

Password: 863013105

Registration

Email to: IowaAutoRecyclers@gmail.com

Send to: Iowa Auto Recyclers, 204 Alta Vista Ave, Waterloo, IA 50703

Company Name: _____

Address: _____ Phone: _____

City, State & Zip: _____

Contact's Email: _____ Attending Training

Attendee Name: _____ Attending Training

Attendee Name: _____ Attending Training

Attendee Name: _____ Attending Training

Attendee Name: _____ Attending Training

Member Registration\$150 per yard

Non-Member Registration\$150 per person

Trade Show Exhibitor \$750 per booth

Event Sponsorship with signage \$ _____

Total Enclosed or Invoice \$ _____

Credit Card # _____ expire _____ csc _____

Name on credit card _____ Zip _____

3.99% will be added to the total invoice amount for credit card processing

New Online Auction!

Benefitting the IAR Scholarship Fund

<https://iowaautorecyclers.betterworld.org/auctions/iowa-auto-recyclers-2024-summer>

Checkout the vintage auction donations from Charlie Brown's Auto & Truck Parts

Special thanks to Mike Swift for coordinating with Doug & Dennis Brown for these fun unique auto recycling items.

Want to add a donated item to the auction? Send us a photo! Contact Sue or Mike for more information.



New Online Auction!

More information at

www.iowaautomotiverecyclers.com

30th
YEAR
ANNIVERSARY

UCC UNITED CATALYST CORPORATION

A PROCESS YOU CAN TRUST.

Catalytic Converters • ECUs • Hybrid Batteries



Subscribe Today!

PGM DAILY DOUBLE

- PGM prices DIRECT to your phone twice daily - It's Free!
- Get market prices for Platinum, Palladium, and Rhodium twice each business day.

Text

"DAILY" to:
844.713.PGMS (7467)

Iowa Automotive Recyclers Summer Outing May 17-18, 2024 – Des Moines, Iowa

AGENDA

FRIDAY, May 17, 2024

4:30 – 6:00 pm Board of Directors & Membership Meeting – Recyclers Roundtable

6:30-9:30pm Vendor Reception & Trade Show

SATURDAY, May 18, 2024

Trade Show & Lunch 9:30-11:45 am

Annual Iowa Auto Recycler Summer Outing **TRADE SHOW EXHIBITION**

9:00-12:30 Registration Open

Speaker Agenda

11:45 am—12:30 pm

Car-Parts.com THERESA COLBERT

eCommerce Do's and Don'ts

12:30—1:15pm

Hollander AMANDA URBAN

Areas of Focus for Success on Ebay

15 minute break

2:00—2:45 pm

URG AMANDA MORRISON

URG Resources to Enhance Sales

2:45—3:30 pm

ALEX ESLINGER, Accurate Converter Recycling, ZACH JORDAN, Legend Smelting & Recycling, TERRY BILYEU, Evolution Driveline and KEVIN STOLL, Critical Materials Recycling (CMR)

Moderators: Jeremy Bevard & Mike Swift

Core Selling Panel Discussion

Saturday Evening Social Event – BBQ – Auction – Dance

Sam's Riverside Auto and Truck Parts and Salvage 3900 Vandalia Rd, Des Moines

4:30 pm Yard Tour at Sam's Riverside

5:30 pm Dinner and Scholarship Auction (bring your donated items)

8:00 – 11:30 pm Band and Dancing and revelry!



Iowa Automotive Recyclers Summer Outing

May 17-18, 2024 – Des Moines, Iowa

Theresa Colbert

Theresa Colbert is an on-the-ground representative for Car-Part.com. She works with auto recyclers to help them decide which products in the Car-Part suit their needs and shows them how they can optimize their part listings for online sales through eBay, brokering, and trading partners. She also stresses the value of online sales in our current marketplaces. Theresa has been with Car-Part.com for over 10 years. With over 25 years of industry experience, she has seen the auto recycling world from almost every point of view. She speaks at industry trade shows and writes articles in The Recyclers Power Source, the Toolbox, and several state association publications.

Session: 11:45 pm eCommerce Do's and Don'ts by Theresa Colbert

Ecommerce is an important aspect of selling more auto parts. Whether you're an ecommerce novice or a seasoned pro, you've heard hundreds of tidbits to help you sell more. And while having a lot of information is a good thing, finding the right advice to boost your success will enhance sales quicker. Learn the Do's and Don'ts of eCommerce selling to maximize your sales.

Amanda Urban

As an ebay Sales Specialist at Hollander, Amanda helps new sellers get acquainted with ebay, maintain ebay best practices, optimize sales and stay up-to-date on the ever-changing online-parts marketplace. Prior to joining the Hollander team, she was an ebay Top Rated Powerseller for ten years which was split between selling new and used motorcycle parts and new auto parts.

Session: 12:30 pm Areas of Focus for Success on eBay by Amanda Urban - Solera/Hollander

Receive live demos on how to use eLink and eBay tools together to increase your visibility on the eBay marketplace. Topics include how to best handle stagnant listings, how to avoid pricing yourself out of the local market on freight items while not risking profit loss due to shipping fees and how to reduce your competition while getting more \$ for your parts!

Amanda Morrison

Amanda Morrison is the Director of Vendor and Member Relations at URG. She graduated from Montana State University-Bozeman in 2013 with a Business Administration degree, majoring in Marketing and Management and minoring in Small Business Management. Amanda joined URG in March 2019. Her joy lies in working closely with URG members and is fueled by her enthusiasm for their business growth, efficiency improvement, and profit maximization.

Session: 2:00 pm Connect & Prosper with URG Membership Benefits by Amanda Morrison

URG products and services can enhance sales in many ways through business networking, tiering and eCommerce solutions. Reviewing URG membership benefits will identify the solutions to your sales issues.

Alex Eslinger, Accurate Converter Recycling,
Zach Jordan, Legend Smelting & Recycling,
Terry Bilyeu, Evolution Driveline and
Kevin Stoll, Critical Materials Recycling (CMR)

Session: 2:45 pm Core Selling Panel Discussion & Roundtable Moderators: Jeremy Bevard & Mike Swift

Panelist with a wide range of knowledge on a wide range core parts will present their respective areas of interest and host a roundtable discussion on core selling for maximized profits. Core means so much more and these parts, like all auto parts, are an everchanging market based on new car technology and supply chain shortages pushing demand for domestic recovery of materials and parts for remanufacturing.

Join Iowa Automotive Recyclers Today!

Iowa Automotive Recyclers Membership Application



Company Name: _____

Contact Person & Title: _____

Address: _____

City, State & Zip: _____

Email: _____

Website: _____

Telephone: _____

Direct Membership Dues \$350 Iowa auto recycling facilities
(Iowa business which dismantles and sell used automotive parts)

Associate Membership Dues \$250 Out-of-state auto recyclers and product or service providers
to the auto recycling industry.

Enclosed is my IAR annual membership check:

Signature _____

Date: _____, 20____

Membership is subject to approval by the IAR Board.

Please return form and the membership dues to:

Iowa Automotive Recyclers –204 Alta Vista Ave Avenue – Waterloo, Iowa 50703

Contact Executive Director Sue Schauls at Sue.Schauls@gmail.com
or Phone 319-290-7843

Associate Members

Accurate Converter
Joliet, IL
www.AccurateConverter.com

Aljon by C&C Manufacturing
Ottumwa, IA
www.candcmfg.net

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

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

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

Buckingham Auto Crushing
Leon, IA

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

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

Hollander
Plymouth, MN
www.HollanderParts.com

Hotlines, Inc.
Council Bluffs, IA
www.partshotlines.com

IIADA
West Branch, IA
www.iowaiada.com

Iowa Metal Recycling
Evansdale, IA
www.iowametalrecycling.com
Legend Smelting
& Recycling
Joliet, IL
www.LegendSmelting.com

LKQ Corporation
Chicago, IL
www.LKQCorp.com

LMC Insurance
Des Moines, IA
www.lmcins.com

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

S & L Auto Parts, Inc.
Newton, IA

Sheetz Towing
Evansdale, IA

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

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

United Catalyst Corp
Greenville, SC
UnitedCatalystCorporation.com



Call for a quote today!

319-233-5238

212 N Evans Road
Evansdale, IA 50707
office@IowaMetalRecycling.com
IowaMetalRecycling.com

Locally Owned & Operated

Industry News

ARA and URG Revolutionize Professional Automotive Recycling Industry with Gold Seal Quality Assurance Certification



"ARA and URG working closely together has been on my radar for years, and now in a cooperative effort it is going to happen," said Shannon Nordstrom, longtime Chair of ARA's Certification Committee and current ARA Second Vice President. "This agreement starts the path, using the foundation of ARA's long established Certification program, combined with the great work in this arena that URG has done through the years to create this new combined Quality Assurance program. ARA and URG will promote the new program together as one! With these organizations working together our goal is to create a legacy of excellence for the quality parts and service that automotive recyclers provide all consumers in the automotive repair industry, both mechanical and collision."

United Recyclers Group (URG) and Automotive Recyclers Association (ARA) proudly announce a groundbreaking collaboration aimed at redefining industry standards: the launch of the Gold Seal Quality Assurance Certification for professional automotive recyclers. This initiative, unveiled at the recent United Recyclers Group Annual Conference hosted with Team PRP, merges URG's 9000 certification and the Gold Seal certification established by ARA and signifies a monumental leap forward in quality assurance within the automotive recycling sector.

The Gold Seal Quality Assurance Certification program represents a transformative moment in industry collaboration and excellence. By pooling their expertise and resources, URG and ARA have developed a unified framework that ensures consistent quality and reliability across automotive recycling operations nationwide.

"With a shared commitment to excellence, URG and ARA are working side by side to drive positive change within our industry," said Kristi Werner, CEO at URG. "This joint effort marks the beginning of a new era in automotive recycling."

Designed to garner recognition across key sectors including insurance, collision, and mechanical industries, the Gold Seal certification program reflects a collective dedication to advancing industry best practices and standardization.

The journey towards this milestone has been

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@cagworld.com

www.cagworld.com



**CASUALTY
ADJUSTER'S GUIDE®**

Claims • Disaster • Recovery



Industry News

ARA Members Return to Capitol Hill



marked by unwavering dedication from representatives of both organizations. Over the past six months, leaders from ARA's Executive Committee, and members of the URG Board have worked tirelessly to bring this vision to fruition.

"This partnership underscores the power of unity within our sector," remarked Kristi Werner. "By leveraging our combined expertise and resources, we can establish a new benchmark for quality assurance in automotive recycling."

For further information about the Gold Seal Quality Assurance Certification Program and the collaborative efforts of URG and ARA, please contact Kristi Werner or Sandy Blalock.

ARA Members Return to Capitol Hill

ARA members from across the country were in Washington, D.C. last week to participate in ARA's Hill Day event. It was an enthusiastic return to the halls of Congress for many returning attendees and a great learning experience for several new participants.

Meetings took place with federal legislators on topics such as catalytic converter theft, specifically the importance of the PART Act (H.R. 621/S.154), a bill that ARA has worked with other stakeholders to pass that would prevent the theft of catalytic converters from motor vehicles.

Another top legislative priority that ARA members discussed at their Hill appointments was policy to promote the reuse and repurposing of end-of-first-life BEV batteries – particularly policies that provide vehicle owners with accurate state of health.

"All of the attendees I've spoken to said they had a great experience," said Chair of ARA's Government Affairs Committee, Slater Shroyer. "We had several productive meetings and plan to follow up over the

next few weeks. Anyone who would like copies of the issue briefs can contact the ARA office. I would like to thank everyone involved in the planning and execution of this event. The ARA staff and event planning team deserve a ton of credit for pulling this together."

Networking and opportunities to connect with other ARA members were an important part of the program. All enjoyed taking in the special sights during a tour of the national monuments. Stay tuned for a more detailed wrap-up of the event in the next edition of Automotive Recycling magazine.



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

Industry News

ISRI Rebrands as The Recycled Materials Association



Recycled Materials Association

Sustainable. Resilient. Essential.

After more than 35 years as the Institute of Scrap Recycling Industries (ISRI), the trade association has rebranded as the Recycled Materials Association (ReMA), unveiling its new name and logo during the closing general session of the [ISRI2024](#) Convention and Exhibition in Las Vegas.

The organization's new identity includes the new tagline—Sustainable. Resilient. Essential.—which emphasizes the industry's core benefits to society and attributes, ReMA says, noting the recycled materials industry is sustainable by helping protect the environment, resilient by providing materials that strengthen the economy and essential by ensuring the things we need are there to make everyday life better.

"From everyday items to our essential infrastructure, recycled materials power the manufacturing supply chain that makes our economy stronger, our planet more sustainable and our lives better," ReMA President Robin Wiener said. "Our new name, the Recycled Materials Association, clearly and accurately describes who we are as an organization and who we represent. I am excited to unveil our dynamic new name and logo to stakeholders around the world."

<https://www.isri.org/news-publications/news-details/2024/04/18/isri-rebrands-as-the-recycled-materials-association>



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 38+ states

For additional information, visit [ADD123.com](https://www.add123.com)
or contact us at salvage@add123.com

 **AutoDataDirect, Inc.**

Industry News

.EPA bans last form of asbestos used in United States

The US Environmental Protection Agency said Monday that it is taking a "historic" step by banning ongoing uses of asbestos, which has long been linked to multiple types of cancer.

The final rule applies to chrysotile asbestos, the only form of asbestos currently being used or imported to the United States. This type of asbestos is used in car parts such as aftermarket automotive brakes and linings and other vehicle friction products and gaskets.

It is the most common type of asbestos used in the world. It's been banned in 50 other countries.

The EPA set different deadlines for different industries to transition away from asbestos.

For the auto industry, for brakes, linings, other vehicle friction products and gaskets, the ban goes into effect six months after the date of the final rule, which is 60 days after it appears in the Federal Register.

Consultancy foresees ferrous scrap shortage

In a Recycling Today article "Generators and processors of steel scrap who have seen prices stagnate or fall for the past six months may wonder when ferrous scrap will truly be in short supply, but a global consulting firm says that time is coming.

Four analysts with Boston Consulting Group (BCG) have written a report for the firm titled "Shortfalls in Scrap Will Challenge the Steel Industry."

The firm says its calculations show that by 2030, a current 9 million metric ton steel scrap surplus will become a 15 million metric ton deficit.

The authors say steel companies already have started to focus on locking in consistent supplies, perhaps by acquiring scrap yards and by using new recycling technologies and consolidation.

The report also suggests government policymakers should explore strategies to address the "impending shortage," such as by incentivizing scrap recycling through tax and fee breaks.

By the numbers, BCG says its analysis found global scrap demand will increase at about a 3.3 percent compounded annual growth rate (CAGR) in the next eight years while supply will rise at closer to a 3 percent CAGR."

RECYCLING TODAY ARTICLE

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 specific training material to make your Safety Program easy!



**CALL SUE NOW TO SUBSCRIBE 319-290-7843
ONLY \$299 PER YEAR!**



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



Industry Update

From the Automotive Recyclers Association

ARA Announces White Paper

Why Battery Testing is Critical for the Transition to Electric Vehicles

ARA is excited to announce the publication of a white paper in collaboration with ReJoule titled *"Why Battery Testing is Critical for the Transition to Electric Vehicles."*

The paper explores how testing will be the key to ensuring a circular economy for electric vehicles by allowing automotive recyclers to put EV batteries to their highest and best use.

Download at <https://www.a-r-a.org/ara-rejoule-battery-testing-white-paper.html>

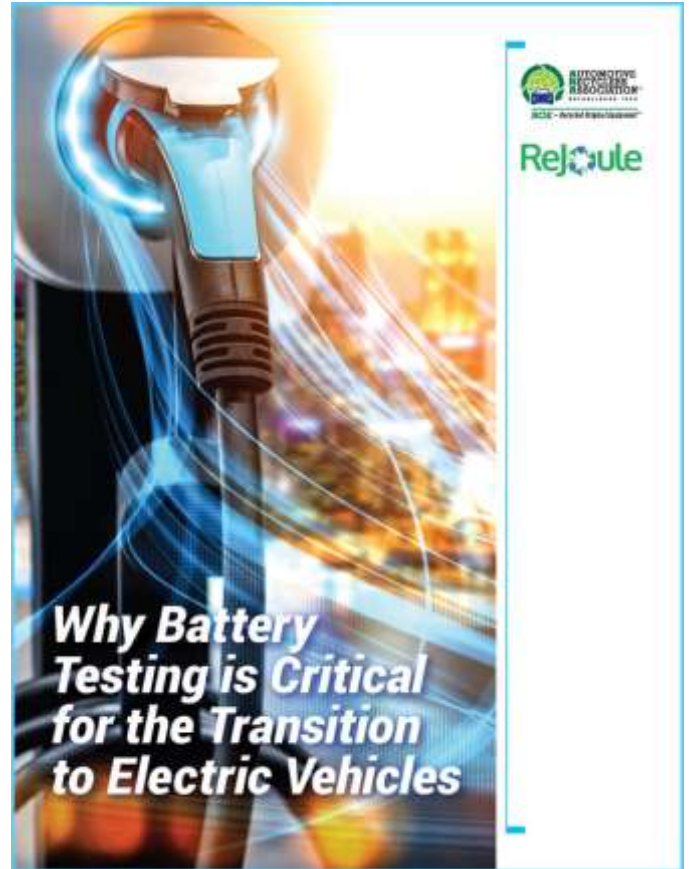
ARA ToolBox Available to all!

Find the online home of ARA's publications at AutoRecyclingNow.com – industry articles available publicly from Automotive Recycling magazine and premium content and archives available only to ARA Members, and the current issue of Toolbox is available to all!

Updating Recycled Parts Guide

ARA's Interchange Committee is working to update the Recycled Parts Guide and as part of that project, recently reviewed several dozen parts that are either missing from the Guide and/or by default were graded as a mechanical part.

The Committee has suggested grading out for review to the general membership on the ARA website. Please click below to see the proposed grades for this subset of parts. Does this approach make sense? Other comments or suggestions? Send your input to ARAPI@a-r-a.org.



SAVE THE DATE!



**RENO
2024**

**WHY
GAMBLE
WITH YOUR
FUTURE?**

October 23-26, 2024 • Peppermill Resort • Reno, Nevada
81st Annual ARA Convention & Expo



DAVID HESMER

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., P.O. Box 264
Marshalltown, Iowa 50158
www.action-auto-parts.com

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

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

Cale Hermiston ext 114

Mike Mowery ext 123

Mike Wycoff ext 121

225 10th Avenue SE

Spencer, IA 51301

www.shinebros.com



Sue Schauls
Iowa Auto Recyclers
204 Alta Vista Avenue
Waterloo, Iowa 50703

LEGEND

SMELTING AND RECYCLING

THE ART AND SCIENCE OF
CATALYTIC CONVERTERS



We are one of the largest catalytic converter processors in North America!

At Legend, we offer a comprehensive range of services for catalytic converter materials including grading, cutting, milling, and assaying, all within a single facility. Our customers benefit from an industry-leading database built with our state-of-the-art, in house wet lab. With 11 locations and growing, we are well-equipped to service recycling companies throughout the United States.

Iowa Contact

Zach Jordan
515.322.0426



LegendSmeltingRecycling.com

Corporate - Hebron, OH

Main Number
740.928.0139