

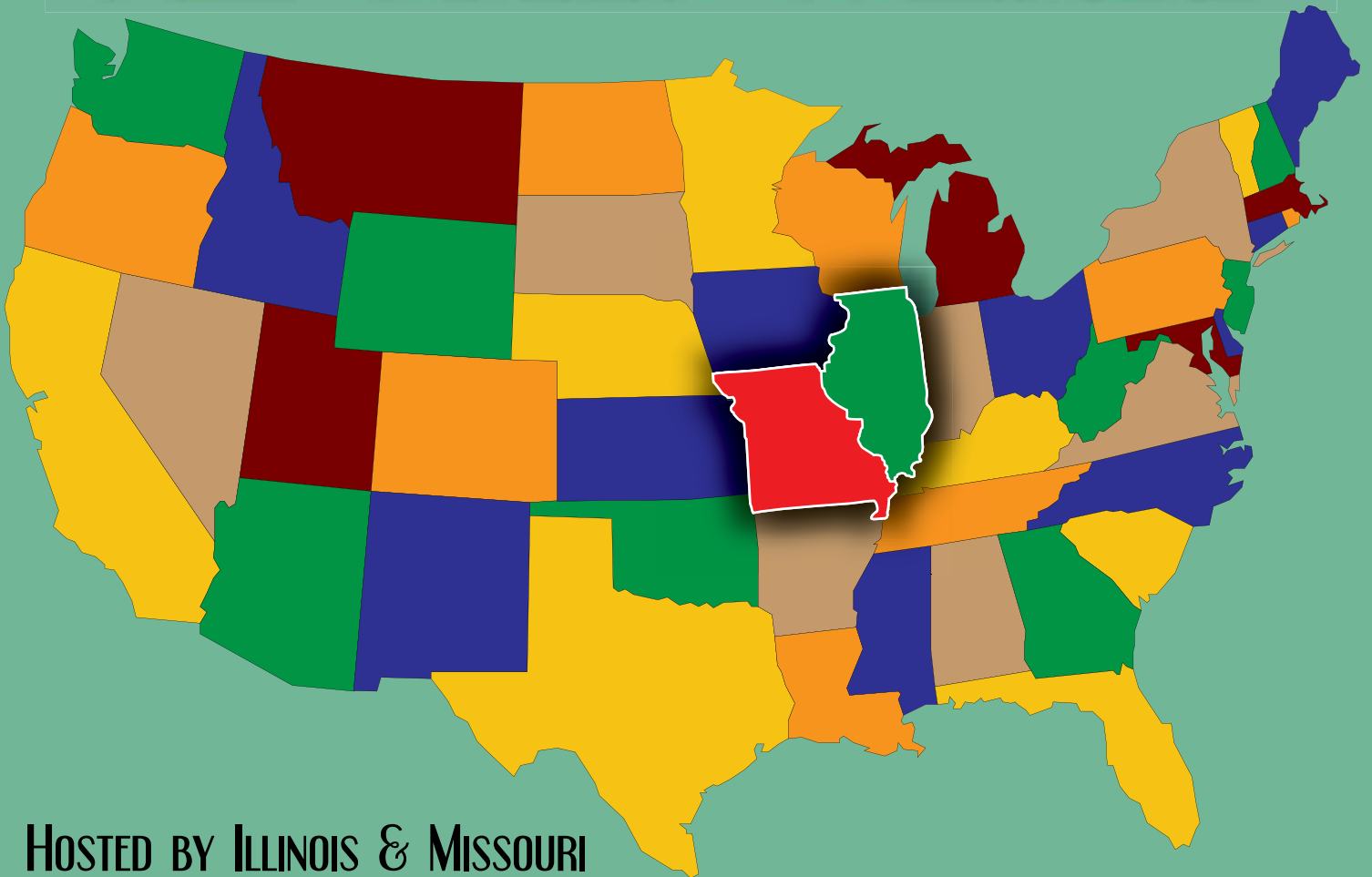


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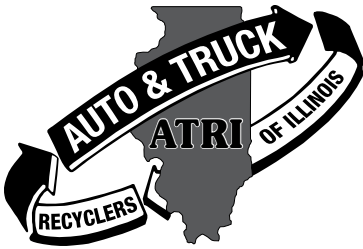
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Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Material should be sent to:

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Articles may be edited for length and format.

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President's Perspective

By Joe Watson, ATRI President

The world has changed, and you are now living in the future that I never expected would have come so soon. Of course, the movies had us thinking that by 2020 we would either have flying cars, or be living in a post-apocalyptic world. Neither of those is the reality, however our new reality is social distancing. Many of the people in the United States have been staying at home, working from home whenever possible, which directly translates into several repercussions to our business. Reduction of salvage, less vehicles on the roads means less salvage at the auction. Less salvage at the auction with the same numbers of buyers means an increase in price of vehicles. Reduction of demand, less miles traveled also decreases the need for parts to repair vehicles. People who at one point needed their vehicles in order to get to work, no longer have any reason to drive. Decrease in availability of OEM new and aftermarket parts have forced repair shops to consider salvage as an alternative in order to repair vehicles, even to the point where parts that have been called 'unacceptable' are being ordered and welcomed. Pre-payment, people have been afraid to leave their houses which translates to Curb Side Pickup. At one point we were not allowing customer into the showroom, the parts were paid for, the customer contacted, and they were told where their parts could be picked up. No physical contact between company employees and the customer. This even occurred upon deliveries, drivers dropped off the parts, and if there were any negotiations, they were made with a video call.

The world is opening up, pandemic restrictions are being loosened, however I think we are living in the first few months of the future. I love making predictions, I love looking back on them years later and either laugh at my foolish notions or be amazed at how clear my vision was. So here are my official predictions for the future starting today.

- Pre-Payment/Electronic Payment: We are getting past the point where the antique notion of paying with cash and paper checks is a reality. Of course, there will be the occasional transaction where cash is used, this will be where the pre-payment occurs. Electronic funds transfer is the new normal. Parts are ordered, paid for and either picked up or delivered.
- Texting and Emailing: The use of the telephone for talking is so 20teens. Vehicle is imaged, VIN is imaged, damage is imaged and text or e-mail is sent to vendor, all communication is done electronically. No more mistakes upon ordering, everyone has a full record of the 'conversation'.
- Video Phone messages/images: When there is communication between supplier and customer, the parties involved will send an image of the part so both parties know what to expect and if those expectations have not been met both parties will understand the issue at hand.
- Drop off stations at shops: Along with the use of the video phone and images, the shops will no longer inspect parts upon delivery. The driver will simply pull up to the drop off area, drop off the part and keep going.
- Return of body work: Just kidding.

I guess in a few years we will see how this entire situation works out. Everyone be safe, practice safe behaviors, keep those masks for flu season, wash your hands regularly, and I look forward to seeing everyone October 16 and 17, 2020 at the Illinois/Missouri 'ALL STATES WELCOME' Convention in Missouri.

Executive's Viewpoint

By Michelle Lechner, Executive Director



I hope this letter finds all of the recyclers in IL healthy and getting through this pandemic the best way possible. We were fortunate that the IL recyclers were considered an essential business and able to carry on business in a safe and productive manner. Living in these uncertain times is difficult at best. We really don't know what the future holds? On a positive note, I did read yesterday from the ABC Chicago News that IL has the largest decrease in covid-19 cases across the US. It did continue to say that AZ is leading the nation in the recent increase of Covid-19. With all this uncertainty going on, we need to stay positive and focused on the day to day operations in the recycling industry. We need to unite and help each other through this time. Rest assured here at ATRI we continue to monitor our state and are keeping up on the different phases for reopening the state.

Legislatively there is really nothing new because the Capitol is pretty empty right now. I believe they reconvene the first week of July. We will continue on with proposed legislation that is intended to update some of the IL Vehicle Code. There is still lots of work to be done, but we feel we are sitting in a very good position to move forward.

Thank you to those of you who attended the virtual meeting with Rob Rainwater. I hope you found it to be most educational and helpful. Some of the proceeds from that meeting went to ATRI.

Mark your calendars and plan to attend the 2020 Convention & Trade Show October 16/17. This year's event is entitled "All States Welcome" hosted by Illinois/Missouri. Venue to be announced soon, so watch your email for more information. Because so many other states had to cancel their event, we thought we would invite all states to attend this

year. The program will be designed to fit all recyclers in this industry. A few years ago, we heard from the "Young Guns" at a couple of our shows and some are talking about it being a possibility again. This time talking about what this industry might look like 3-5 years from now, brokering parts, how it really happens, and many other topics. More to come on that as we build it and hope they come. We are trying to be optimistic that all will be ready to get out and learn and socialize once again. The necessary procedures and precautions will be in place in light of our current status with Covid-19. Let's just all hope there is no surge in the fall. With all that said, understand if we need to cancel you would receive a full refund. Let's hope that doesn't happen and we can have a positive outlook and convention and trade show.

Stay safe, protect your family and your work family.

Keep Recycling,

Michelle

Marty Satz

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\$CALL = NO Call: Should YOU Put Your Prices Online?

By Theresa Colbert

Ever since I came to work at Car-Part.com, I have had this debate at least once a week with a recycler. The recycler tells me the MANY reasons they can't or won't put prices online. Trust me, I have heard them all!

Let me tell you an example that I use in one of the classes that I give:

I need new bathroom towels and I want a pretty green color; I go to Target.com and the website says:

Really nice fluffy green towels - \$CALL

Pretty decent green towels - \$CALL

Cheap green towels - \$CALL

Hmmmm, that's odd. If I wanted to call Target, I would have. But I am looking online. Let me check Kohls.com.

Really nice fluffy green towels - \$12.99

Pretty decent green towels - \$7.99

Cheap green towels - \$2.99

But wait, if you buy 6 green towels, we will give you FREE SHIPPING!

Do you honestly think that there is any chance in the world that I am going to CALL Target to ask for the price of their towels? No way!! I am going to buy them from Kohl's right now and get free shipping!

This raises the question: why do some yards think that not having prices online is OK?

Another example: My Aunt Judy is looking for an alternator for her 2011 Impala. There are 35 in her area. 25 have prices, and 10 don't. Guess who is not getting Aunt Judy's money? Aunt Judy does ALL of her shopping online and she may not be looking for the cheapest. She may want one with a picture of the part so that she knows it's the correct one or she may be looking for low miles. But the one thing I know about Aunt Judy and the vast majority of our customers is that they want to know how much the part is before they ever call you!

I know that I talk about "online sales" a LOT! But, it is my personal belief that even before COVID-19, we were moving into a vast majority of our sales being online. Now? I think it will be sooner rather than later!

As always, if you have any questions, comments or ideas please email me, text me or call me at TheresaC@Car-Part.com or 859-802-2382 Please, be SAFE out there!!

Thanks, Theresa

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What About Wash Water?

By Elizabeth Grubb, MS, MPA – Storm Water Program Manager,
Blake Kalakay – Environmental Technician,
VET Environmental Engineering, LLC

Recently, we have received several questions about proper ways to contain and/or treat wash water used to clean everything from muddy trucks to oily parts. Therefore, today we thought we would address two important questions: why does containing your wash water matter and what are some different solutions to address this issue?

First, let's dive into the importance of containing or treating your facility's wash water. Wash water can contain a variety of pollutants including sediment, oil & grease, and possibly chemicals. Without containment or treatment, the contaminated water can discharge off-site and into the surrounding environment, negatively impacting water quality and wildlife. For example, sediment increases the turbidity of water and can prevent fish from seeing food. Sediment in the water refracts light, interfering with the growth of aquatic vegetation. Oil & grease can deplete oxygen levels in water causing stress to organisms. Due to this, it is important to know what contaminants your facility has the potential to discharge. This knowledge will help your facility adequately treat and/or contain any contaminated water. For example, facilities washing only muddy equipment are mainly dealing with sediment as a pollutant. However, facilities using solvents or detergents to cut through oil & grease have the potential to discharge oil & grease, sediment, and harmful chemicals; solvents and detergents often

contain chemicals that are detrimental to the surrounding environment. Additionally, the Environmental Protection Agency's (EPA) National Pollution Discharge Elimination System (NPDES) permit for storm water associated with industrial activity does not allow certain types of non-storm water discharges, such as contaminated wash water. Therefore, in order to maintain compliance with a NPDES permit, wash water must be contained and/or treated. So, what are some ways to prevent the discharge of wash water in order to protect the surrounding environment and maintain compliance?

One of the most advanced options is a closed loop microbial water treatment system. In this method, all washing will

need to occur on a graded concrete pad. The grade of the pad will force the contaminated water into a collection line leading to a two-part system. In this system, a plate clarifier separates solids from the water and the microbes consume the oil & grease. Then, this treated water is recycled and available for additional washing. This option is advantageous because it is a permanent solution that treats water contaminated with sediment and oil & grease. However, this system can be fairly expensive and typically must be kept indoors.

A settling tank could be employed as a solution to removing suspended particulates from water. In this system, contaminated wash water would be directed to a

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large tank. Similar to the first approach, washing would occur on a graded pad. The design of the pad would force water to a collection line leading to the tank. The high velocity of water exiting a hose or pressure washing system causes particles to be suspended in the water. Once the water enters the tank, the velocity will slow. As the water slows and travels through the tank, gravity causes particulates to settle. The tank would need to be cleaned periodically as sediment builds up. This system is advantageous because it is a relatively simplistic process. However, this tank would only remove particulates from the water while leaving any other contaminants such as oil & grease.

A standard oil water separator could be used as another simple solution to treat wash water. All contaminated water would need to be directed into the system through a graded pad and line. The advantages to this solution are the comparatively low cost, simplistic installation, and prevention of oil & grease discharges to the environment through storm water. However, this system would only address oil & grease and eliminate the ability to use detergents or solvents as these solutions are typically water soluble and not permitted to be discharged.

Another approach is an oil water separator with water elimination. In this approach, all washing would be conducted on a concrete pad with an additional layer of filter material underneath. This filter material would protect the underlying soils and groundwater from contamination if the concrete cracks. The concrete pad would be graded in order to direct all wash water to a collection line. This line would feed the water into an oil water separator with a mechanism to discharge the excess water as water vapor, leaving only the oil. The facility would only be responsible for disposing drums of oil. This solution would help eliminate the potential contamination from detergents and solvents as they are generally water soluble.

Clearly, there are a variety of options for constructing a containment or treatment system for wash water. We hope this brief overview of different solutions will help you find a solution that will meet your needs and budget. As always, if you have any questions or want more information, please do not hesitate to contact VET at (812) 822-0400. Stay healthy!

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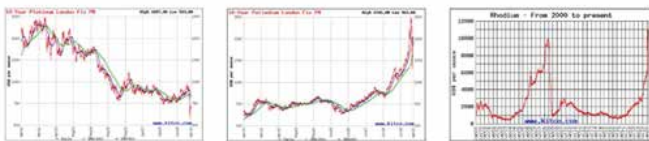
Converter Recycling: Playing the Long Game

By Becky Berube

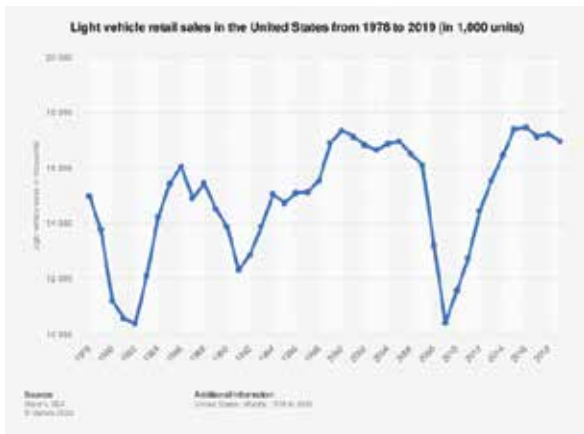
A Historical Perspective

Nearly thirty years ago I started my career as a Customer Service Representative at Putman Investments in Boston. The Gulf War was in full swing. Like life in the time of COVID-19, the world was on shifting sand. In handling calls, we were trained to calm investors' fears and remind them that mutual funds were a long-term investment, five to ten years. It was best not to change course and become reactionary.

Today, my advice to you is the same with converter recycling and precious metals sales. Play the long game. Look at the Platinum Group Metals over the past 10 years. (Charts: Kitco) We have experienced more than one deep recession. See also light duty vehicle sales from 1978-2020. (Graphic: Wards)



Platinum Group Metals 10-Year



2-Month Change on Averages

April '20	
Pt	\$717.00
Pd	\$2,065.00
Rh	\$4,465.00
P/Cat	\$154.00
P/Lb.	\$78.00

February '20	
Pt	\$979.00
Pd	\$2,568.00
Rh	\$11,965.00
P/Cat	\$229.00
P/Lb.	\$116.00

22-Month Change on Averages

April '19	
Pt	\$848.00
Pd	\$1,350.00
Rh	\$2,600.00
P/Cat	\$105.00
P/Lb.	\$48.00

June '18	
Pt	\$905.00
Pd	\$955.00
Rh	\$1,930.00
P/Cat	\$84.00
P/Lb.	\$38.00

Converter Averages: Today, 2 Months Ago, 22 Months Ago

Look at these converter averages and average price per pound today versus two months ago and twenty-two months ago. Remember these are random samples from recycling data across North America in USD. (Data: United Catalyst Corporation). In the past 22 months converter averages enjoyed an 83% increase while giving up 32% in recent months. Still values are almost double what they were nearly two years ago.

An Important Source of Cash Flow

Amidst COVID-19, with lower new car sales, corrections in precious metal pricing, and supply and demand coming into equilibrium, the revenue from converter recycling remains steady and important to recyclers. Precious metals mining and refining has not been left unscathed. There have been some mine closings in South Africa, some smelters and trade desks that are not taking bids or receiving material due to lack of liquidity, staff reductions, and smelting/refining ca-

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capacity issues. Fortunately, the slower turn times are offset by the steady values recyclers can count on flowing into their companies from converter and precious metal sales.

One Way. Assay.

I will say it until I am blue in the face, assay-based selling with a process, a program, and a partner you can trust (and verify) is the only way to maximize the money you get for your cats with any certainty.

In life there is more than one way to do most things. This is not true with converter recycling. There is a specific amount of precious metals in each converter. There is a cost to recycle it. There is a price for each metal that is sold. You're either in the real game or you are not. You are either getting treated fairly or you are not.



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The 4 P's of Converter Recycling Profitability

In recent articles I have written that you need a Process, a Program, and a Partner you can trust, and you need to learn the Power of Education. A Process. You can sell on assay instead of selling by the piece. You will need to be paid on a sample and assay that are official, accurate, and verifiable. A Program. You need to be able to get money when you need it to run your business. Getting you the most money from your converters shouldn't mean you have to wait until you have a truckload or can hold out for 3 months to get paid. With most processors, you have payment choices like the ones mentioned above. A Partner. Selling on assay or recovery helps to eliminate that problem because there is a test result that can be considered the basis for the sale. However, even with this method, working with a Partner you can trust cannot be overstated. The Power of Education. We take a complex process and try to make it understandable and easy to use. We know that once you learn about your converters and your yard profile, you will increase your profits, and no one will ever be able to take advantage of you again.

Remember, keep selling into the market on assay. Don't take unnecessary risks. Play the long game.

To learn more about selling converters on assay or to read other articles in this series, please email me at sales@united-catalystcorporation.com or call us at 864-834-2003.

Becky Berube serves the recycling community as President of United Catalyst Corporation, Member of the Automotive Recycling Association's Educational Programming Committee, and is Vice President of the International Precious Metals Institute.

Bid Buddy Announces Version 8 Enhancements

By John Johnson Jr.

Buddy Automotive Innovations is proud to announce the availability of Version 8 of our popular Bidding Software. There are two significant enhancements in this version that gives you even more control over how you price a vehicle, and more data at your fingertips.

Our new Triple Score feature now calculates three different QCI Scores at once (Quick Counts Index). This gives you the ability to essentially have three separate sets of settings to bid cars differently. You could have one setup as the normal bid, one could be a mechanical only, one could be sheet metal only. This should help you better decide what a vehicle is truly worth to you based on if you are looking to purchase high margin cars or low-end cars to better fill your inventory. Another great enhancement is automatic lookups in the NSVRP Recall Database. The National Salvage Vehicle Reporting Program Recall database has all the recall data for practically every vehicle out there, so you will be able to tell at one glance in Bid Buddy if this VIN has any recalls that have not been corrected yet. This lookup happens in the background automatically when you open a vehicle, so it does not slow down your bidding at all. This is great for catching those air bag recalls so your bid can be adjusted accordingly.

Inventory Buddy, also

We continue to roll out Version 7 of our Inventory Buddy software as well. This version includes new features such as the ability to crop pictures and add logo watermarks to your pictures. We have integrated with URG Parts Pro so you can access their catalog directly from FDR. We now also support multiple sync systems like Google Drive in addition to Dropbox. You can also automatically import the pictures from an auction into your vehicle and can save a picture of the recall report when you inventory the vehicle to prove you have done due diligence on recalls at the time of inventory. Buddy Automotive Innovations has been serving well over 1,000 professional automobile recyclers across

the US, Canada, and Australia for going on 14 years. Buddy Automotive was founded in July 2003 by Mike Lambert and John Johnson. Inventory Buddy and Bid Buddy are designed specifically for Auto Recyclers to make their businesses more efficient and profitable. We currently have 2 full time sales reps and 6 full time support technicians and over 1400 Buddies in use today. Contact: Buddy Automotive 866-337-1177 X 201 and/or visit: www.buddyai.com.

John Johnson Jr (a.k.a. Triple J) graduated from Eastern Connecticut State University in 2003 with a BS in Computer Science and a minor in Business Administration. All throughout college, John worked at his father's salvage yard, Parker Street Used Auto Parts in Manchester, CT. All of the software John has created for the industry is based on his desire to find a better way to do things. He wrote his first program in 2000, a Junk Car Database that handles all the paperwork processing, title tracking, and state reporting for all vehicles coming into the yard. This program is still in use today. John also worked for the ARA Services Corporation back in the early 2000's to first help them extract data from Checkmate Systems. It is through this work that John met Mike Lambert. After working via phone for over a year, John and Mike finally met face to face at the IT show in 2003, and John was showing his prototype of what is now the Inventory Buddy to Mike, and within 3 months we had opened a new business together to market the Inventory Buddy, and then Bid Buddy.


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Calumet City Auto Wreckers Calument City, IL	708-868-6390	Rockford Auto Parts, Inc. Rockford, IL	815-964-3396
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City Auto Wreckers Aurora, IL	630-898-2900	St. Louis U-Pic-A-Part Washington Park, IL	618-293-6670
Collins Truck Parts, Inc. Tamaroa, IL	618-496-5003	Scotty's Auto Parts Virginia, IL	800-346-4540
Coultas Recycling Company Danville, IL	217-443/0510	Shelby & Sons Inc West Frank Fort, IL	618-932-3083
Deactur Auto Parts, Inc Decatur, IL	217-877-4371	Southwest Auto Salvage, Inc. Lockport, IL	815-723-6878 Fax: 815-723-3470
E & R Towing Markham, IL	708-333-7300	Speedway Auto, Ltd. Joliet, IL	800-437-8733
Elgin Super Auto Parts Elgin, IL	847-695-4000	Stafford's Auto Parts Montgomery, IL	630-892-4218
Fierge Auto Parts Quincy, IL	217-224-3000	Three B's Used Auto Parts Davis Junction, IL	815-874-3903
I-55 Auto Salvage, Inc. Channahon, IL	815-467-2938	Victory Auto Wreckers, Inc. Bensonville, IL	630-860-2000
LKQ A-Reliable - Blue Island Blue Island, IL	708-385-5595	Y-Yard Auto & Truck Inc Effingham, IL	217-536-6116 autoparts@y-yard.com
LKQ A-Reliable - U-Pull It North Chicago, IL	708-239-4370		

Please note that if you don't see your company name listed in this issue, you are not a current member in good standing with ATRI.



Discover the Benefits of Being an ATRI Member!

Illinois Green Car Program (Illinois Certified Automotive Recyclers)

Illinois Green Car recognizes and certifies that the member meets certain criteria in terms of environmental impact, safety, licensing and other regulatory standards as well as general business practices. This program is endorsed by the Illinois EPA and is cost effective. For just \$50 a year you can become CAR certified through the National Association. ATRI has an established a working relationship with Illinois EPA so if you have questions for them but don't want to call, ATRI will be glad to make the call and provide you the answers.

ATRI Retains a Lobbyist Firm Full Time who oversees legislative issues pertaining to Illinois auto recyclers. ATRI engages in lobbying efforts and has established relationships with government agencies including the Secretary of State of Illinois.

Education and Training Opportunities.

- ATRI provides training throughout the year. Additionally, ATRI provides educational programs, social events, yard tours, and networking with fellow recyclers.
- Opportunities to network, share and learn from other recyclers. See what works and what does not.

Annual Convention & Trade Show. ATRI brings to you the latest and greatest this industry has to offer on a yearly basis. It is a time for education and camaraderie with fellow recyclers from all over the united states. This event is known for its reputation as a well-attended event for auto recyclers and suppliers in the industry.

ATRI Newsletter is published 6 times a year. The newsletter is currently mailed to all recyclers in Illinois. The newsletter includes industry news, a complete listing of the membership, updates on legislative and environmental issues and lots of other interesting information I am sure you will find useful in your day-to-day business operations.

Website and staff accessibility, www.illinoisautorecyclers.com

- All members are listed on the website with all of your information, including a link to your website, if available. You may also include your logo and a fifty-word blurb about your business.
- Facebook Promotion
- Newsletter archives
- Calendar of Events, as they are scheduled.
- Parts Search, an opportunity for each member to sell parts.
- Suppliers list, a complete list of suppliers, associate members of ATRI.
- All contact information for the ATRI Board of Directors and Staff.
- Staff accessible to answer all your questions, or find the answer for you.
- Information friendly, ask ATRI to email the membership with an article or question you may have.

All recyclers encouraged to join ATRI and make a difference by getting involved. Support your state association and reap the great benefits of the membership.

Calling All Recyclers And Suppliers to this Industry!!!

I hope you like the newsletter and want to see it continue. The advertisement is what pays for it, so if you can please take out an ad from time to time or bi-monthly, we would greatly appreciate it.

This newsletter goes out 6 times a year to all of the recyclers in IL.

It's good advertisement for your company and we keep you up to date on the latest and greatest this industry has to offer.

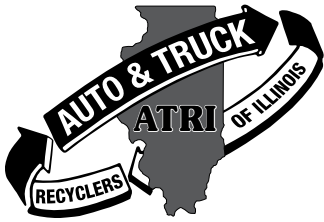
If you choose to advertise in our newsletter, you can find the information for R. J. McClellan, our publisher, at the beginning of this newsletter.

On behalf of the Auto & Truck Recyclers of IL.

Thank you!!!!

**Can you support
ATRI News?**

**Call
877-525-4589**



Auto & Truck Recyclers of Illinois

2020 Membership & Initiative Dues

Please print or type

Company Name _____

UDL _____ Contact Name _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____ Website _____

Select Your Yearly Membership Level:

- 1-4 Employees\$250
- 5-9 Employees\$375
- 10 + Employees\$500
- Additional Yards _____ X \$100 = _____
- Associate Member.\$250

Membership Investment Remitted \$ _____

Please Select Your Membership Level Above. You May Choose to Pay it all at Once or by the Completion of December 31, 2020

Check Here to Make a Donation to the Illinois Legislative Fund:

- \$500 \$1000 \$1500 \$2000 Other \$ _____

Any Donation is Appreciated as we Continue our Efforts with Proposed Legislation to Benefit the Auto Recyclers in IL

If Credit Card Address is different than ABOVE, please provide corrected address here:

Name on Credit Card _____

Credit Card # _____

Expiration Date _____ 3 Digit Security Code _____

Please remember dues to the Auto & Truck Recyclers of Illinois are not deductible as charitable contributions, they may however, be deductible as regular and ordinary business expenses. The ATRI Dues Investment Cycle is January 1st through December 31st.

We must continue to fight for our members rights!

As of August 1st 2019
ATRI will **REQUIRE** all members to pay a **\$99 Monthly Fee** to the association.

Select Payment Option for Monthly Fee:

- Check enclosed**
Make check payable to: Auto & Truck Recycler of Illinois
- Charge my Credit Card**
 Visa MC Discover Amex

Company Name _____

Name on Card _____

Card Billing Address _____

City _____

State _____ Zip _____

Phone _____

E-mail _____

Credit Card # _____

Expiration Date _____ 3 Digit Security Code _____

- Please charge my Credit Card **Monthly**.

THANK YOU FOR YOUR SUPPORT!!!!!!

To pay by mail, make check payable to **ATRI** and mail to:
Auto & Truck Recyclers of Illinois • PO Box 9424 • Springfield, IL 62791

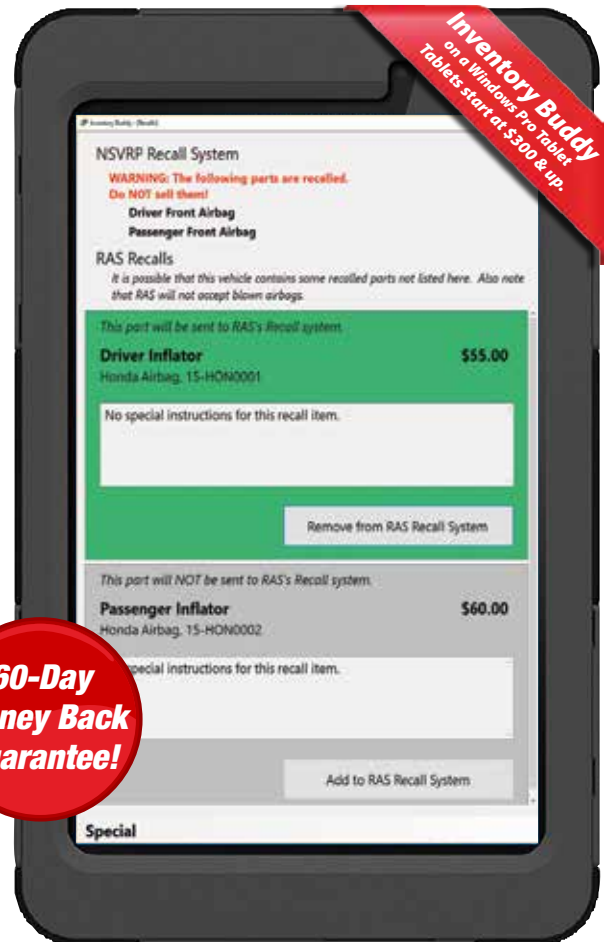
Questions, please call 877-880-2874, Fax: 877-747-7597 or email to illautorecyclers@aol.com • www.illinoisautorecyclers.com



Inventory Buddy

Inventory Buddy Shortens Your Time for Inventory Entry!

- ▶ **Paperless Inventory System** with virtually no typing required. Inventory in the Palm of your Hand. The software works on a Windows GO or Surface tablet (you purchase separately).
- ▶ **NEW! Loose Parts Pictures & Parts Auditing** – Manage your existing inventory by Location, Tag or Stock Number. Take pictures of your Existing Inventory and attach to the part or stock number (Powerlink).
- ▶ **NEW!** Inventory Buddy now checks RAS for Recalled Parts Automatically using the NSVRP Recall system (www.NSVRP.com – see tablet screen to the right).
- ▶ **Integrated Pictures** – Take pictures on the tablet, transfer to Final Desktop Review and seamlessly transfer to Yard Management System. Offline/Alternate Image Storage and Backup Options available also.
- ▶ **Integrated Data Sharing** from Bid Buddy to Inventory Buddy – Your buying decisions, good parts selection, pricing and auction images transfer to Inventory Buddy when a purchased VIN is loaded on the inventory tablet.
- ▶ **Third Party Companies Integrated in Inventory Buddy**
 - **IAA Data Service** – Helps identify and select interchange (requires a IAA user and password)
 - **RAS Cores** – Manage and sell cores within the worksheet on the tablet and the Final Desktop Review (requires a user and password)
 - **URG Cores** – 60 day free trial for non URG Members. Have access to all the core companies nationwide. Included in your URG benefits.
 - **Comp Nine Total VIN Decoder** – Actual manufacturer build sheets on domestic VINs. Use as a reference tool to select interchange (Subscription additional).



Inventory Buddy \$1,500 Annually

Hollander reseller monthly payment plan available. Monthly for \$137.50 when contracted through Hollander or Powerlink.

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Are you tapping into this opportunity?
- **40% of CPI+ searched parts are Not-In-Stock, representing an additional \$100 million opportunity.**
Your parts can sell easily with no competition!
- **CPI+ and Car-Part buyer requests are integrated into Bidmate, Partmate, and Checkmate helping you buy, inventory, and sell.***
* Car-Part buyer stats are a separate add-on
- **Checkmate 2 is available for PL2 and Pinnacle users.**
Use it to inventory your CPI+ parts and sell them in the Car-Part and eBay marketplaces.
- **Powerlink, Pinnacle, and Checkmate users can subscribe to Crashlink to view CPI+, additional OE interchange, OE diagrams, OE pricing and more.**



For more info, call your friendly Car-Part salesperson.

859-344-1925