



SUMMER OUTING

May 29-30, 2015
Des Moines

Prairie Meadows
Casino Hotel &
Conference
Center



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

Don't miss this exciting opportunity, the ***Iowa Automotive Recyclers*** will host the annual SUMMER OUTING in Des Moines, Iowa on May 29-30, 2015 at the Prairie Meadows Casino Hotel and Conference Center. The event kicks-off on Friday, May 29th with the trade show opening at 6:30 pm and continues on Saturday, May 30th with a full day of seminars, training workshops and trade show exhibits.

A Lifetime Achievement AWARDS LUNCHEON on Saturday (11am—1 pm) will honor the association founders, John C and Ruth Vander Haag.

The program will honor the Vander Haag's vision, dedication and service as the guiding principles in the past, present and future of the Iowa Automotive Recyclers.



REGISTRATION

Visit www.IowaAutoRecyclers.com for registration information

Hotel Reservations

\$104 per Night Conference Rate

Prairie Meadows – 1 Prairie Meadows Drive, Altoona, IA 50009 **(515) 957-3000**

<http://www.prairiemeadows.com/>

Mention Iowa Auto Recyclers Event to get discounted rooms!

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 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

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

TRADE SHOW & DINNER BUFFET

Saturday 3:00 pm – 6:00 pm

6:00 – 9:00 Scholarship & PAC *AUCTION* and Entertainment

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!

Visit www.IowaAutoRecyclers.com for registration information

VANDER HAAG AWARD LUNCHEON

In 1939, John C. Vander Haag's father started Southside Junkyard in Sanborn, Iowa. It was a great place for a 7-year-old boy to explore. "I pulled out an old washing machine engine and thought I would use it to make a go-cart," Vander Haag said. But there were no smooth streets in Sanborn and it didn't work out.

Vander Haag still has the engine though. It is on display in Vander Haag's Yesterday's Memories Museum in Sanborn. The museum fills two buildings as well as a "reborn" 1932 Phillip's 66 gas station. Vander Haag's business card says he is "Working my way through retirement." With his wife, Ruth, they operate the museum. The buildings overflow with history as does the Iowa Automotive Recyclers association when it comes to the Vander Haags.

Vander Haag eventually took over the salvage business from his father, and has since passed it on to his sons. While he operated it he switched the salvaging from cars to trucks. Now headquartered in Spencer, Iowa, Vander Haag's, Inc. has six locations in the Midwest. Vander Haag's Inc. has been around for nearly 75 years and they are committed to providing the best customer service in the industry.

In 1957, after attending the National Auto Truck Wreckers Association conference and seeing the benefits of belonging to an associ-

ation, Vander Haag came home with the idea to start an Iowa association. On December 19, 1957 at the Hotel Fort Des Moines, John C Vander Haag started the *Iowa Truck Wreckers*

Association. After a rough start Vander Haag re-grouped the association on March 6, 1965 under his direct supervision with a trusted group of Board of Director and with the help of his wife Ruth. A culture formed that truly set the tone for the future success of the association. In keeping with the times another name change was instituted on August 27, 1977 to the *Iowa Automotive Dis-*

mantlers and Recyclers Association. On March 4, 1991 the association changed to the present name *Iowa Automotive Recyclers*, proving if nothing else we are willing to adapt! The ability to adapt and a strong network of recyclers is likely key to the many successes the association has realized over these past 57 ½ years.

The vision, dedication and service given by John C and Ruth Vander Haag have had an enduring impact on the Iowa Automotive Recyclers. That legacy will be honored this year at the annual Summer Outing.



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

**To attend the luncheon only
PLEASE REGISTER
using the registration form**

SMART SHIPPING with STEVE HAAS SAV TRANSPORTATION GROUP

For some recyclers, shipping is viewed as an opportunity - for others a necessary evil, but no matter how you view it, the carriers that you've selected to deliver your parts serve as the final point of interaction between your company and your customers.

During this informative session, Steven P. Haas (of SAV Transportation Group) will reveal insights and strategies that will help you develop a "SMART SHIPPING" program.

He'll bring you up to speed on today's current carrier climate; explain how carriers are taking advantage of shippers within that environment and a share few things they can do to avoid being taken advantage of.

In addition to this he'll share TEN SIMPLE STRATEGIES to eliminate complexities and cost along with a handful of "best practices" that will help you develop effective winter shipping fundamentals.

When it's all said and done, you'll be able to streamline your operation, optimize your shipping opportunities and free up your sales team to do much more selling!

WHO SHOULD ATTEND?

Owners and General Managers
Shipping and Warehouse Personnel
Counter professionals who quote and/or
move freight
e-Commerce Parts Providers (for new,
used and aftermarket parts)



WHAT EXACTLY WILL THEY LEARN?

How to arrive at an effective carrier mix
How to get the most out of your carrier relationships
Where and how your carriers are making their money
TEN critical shipping mistakes and what to do to avoid them
How to streamline the claims process and avoid costly and unnecessary up charges

ABOUT YOUR INSTRUCTOR

Steven P. Haas serves as the Director of Managed Solutions for the SAV Transportation Group. He is a board-certified marketing professional, a seasoned sales trainer and holds a master's degree in electronic commerce.

ABOUT THE SAV TRANSPORTATION GROUP

Initially founded in 1987, The SAV Transportation Group is a 3rd Party Logistics Company that provides, strategic sourcing, supply chain strategy and a variety of mode-management solutions.

They operate an independent fleet, a comprehensive brokerage and a progressive e-commerce division and are a direct provider of truckload, partial truckload, and Less-than-truckload (LTL), services. They have been recognized as "Innovators of the Year" by Heavy Duty Trucking Magazine and their **VIRTUAL SHIPPING ASSISTANT™** has been installed in over 5000 new, used and aftermarket parts outlets.

Li Ion Battery Shipping HazMat like Airbags (tentative)

New Regulations on Shipping Lithium Batteries

New regulations on shipments of lithium batteries took to the road starting February 6, 2015. The Pipeline and Hazardous Materials Safety Administration (PHMSA), in coordination with the Federal Aviation Administration (FAA), will now be requiring mandatory compliance that significantly reduces the exception allowances for shipping lithium batteries, which are potentially dangerous if not safely packed and handled when transported. With new battery packaging, marking, and labeling requirements as part of this revised rule.



Exceptions for small and medium lithium battery types are sizably less, and most lithium batteries became regulated class 9 hazardous materials when offered for ground transportation. This new requirement means that many types of small lithium batteries that were exempt from the regulations will now require the use of UN performance packaging, hazard class labeling and expanded documentation requirements.

Once the battery has been removed from the vehicle and discharged:

1. Store the battery's components in a building or under shelter so that batteries are kept dry and not exposed to high temperatures.
2. Protect battery's components from being damaged (e.g. crushed or punctured).
3. It is recommended to ask about the specific packaging requirements for battery shipments to the recycler who will be receiving the battery components in order to avoid inappropriate repacking/stacking of the batteries.
4. Batteries should be sorted by type. Keep lead acid batteries, NiMH batteries, and Li-Ion batteries separated from each other (e.g. separate pallets or storage locations).

Shipping information provided by <http://elvsolutions.org/wp-content/uploads/2014/10/2014-Fusion-HEV-Battery-Removal-Guide-Final.pdf>

**9:00— NMVTIS
REPORTING**

**9:35— ELECTRONIC
LIEN CHECK**

**10:05— SMART
SHIPPING**

Packaging and Transport The U.S. Department of Transportation (DOT) outlines packaging and shipping requirements for Li-Ion batteries. Certain exceptions on packaging and transportation regulations for large format Li-Ion batteries may be found in 49CFR 173.185 (d) and (g). Make sure that the shipping paperwork is filled out correctly and that the shipment is properly labeled per federal, state, and local laws and regulations. Check to make sure that you are complying with any recordkeeping requirements. Only certified hazardous material shippers should offer transport of a hazardous material. Generally, under U.S. DOT regulations, Li-Ion batteries are usually considered a dangerous good and regulated as hazardous materials when transported. Li-Ion batteries are classified as Class 9 hazardous material. Batteries for recycling should be shipped by ground or vessel only. Do not ship batteries for recycling by air.

SUMMER OUTING Attendee & Sponsor REGISTRATION FORM

May 29-30, 2015

Des Moines Iowa area

Prairie Meadows Conference Center
1 Prairie Meadows Drive - Altoona, IA 50009

Company Name: _____

Contact Person: _____

Friday Evening Buffet Saturday Award Luncheon Saturday Evening Buffet

Other Attendee Name: _____

Friday Evening Buffet Saturday Award Luncheon Saturday Evening Buffet

Other Attendee Name: _____

Friday Evening Buffet Saturday Award Luncheon Saturday Evening Buffet

Address: _____

City, State & Zip: _____

Phone: _____ Email: _____

IAR Member Registration fee\$99 per yard

Award Luncheon ONLY Member No Charge

Add \$20 per person for registrations after 05/15/2015

Non-Member Registration fee\$99 per person

Award Luncheon ONLY Non-Member\$33 per person

Event Sponsorship (optional)\$500

Total Enclosed \$ _____

Make registration check payable & send to:

Iowa Automotive Recyclers

2214 Regal Avenue

Waterloo, Iowa 50702

SUMMER OUTING Vendor Booth & Sponsor REGISTRATION FORM

May 29-30, 2015

Des Moines Iowa area

Prairie Meadows Conference Center
1 Prairie Meadows Drive - Altoona, IA 50009

Company Name: _____

Contact Person: _____

Additional attendee Name: _____

Address: _____

City, State & Zip: _____

Phone: _____

Email: _____

PLEASE send a half page company profile to run in advertising & the newsletter by April 20th.

Trade Show Booth \$425

Event Sponsorship \$500

Friday Appreciation dinner for Vendors – Sponsored by Iowa Auto Recyclers
Saturday Awards Banquet – Sponsorships available

Total Enclosed \$ _____

Booth is 10x10 with one draped 8' table with two chairs with pipe & drape backdrop.
Electricity & WiFi is included. Meals are included with Booth fee or Sponsorship.



Make registration check payable & send to:
**Iowa Automotive Recyclers
2214 Regal Avenue
Waterloo, Iowa 50702**

ELECTRONIC LIEN CHECK with CLAY WINTERBOER

The [Iowa Department of Transportation Motor Vehicle Division](#) began their ELT (Electronic Lien and Title) system in June 2013 with a single pilot lender. In March 2014, Decision Dynamics became an approved service provider for the Iowa ELT program.

The ELT program changes the lien and title process for lenders (bankers, credit unions, dealers, and other financial institutions) as lenders no longer need to store and file paper titles. The Iowa ELT program optionally allows titles to remain electronic after lien release. Lienholders can also convert their existing paper titles to ELT.

What is the Electronic Lien and Title Program? The Electronic Lien and Title Program allows the IA MVD and a lending institution (lienholder) to exchange vehicle and title information electronically. This electronic transfer of information eliminates the need to print and mail paper titles. Both the lienholder and the MVD reap the benefits of lower costs in processing, mailing, filing and retrieving paper titles.

Be prepared to conduct electronic lien checks in anticipation of an Iowa NMVTIS system and an affidavit system for purchasing scrap vehicles from the rightful owner without titles once lien check have been complete. The bills have passed the Iowa House and Senate and may be signed in to law by the Governor. Be Ready.

Clay Winterboer will provide hands-on training with a short demonstration on conducting lien check on the system in the most efficient manner. To participate in the hands-on workshop please register with the Iowa DMV for access to the system at: **FROM THE DOT.GOV HOMEPAGE** select VEHICLE SERVICE FORMS to download the [Privacy Act Agreement for Request of Motor Vehicle Record\(s\)](#) **FORM 431069 in pdf format**. Bring a mobile device to practice in the session.

The screenshot shows the Iowa Department of Transportation website. The main navigation bar includes links for HOME, ONLINE SERVICES, TRAVEL, DRIVERS/VEHICLES, BUSINESS, FORMS, and ABOUT. A search bar is located on the right. The main content area features three large, colorful buttons: an orange button for '24/7 ONLINE SERVICES' (Get Iowa DOT services online, anytime), a blue button for 'TRAVEL' (View Iowa travel conditions, construction and traffic cameras), and a green button for 'DRIVERS/VEHICLES' (Renew Iowa driver's license, find renewal sites or register vehicles). Below each button is a 'GET IT NOW', 'PLAN AHEAD', or 'TELL ME MORE' link. The footer contains copyright information and social media icons. The Windows taskbar at the bottom shows the date as 3/21/2015 and the time as 3:13 PM.

NMVTIS REPORTING with JAY SVENDSEN AUTO DATA DIRECT

“All auto recyclers, salvage yards, and junk yards were required to begin monthly reporting of salvage vehicle data to NMVTIS on March 31, 2009.” Said the *DOJ*

National Motor Vehicle Title Information System (NMVTIS) salvage reporting requirements. All businesses handling five or more junk or salvage vehicles per year must reported specific information about those vehicles to the national database, and enforcement is ongoing. Reporting is required in every state. Affected businesses include:

Vehicle recyclers, Scrap vehicle shredders, Scrap metal processors, Pull- or pick-apart yards, Salvage pools, Salvage auctions, Auto brokers, Tow companies, Used auto dealers, Vehicle re-marketers, Body shops, Auto wholesalers and Auto import/export companies

For each junk, salvage or total loss vehicle handled, businesses must provide:

- The business name, address and contact information
- The VIN
- The date the vehicle was obtained
- From whom the vehicle was obtained
- If the vehicle was or will be crushed, sold or used for parts
- Whether the vehicle is intended for export.

Auto Data Direct set-up a promo code of "IA2013" for IAR members and referrals from IAR. **This code saves \$50 off the registration at sign-up.** Enter the code at sign-up in the promo code box. Once signed-up, call Auto Data Direct customer service and receive help with the first few VIN entries to clear up any confusion.

NMVTIS reporting is done through approved NMVTIS service providers. There are four reporting methods available, including Auto Data Direct's free NMVTIS reporting service. Visit ADD's website www.add123.com for information on reporting details and service options.

Enforcement. According to the Department of Justice enforcement efforts will focus on reporting since April 2009 (when requirements became mandatory) as well as current reporting. Enforcement begins with the issuance of a non-reporting warning letter that gives the affected business 30 days to become fully compliant with NMVTIS regulations. If the business is not fully compliant (dating back to 2009) within 30 days, a Notice of Penalty letter is mailed, indicating the fine assessed. Failure to report to NMVTIS as required may result in assessment of a civil penalty of \$1,000 per violation. Failure to report 100 junk or salvage automobiles could result in a civil penalty of \$100,000. DOJ is not obligated to perform a site visit or provide additional time to provide data or correct reporting deficiency before imposing any penalty.

**9:00— NMVTIS
REPORTING**

**9:35— ELECTRONIC
LIEN CHECK**

**10:05— SMART
SHIPPING**

**More information is available on the NMVTIS website at
www.vehiclehistory.gov**

I-CARE WORKSHOP

with SUE SCHAULS

1:00 PM

Storm Water Pollution Prevention Plan (SWPPP) and Inspection Requirements

Storm Water Permit inspections are not only happening more frequently but tend to be more in-depth than in previous eras. This session will review the components of your Storm Water Pollution Prevention Plan or SWPPP and the inspections, training and logging requirements you may be missing. Don't get caught unprepared!

1:15 PM

Storm water sampling Training

Storm Water Sampling is required annually in Iowa and quarterly in some surrounding states. This session will review and demonstrate sampling techniques and discuss future sampling parameters per the EPA recommendations. Now is the best time to implement BMPs or Best Management Practices to lower toxicity for future more stringent sampling requirements with benchmark limitations.

1:30 PM PARTS WASHING

Wastewater management issue from aqueous parts washing and power washing whether on city sewer or septic are creating inspection headaches throughout the state and the country. Compliance requirements you must know will be reviewed in this session with some low cost options for best disposal options for wastewater from parts washing.

1:45 PM

SPILL PREVENTION CONTROL AND COUNTERMEASURE (SPCC)

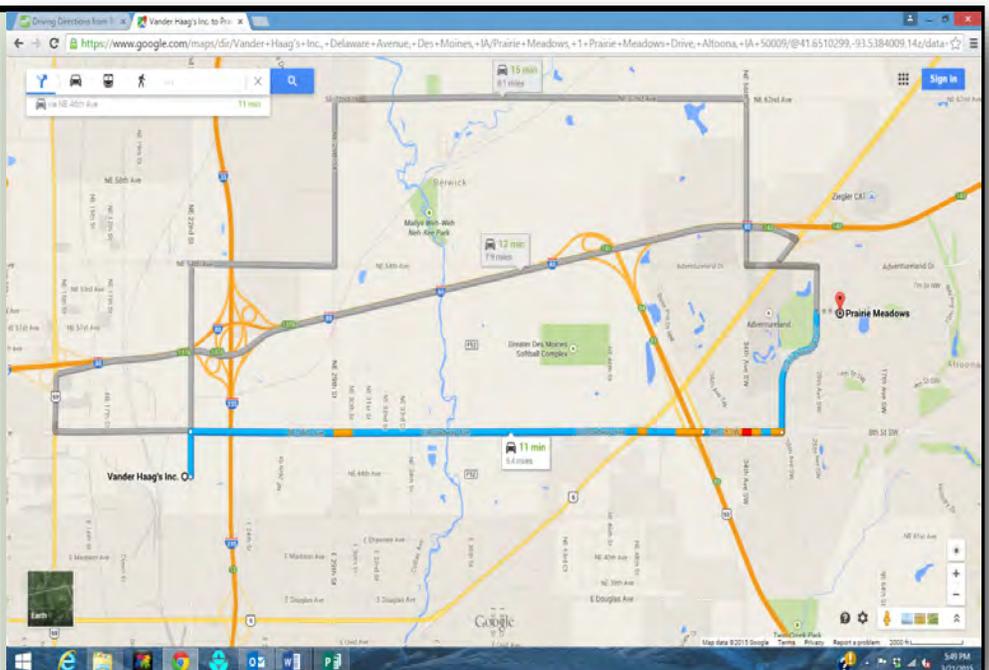
Now is the time to update and/or develop your Spill Prevention Control and Countermeasures plan for the storage of gasoline, diesel, used oil and all petroleum products both new and used. Walk through a tank inventory process to determine if an SPCC is required and if your secondary containment is up to par. Fuel and oil storage container compatibility will also be discussed to meet "tank integrity" requirements.

**VANDER HAAG
DES MOINES
FACILITY**

4444 NE 22nd Street

SITE TOUR

1:00 TO 3:00 PM



I-CARE WORKSHOP

with SUE SCHAULS

I-CARE



Iowa Certified Automotive Recyclers Environmental Program

2:00 PM SAFETY PROGRAM REVIEW HAZ COMM UPDATE on MSDS to SDS Conversion

The Safety Subscription program is working! Are you subscribed? Are you conducting the training? Is it time to delegate and let someone else at your facility become Safety Supervisor? The most important aspect of your safety training program is consistency. The NEW HazComm rules has mandated your MSDS be converted to the SDS format but where are all the new SDS? How will you make the June 2015 to June 2016 deadlines? This session will review the requirements and help you take the easy way to safety compliance.

2:30 PM AIR BAG TRAINING HAZMAT SHIPPING CERTIFICATION

Hazardous Material or HazMat shipping certification is required once every three years for workers designated to pack HazMat for shipping. Airbags and seatbelts are HazMat parts shipping from used auto parts stores. This session will provide certification for attendees as well as address the Lithium Ion batteries from hybrid and electric vehicles that have new shipping requirements as Dangerous Good or HazMat that must now be included in certification.

3:00 PM FORKLIFT CERTIFICATION

Forklift certification is required once every three years for workers designated to operate forklifts at automotive salvage facilities. This session will provide certification for attendees as well as give them the tools as a train-the-trainer session so that attendees can then certify their employees in forklift operation.





AUTO RECYCLERS GATHER IN DES MOINES

POSTED BY SUE SCHAULS | FOR IMMEDIATE RELEASE

The Iowa Automotive Recyclers, a non-profit trade association dedicated to providing networking opportunities and education to auto recyclers and used auto parts retailers in Iowa, will host their annual convention and trade show in Des Moines, Iowa May 29-30, 2015 at the Prairie Meadows Casino Hotel and Conference Center. The event kicks-off on Friday, May 29th with the trade show opening at 6:30 pm and continues on Saturday, May 30th with a full day of seminars, training workshops and the trade show exhibits. The annual event draws over 200 recyclers from Iowa and throughout the Midwest.

The event will host an AWARDS LUNCHEON on Saturday from 11:00 am to 1:00 pm to honor the association founders, John C and Ruth Vander Haag, with a lifetime achievement award presentation. A program will be provided honoring the Vander Haag's vision, dedication and service since the association began over 57 years ago.

The Iowa Automotive Recyclers are made up of family-owned businesses throughout Iowa dedicated to responsibly recycling automobiles to provide used parts to consumers for affordable car repairs and metal recycling. Proudly selling Green Recycled Parts.



Iowa Automotive Recyclers
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