

# AUTO RECYCLING BUYER'S GUIDE™

CONNECT  
WITH QUALITY  
**PRODUCTS  
& SERVICES**  
2021



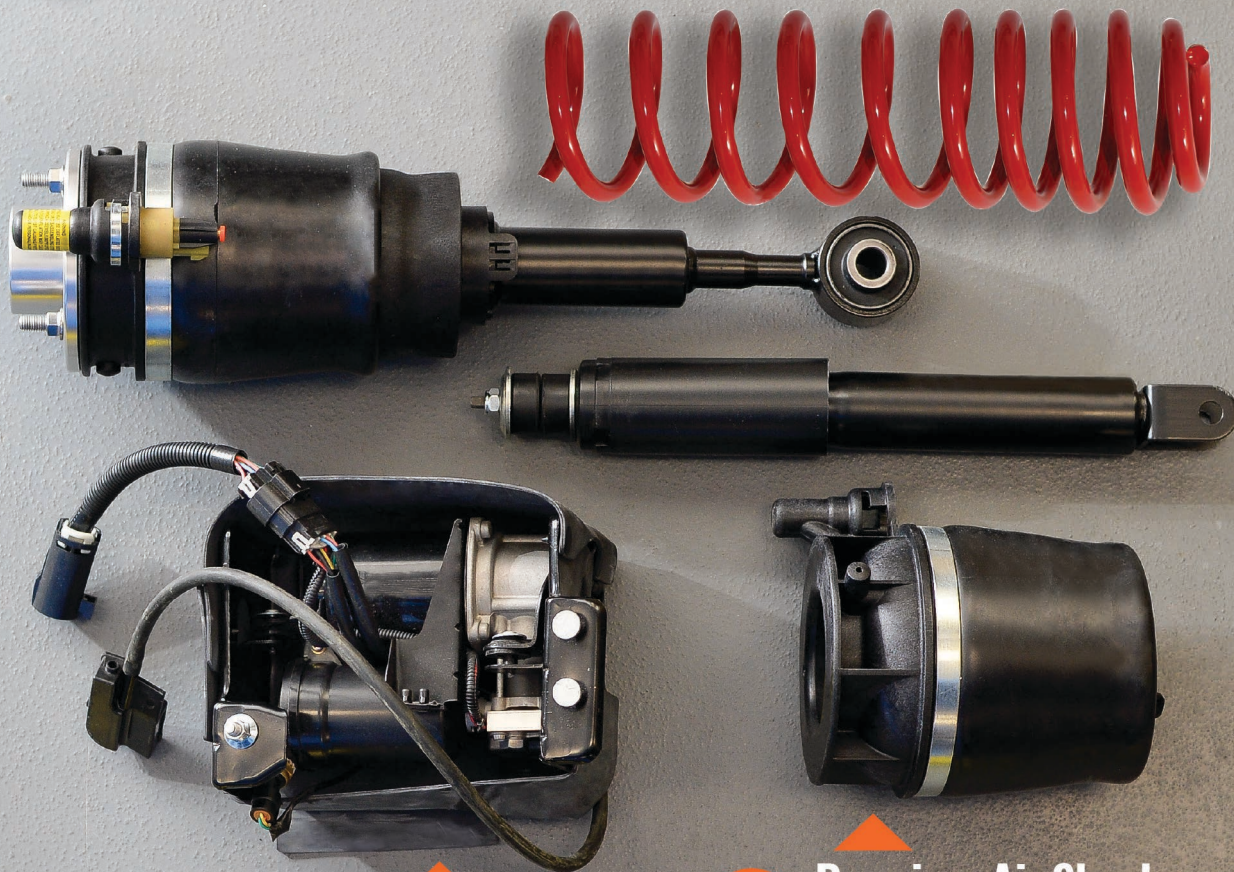
**NEW FROM DORMAN!**

**ACTIVE AIR SUSPENSION**

**Give Your Customers The Quality and Technology  
They Want. Get The Complete Coverage You Need.**

*Introducing The New Complete Active Suspension Line From Dorman Products*

**NEW!** Full-Coverage Delete Kits  
FULL AFTERMARKET COVERAGE



**Innovative Air Suspension  
Compressors**  
THE MOST AFTERMARKET COVERAGE

**NEW!** Premium Air Shocks,  
Air Struts & Air Springs  
COMPREHENSIVE AFTERMARKET COVERAGE

*Visit [DormanProducts.com/Air](http://DormanProducts.com/Air) to learn more*

Think It's Dealer Only? **Check Dorman First!**

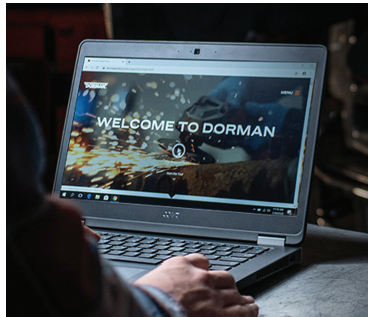
**DORMAN**®

## Dorman Puts Owners and Installers First



People's lives and livelihoods depend upon cars and trucks. Dorman gives people greater freedom to fix these vehicles by constantly developing new repair solutions that put owners and installers first.

Since 1918, we have been the automotive aftermarket's pioneering problem solvers. We have released thousands of parts and components that people could once only buy from original equipment manufacturers. By always innovating, we have led the way in growing the aftermarket, providing more opportunity to individuals and businesses who depend on automotive maintenance. That's why our catalog includes more than 80,000 products and grows every year.



and Chrysler vehicles from 2000 through the current model year.

Transmission lines serve a vital function in keeping automatic transmissions running at optimal temperatures, but they eventually fail from corrosion at connections or lines separating, causing leaks. Newer thermostatic bypass valves can also clog on these lines, which could potentially cause a pressure burst.

Dorman now has nearly 400 direct replacements transmission lines available, and all of these designs undergo a dozen different quality performance tests to help ensure reliability, such as a grueling 120-hour salt spray test for corrosion resistance of the lines' zinc and clear chromate coating.

What makes us distinct from other aftermarket companies is our customer-first mindset. Everything we do is centered around providing customer value, both in the quality of our products, and the creativity of our solutions. Our engineers and designers go out of their way to save repair technicians time, and save vehicle owners money.

The engine that powers us is our culture of contribution. We empower and celebrate new ideas throughout our organization, because that just means we have more ways to solve problems. Our family-run roots give us a spirit of entrepreneurship that accelerates our speed and agility. This is a rare combination in a fast-growing, global enterprise that makes Dorman a special place to work.

### ***Dorman Announces Nearly 500 New Products, Including Exclusive Transmission Oil Cooler Lines***

Dorman Products, Inc. announced the release of more than 496 new automotive repair products, giving installers and owners greater freedom to fix cars and trucks with innovative solutions designed to help them save time and money.

Dorman continues to add to its industry-leading catalog of transmission oil cooler lines, with 10 new solutions this month, eight of which are aftermarket-exclusive. This month's new products cover more than 5 million vehicles in operation, including a wide range of General Motors, Ford

Other highlights include:

- New complex electronics solutions, including cruise control distance sensors for more than 1.2 million late model Ford and Lincoln vehicles, and other advanced driver-assistance system (ADAS) products such as lane and park assist cameras.
- More than 30 unique new control arms covering more than 15 million vehicles, including late model coverage for a wide range of domestic, European and Asian vehicle makes.
- New OE FIX braided stainless steel flexible fuel lines for select Chevrolet and GMC trucks (part numbers 819-800 and 819-801). The original equipment lines on these vehicles can fail from deterioration caused by corroded fittings. Dorman's lines are made of braided stainless steel over flexible PTFE tubing for improved durability. Made to exact length for specified applications, they also feature corrosion-resistant stainless steel fittings.

To sign up to receive Dorman's new product announcements directly each month, visit [DormanProducts.com/signup](https://www.DormanProducts.com/signup).

*See listing on page 40.*

## Advertising Sources & Publications

Automotive Recycling Magazine  
Auto Recycler's Toolbox®

## Auctions & Pools

Advanced Remarketing Services  
Copart  
ScrapCatApp.com

## ARA Member Benefits

APPI Energy  
EVO B2B

## Battery Recycling

Titan Advanced Energy Solutions, Inc

## Car Buyers

Cash for Cars  
Junk Car Buyer Academy USA LLC  
Junk Car Medics

## Catalytic Converter & Metal Recycling

366 International, Inc.  
AB CatTech  
Accurate Converter Recycling  
ARC Recycling LLC  
Arrow Recovery Group  
BASF Corporation  
Belanger Converter Recycling  
Catalysts Corporation  
Davis Recycling, Inc.  
DC Tricore  
Eccomelt, LLC.  
Global Refining Group, Inc.  
Legend Smelting and Recycling, Inc.  
Natural Ventures  
PGM of Texas  
PGM Recovery Systems  
PGR  
Phoenix Automotive Cores  
PMR, Inc.  
Rebuilders Automotive Supply  
Company, Inc. (RAS)  
Recore Trading Co., LLC  
TDA Metals LLC  
Umicore USA  
United Catalyst Corporation  
Wheel Recovery Systems, LLC

## Consulting

Chris Dagle PARTnered Solutions  
James Environmental Management, Inc.  
Jencey Consulting, LLC  
Salvage Wire, Ltd  
VET Environmental Engineering, LLC  
Wise Counsel Group

## Cores & Rebuilders

A&A Midwest Rebuilders Supply  
Bishop International  
CashforKeyless  
Custard Core Supply  
Interco - A Metaltronics Recycler  
USA Core Supply  
We Buy Key Fobs

## Finance

Axe Payments  
Corporate Billing, LLC  
IndependentPayment.com

## Fluid Evacuation & Recovery

Crow Environmental, Ltd.  
Lamb Fuels, Inc.  
Lonewolf Petroleum Co.  
SEDA Environmental, LLC  
Vortex De-Pollution Systems (USA) LLC  
Worldwide Recovery Systems

## Insurance

Arrowhead General Insurance Agency, Inc.  
/Aftermarket Program  
Assured Partners of MN  
Eifert, French & Ketchum  
G.J. Sullivan Co., an Amwins Company  
Keystone Alliance Insurance Services  
Watson Insurance Agency

## Import & Export

Continental International Import & Export,  
LLC  
Midwest Trading

## International Recycling

Autosalvage Ltd. (F-Avto)

## Inventory Management Systems, Parts Locator & Data Services

APU Solutions  
Buddy Automotive Innovations, LLC  
CarBrain, LLC  
CarEggs  
Car-Part.com  
CCC Information Services, Inc.  
Hollander, a Solera company  
Hotlines, Inc.  
Parts Connection, Ltd  
PartsTrader LLC  
Peddle  
S3 Software Solutions, LLC/CRUSH

## Legal

Barnes & Thornburg LLP

## Logistics

EZ Route  
Infotrac, Inc.

## Marketing

Podium  
Texn Rewards

## New Aftermarket Parts

Advance Tire, Inc.  
Brock Supply Co.  
Burco, Inc.  
Dorman Products

## Packaging

STOROpack

## Recycling Equipment

Benlee  
Boston Freightliner/New England Road  
Equipment

Bud Roberts Co., Inc.  
Caterpillar, Inc. - Building Construction  
Products Division  
Induction Innovations  
Kobelco Construction Machinery U.S.A.  
Lefort America  
OVB Holding, LLC dba OverBuilt  
R.M. Johnson Co.  
SAS Forks  
Sellick Equipment Ltd.  
Sierra International Machinery, LLC  
Superior Recycling Solutions  
Supershear, Inc.

## Remanufacturer & Rebuilt Parts

AER Manufacturing  
ATSG (Automatic Transmission  
Service Group)  
ETE REMAN

## Replacement Parts

Blackburn OEM Wheel Solutions  
Carolina Wheel Cover  
Global Parts Solutions, LLC  
Original One Auto Parts

## Safety & General Supplies

Commercial Forms Co. Inc.  
Hub Industrial Supply  
NASCO-OP, Inc.  
Premier Flexipac

## Scrap Dealers

Above Average Auto Removal, LLC  
OmniSource Southeast  
Wessel Iron & Supply, Inc.

## Services & Products

ARA Services Corporation  
Customer Research, Inc.  
Service First Processing  
SmartCycle  
The Melbourne Hotline

## Training

ARA University

## Trade Associations & Trading Groups

American Salvage Pool Association (ASPA)  
Automotive Recyclers Association (ARA)  
Automotive Parts Remanufacturers  
Association (APRA)  
CIECA - Collision Industry Electronic  
Commerce Association  
Institute of Scrap Recycling  
Industries (ISRI)  
Recyclers Cross Dock  
Team PRP  
United Recyclers Group, LLC

## Vehicle Reporting

Auto Data Direct, Inc.  
CarInspector.US, Inc.

## Other

Aesop Auto Parts  
eBay, Inc.



# Car-Part Interchange+

**NEW**

Now available for Powerlink and Pinnacle recyclers

 **CrashLink**™ with Inventory

CrashLink with Inventory is web based and requires no local software

CrashLink's Simple Interchange Resolution Process lets you answer interchange questions and sell parts on Car-Part.com the next day

Tap into the \$250 million/year CPI+ opportunity in the Car-Part.com marketplace

Enhanced Interchange for 76 parts for ALL major vehicle makes and models

CPI+ parts include running boards, steering wheels, trim panels, rocker mouldings, air shutters, tires, and trailer hitches

CPI+ Interchange for 112 parts for Mazda and Mitsubishi

Additional OE interchange, diagrams, and pricing available via an F Key for additional sales

Another  
innovative product by  
**Car-Part.com**



For more info, contact your friendly Car-Part salesperson:

**859-344-1925 • Products.Car-Part.com**

## ATSG – Revolutionizing the Industry



**A**TSG (Automatic Transmission Service Group) is the transmission industry's leading authority on technical support and repair information. Since our inception in 1985 by Robert Cherrnay, we have kept his vision to grow, change, and revolutionize the industry year after year. With our over-the-phone diagnosis and repair guidance by expert techs, hundreds of manuals and tech guides, and newly expanded Tech Library, ATSG is ready to help you tackle any transmission job, big or small!

ATSG's Recycler Program is a resource for recycler partners to utilize our industry-leading transmission technical support hotline to outsource diagnosis and troubleshooting to ATSG to reduce returns, resulting in saved time, money, and headaches on transmission sales.

**“I just wanted to reach out and say thanks much! This was our first time using ATSG, and it was nothing short of your promise!!! Very much appreciate your services.”**

– John Hull, Powertrain Professional, Weller Auto Parts

There are currently many recyclers using the program, and it has proven to reduce returns saving them money, time, and stress. Also, the program allows your sales team to keep selling while we take care of your customer claims.

You don't have to just throw another transmission at the shop! Our seven professional technicians with over 250 years combined experience specializing in over-the-phone diagnosis are standing by to support recycler partners within 30 minutes of a tech request.

We'll work directly with the repair shop and provide an easy-to-follow claims form to the recycler with next steps. The ATSG Technicians ensure proper installation and guide the repair shop through any necessary diagnosis.

Our goal is to keep the transmission with your customer and our program is currently operating at an average 29% SAVE RATE! In the instance the transmission does need to be replaced, however, participants are pleased to receive a clear diagnosis of what is wrong with the transmission and confirm if it was installer error or an issue with the transmission itself.

### The Process:

- You sell a transmission
- Your customer is having an issue with the transmission and they call you
- You initiate an ATSG tech call via our easy-to-use online form or phone call
- ATSG tech calls the repair shop directly within 30 minutes (Available in Spanish)
- ATSG tech provides you with an easy-to-follow detailed claims form after the work with your customer is completed
- Currently operating at a 29% save rate

Provide your customers with the world's best transmission tech support and keep them buying from you – call us about ATSG's Recycler Program available for \$750/month or \$100/case.

### Let's Chat!

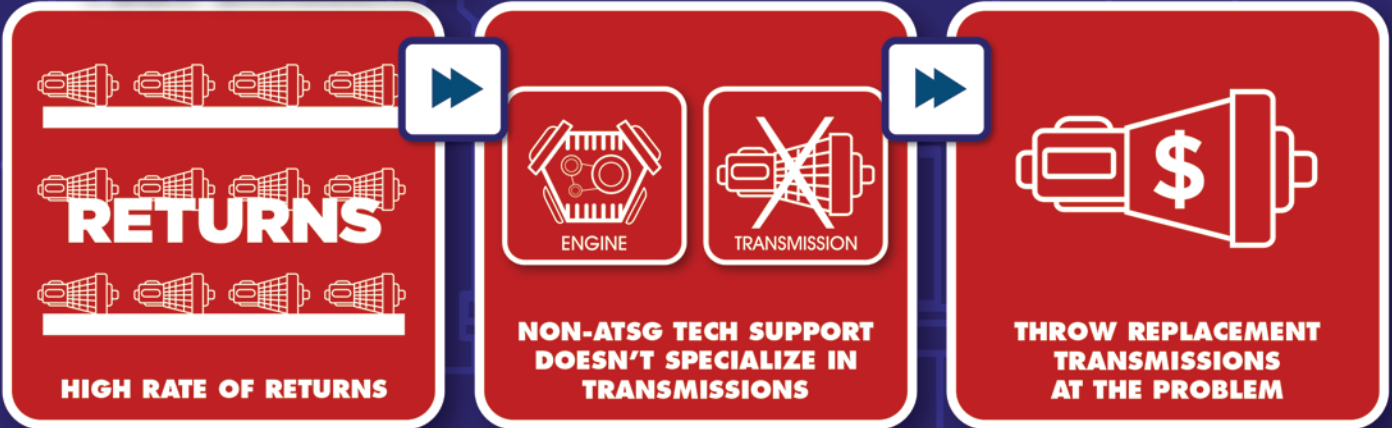
ATSG Transmission Technicians ENSURE PROPER INSTALLATION and GUIDE THE REPAIR SHOP through any necessary diagnosis.

- All proper procedures are completed to determine if the transmission is in fact in need of replacement
- Reduce returns resulting in saved money, time, and stress
- Provide your customers with the world's best transmission tech support

Call: (888) 275-4037. Visit: [www.atsg-support.com](http://www.atsg-support.com)

See listing on page 34.

## YOUR CHALLENGE:



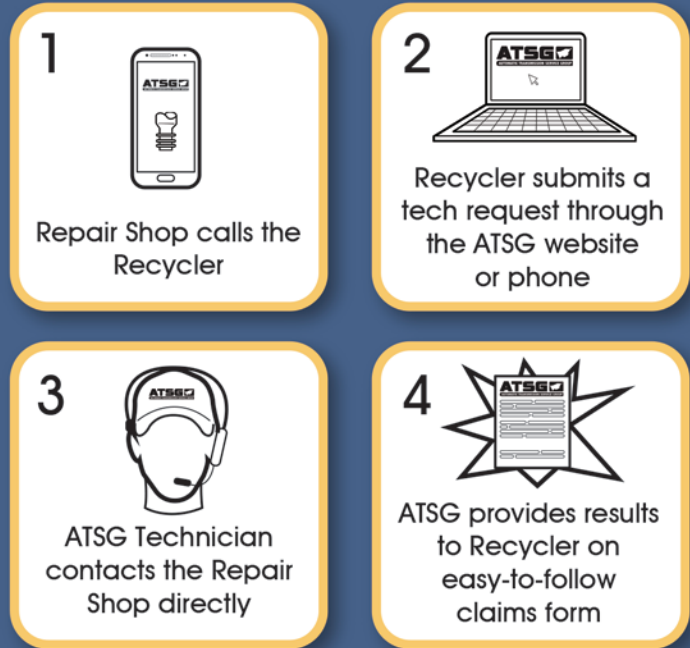
## THE CYCLE CONTINUES

## OUR SOLUTION:

- ATSG Transmission Specialists **ENSURE PROPER INSTALLATION** and **GUIDE THE REPAIR SHOP** through any necessary diagnosis or repair
- ALL TRANSMISSIONS** are covered
- Provide your customers with the **WORLD'S BEST TRANSMISSION TECH SUPPORT**
- REDUCE RETURNS** saving money, time, and stress
- 7 TRANSMISSION SPECIALISTS** with over **250 YEARS** combined transmission experience

(**SPANISH SPEAKING** tech available)

## THE ATSG PROCESS:



**\$750/MONTH**  
**\$100/CASE**

Recycler call volume averages 12 cases per month



## 30 Years of Experience and Knowledge to Benefit You



### **BCR History**

We began our business in 2002, cutting catalytic converters off vehicles for auto salvage and towing yards. It quickly grew as businesses began calling us to come cut off their converters and pick them up. In 2005 we continued to grow with two trucks and trailers traveling and buying in ten states. With building our own de-canner and starting to de-can the converters, the company grew rapidly over the following years. Today we have three trucks and four de-canners running. We also receive shipped items by mail from individuals and Gaylord boxes from companies.

If you want to go a step farther, ask about selling on an assay. We use state-of-the-art labs for our assaying needs. We will even de-can your converters for you! Give us a call and we can walk you through the process from start to finish.

### **BCR Future**

Business continues to grow with the start of another 15,500 sq. ft. facility that will house a new state-of-the-art assay lab. One of the main focuses will be on improving grading speed for our customers.



Belanger Converter Recycling is a processor of catalytic converters that offers global refining services. Getting you the most from your converts with a process you can trust. To learn more about selling converters by the piece or selling on assay, email us at [wayne@belangerconverterrecycling.com](mailto:wayne@belangerconverterrecycling.com) or call us at (877) 935-0330.

Wayne Belanger serves as President and Owner of Belanger Converter Recycling and is a member of Automotive Recyclers Association.



### **BCR Customers**

We believe in our customers. We want them to succeed as much as we have over the last two decades. BCR strives to give each customer the best price available.

### **BCR Education**

Education is also very important to us. We help teach our customers what to look for and give them the tools they need to buy successfully. Our converter app gives the most current pricing of converters, whether buying or selling. The app is constantly being updated with the most current converters as they become available on the market.

If you have any questions about a converter or can't find it on our app, send us a text message or an email. We pride ourselves on answering your questions very quickly. Don't trust trucking companies? No problem! Just call and schedule a good time for one of our trucks to come to you and pick up your load.

Belanger Converter Recycling (BCR)  
(270) 265-9057 or (877) 935-0330  
[wayne@belangerconverterrecycling.com](mailto:wayne@belangerconverterrecycling.com)  
[www.belangerconverterrecycling.com](http://www.belangerconverterrecycling.com)

See listing on page 36.



**TOLL FREE 1-877-935-0330**  
**270-881-3731 | 270-265-9057**  
**ELKTON, KENTUCKY**

**WE BUY**  
**CATALYTIC CONVERTERS,**  
**ALUMINUM WHEELS**  
**& BATTERIES**



**BELANGER CONVERTER**  
**RECYCLING**

**NOW IS THE TIME!**

**SET UP YOUR CONVERTER PROGRAM!**

**CALL US NOW!**

**WE PICK UP**  
**OR**  
**YOU DELIVER**

**NO LIMITED**  
**AREA!**

**WE BUY FROM THE**  
**SCRAP YARD... CUT**  
**OUT THE MIDDLE MAN!**  
**RECYCLE WITH US**  
**INSTEAD & GET THE**  
**BEST PRICES**  
**AROUND!**

**DON'T SCRAP**

**WWW.BELANGERCONVERTERRECYCLING.COM**

# Work Smarter and Easier with Inventory Buddy

By John "Triple J" Johnson Jr.



Inventory Buddy Version 7 has added several new features to make inventorying cars easier and smarter! Additional picture controls have been added now to allow you to crop pictures in our Final Desktop Review, and automatically add watermark logos to the pictures (however, as an FYI, watermark logos may violate eBay terms). If you are a Bid Buddy customer, as well, you could even cheat and automatically import the auction pictures into your Inventory Buddy.

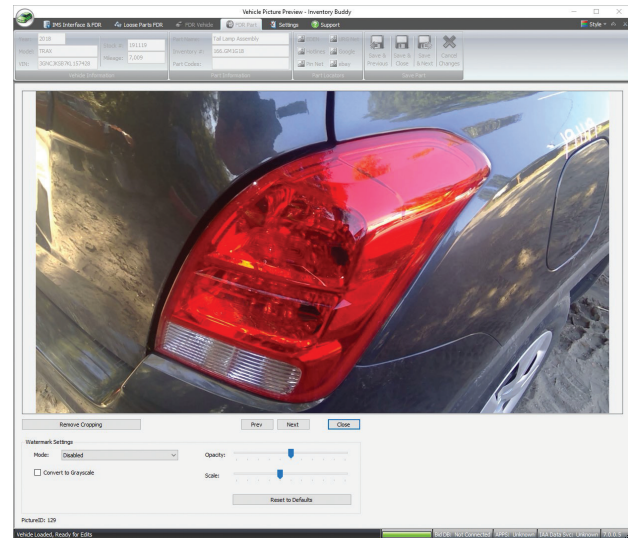
Added integration with URG Parts Pro has added a crash guide data hotkey to Inventory Buddy. Hotkeys for eBay Sold Listings and generic Google searches are one button click away now, too. You can now also automatically save a recall report in your vehicle pictures to prove you checked for recalls at the time of inventory. Those recalls are automatically checked and displayed as you inventory the vehicle to ensure you are properly notified of recalled parts, and will automatically tell you if RAS is paying for the recalled airbag. Support for additional cloud utilities besides Dropbox, such as Google Drive and simple file sharing has been added as well.

Inventory Buddy makes it very easy to walk around the vehicle to inventory a new salvage purchase, note damages, and take pictures all on a Windows Tablet, and we then transfer the file over to your normal PC to price the parts before putting them into your Powerlink or Pinnacle Professional Inventory Management System. Our support staff is only a phone call or simple connect up away from helping you inventory cars even quicker today!

## About Us

Buddy Automotive Innovations has been serving well over 1,000 professional automobile recyclers across the U.S., Canada, and Australia for almost 15 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 two full time sales reps and six full time support technicians and over 1,400 Buddies in use today.

See listing on page 38.



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 2000s 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 in person at the 2003 IT show, where John demonstrated his prototype of what is now the Inventory Buddy to Mike. Within three months they began a joint business effort to market the Inventory Buddy, and then Bid Buddy.

John also has a real passion for the agricultural fair industry, as a member of the Hebron Lions Club that holds one of the top three annual fairs in CT. John is a Past President of the Hebron Lions Club and Past Fair Superintendent of the Hebron Harvest Fair. He is also the very first person to receive an official designation of Certified Volunteer Fair Manager from the International Association of Fairs and Expositions in 2015.

**URG CORES  
FREE  
60-DAY TRIAL**  
For All Customers  
New and Existing



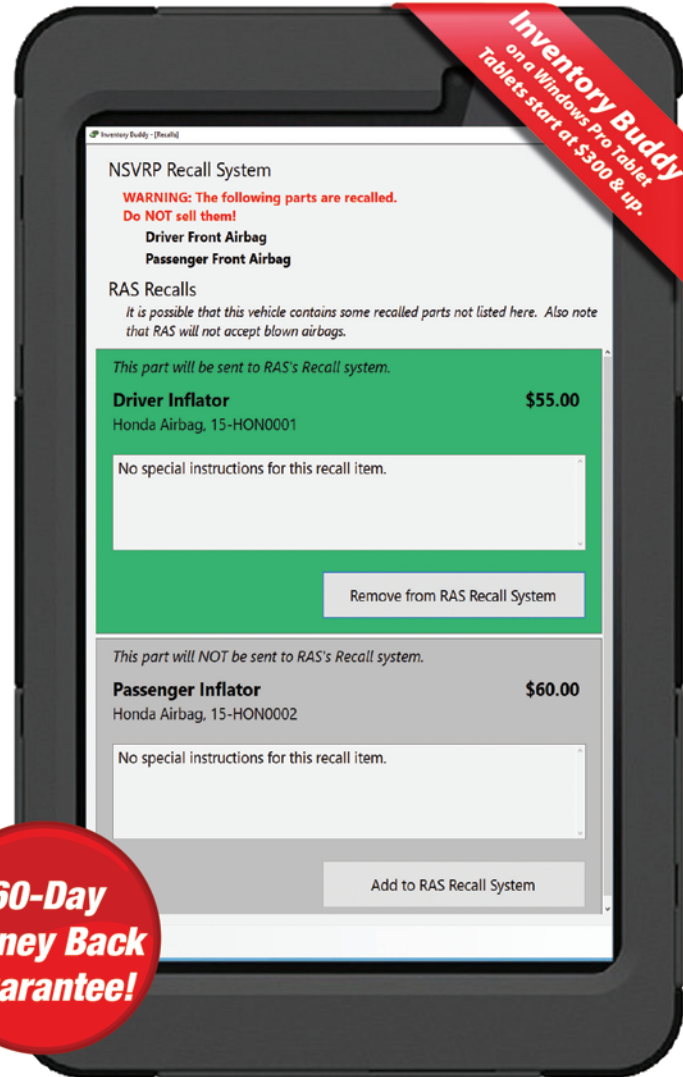
**PINNACLE  
USERS!**

Now with the help of Hotlines Inc.  
We can now upload  
images to an  
individual part

# 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. Also available is the NSVRP Recall system for all recalls.
- ▶ **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.

All inclusive Support, Installation, Training, IC Updates and Software Upgrades

866-337-1177 · [www.buddyai.com](http://www.buddyai.com) · [sales@buddyai.com](mailto:sales@buddyai.com)

## Pinnacle Pro Users – We Have Great News

**P**innacle Pro Users – Do you miss your Inventory Buddy software? **Buddy Automotive has great news!**

Added integration with URG Parts Pro has added a crash guide data hotkey to Inventory Buddy. Hotkeys for eBay sold listings and generic Google searches are one button click away now, too. You can now also automatically save a recall report in your vehicle pictures to prove you checked for recalls at the time of inventory. Those recalls are automatically checked and displayed as you inventory the vehicle to ensure you are properly notified of recalled parts, and will automatically tell you if RAS is paying for the recalled airbag. Support for additional cloud utilities besides Dropbox, such as Google Drive and simple file sharing has been added as well.

### What do you need?

A small piece of data export hardware called a “chuck” that will transfer and upload the images from your Final Desktop Review and then attach the picture to a part description in your Pinnacle Motor Vehicle Record. The hardware is available for \$250 from Chris Shoemaker at OEM Parts Corporation. Our support department will install, reinstall or update your hardware after that. And as always, we give unlimited support, unlimited training and all software updates are included in your annual license. So please don't hesitate to call for more training for your staff.

If you want to get back to using your favorite inventory tool WITH IMAGES please give us a call and we can get the process started!

As a Bid Buddy user, we want you to be as successful as possible. Every now and then, we see opportunities to help you by teaming up with third party providers that will complement Bid Buddy and help your business.

During the past 12 months we at Buddy Automotive have been working closely with Chris Dagleis and Chad Counselman from Auto PARTnered Solutions on two of their products/services – which you may have already heard of – exactbids and exactstats.

Several Bid Buddy users are now using both these services. When combined they take using Bid Buddy to the next level! They also save you time and help you make more money.

Here is a brief explanation of what they do and how they can help you.



### What is exactbids?

It is a dedicated salvage previewing service, preparing bids on the best cars for your facility ready for you to buy at auction. This means that:

- A trained and managed previewer dedicates 100% of their skills and time on your business.
- They complete all the previews, choosing the good parts and correct interchange while you are sleeping or enjoying time with your family.

### exactbids will help you:

- Buy better salvage – because they have been previewed properly
- Buy more salvage – because more vehicles have been previewed
- Find the right salvage you need to meet your customer needs
- Buy salvage at a cost of goods that will drive your profitability higher

Having used Bid Buddy, you know that it's all about the data and buying scientifically.

Do you ever look at some salvage and can't work out why your projected versus actual sales just do not match? After all they should, if you are buying the right sales at the right price. This is where exactstats comes in.

### What is exactstats?

- A personalized service that uses your data, specific to your business to segment your buying with a level of accuracy which will eliminate those bad buys.
- Every quarter exactstats reviews the settings to help you fine tune the algorithms to ensure success.

exactstats will help you by segmenting your data and creating the right QCI settings for your business so that your bids are accurate – not based on gut but on facts. And in turn you will be paying the right money for the right sales – not too much, not too little – just right!

Chris and Chad are helping many Bid Buddy users and the feedback we have received from our customers about the results has been really positive. If you want to supercharge your Bid Buddy system with exactstats and exactbids: Call Chad (North America +1 251 391 6551) or Chris (Australia, New Zealand, UK +61 411 743 560)

See listing on page 38.

## GLOBAL RERUN BEFORE



## GLOBAL RERUN AFTER — SOLD 3 TIMES



Auction Company	Auction Location	Auction Date	Days Age	VIN	Year	Model	Lot/Stock Number	Odometer	Vehicle Link	View Pictures
IAAI	North Hollywood, CA	3/13/2019	-2	WDDHFSKXE791867	2014	Mercedes-benz E 350	24650780	1	<a href="#">View on Website</a>	<a href="#">View Pictures</a>
Copart	Rancho Cucamonga, CA	9/18/2018	174	WDDHFSKXE791867	2014	Mercedes-benz E 350	43965938	0	<a href="#">View on Website</a>	<a href="#">View Pictures</a>
TRA Nationwide	Southern California, CA	8/21/2018	202	WDDHFSKXE791867	2014	Mercedes E350w	550213368531	1	<a href="#">View on Website</a>	<a href="#">View Pictures</a>
TRA Nationwide	Southern California, CA	8/7/2018	216	WDDHFSKXE791867	2014	Mercedes E350w	550213368531	1	<a href="#">View on Website</a>	<a href="#">View Pictures</a>
TRA Nationwide	Southern California, CA	8/6/2018	217	WDDHFSKXE791867	2014	Mercedes E350w	550213368531	1	<a href="#">View on Website</a>	<a href="#">View Pictures</a>
TRA Nationwide	Southern California, CA	7/24/2018	230	WDDHFSKXE791867	2014	Mercedes E350w	550213368531	1	<a href="#">View on Website</a>	<a href="#">View Pictures</a>
TRA Nationwide	Southern California, CA	4/3/2018	342	WDDHFSKXE791867	2014	Mercedes E350w	550213368531	999,999	<a href="#">View on Website</a>	<a href="#">View Pictures</a>

St	Status	QCI Red	QCI White	QCI Blue	QCI Method	QCI Status	Run #	Location	Year	Model	Lot Number
Q		113	105	130			00000	SC002	2012	Fiat 500	32524970
Q		113	108	140			00000	CC070	2007	Tacoma	58100329
Q		112	103	130			00000	P050	2016	Fiat 500	59720489
		112	119	93			00000	CC090	2017	Dodge 1500 Pickup	49180359
		112	131	75			00000	SD004	2016	Legacy	26065220

**TRIPLE SCORE**

## SMARTER BIDDING

**60-Day Money Back Guarantee!**

- ▶ **NEW! Triple Score helps** customize your buying with 3 QCI Buyer Profiles labeled red, white, and blue. Now you can have three strategies to your buying and all displayed within the vehicle evaluation. Late model for mechanical parts and older models for body parts.
- ▶ **NEW! NSVRP Icon** is either a green ladybug meaning there are no recalls on this VIN or a red ladybug meaning there are recalled parts. Be safe and don't bid on or sell recalled parts.
- ▶ **NEW! Bid Buddy now shows you Global Reruns** and shows every instance this VIN has been at auction. This Mercedes was at auctions 7 times and sold 3 times from all 3 major auction houses. Bid Buddy retains the images from each auction run so you can see any changes in condition.
- ▶ **NEW! Auction images are integrated** in Bid Buddy in the Bid Screen. Just hover over a part type and the images appear for quicker and easier damage selection.
- ▶ **Evaluates auction website inventory** in seconds. Lists the vehicles by the highest degree of need so they will turn faster and avoid the duds.
- ▶ **Parts and pricing saved in Bid Buddy** are passed into **Inventory Buddy** automatically when that VIN is loaded onto the **Inventory Buddy**.
- ▶ **Works on a Windows PC, tablet, or laptop** with all the major inventory management systems.
- ▶ **APU Solutions Data – Evaluate with Actual Insurance Repair Data from Your Area.** (Subscription Additional)
- ▶ **Comp Nine Total VIN Decoder** – Manufacturer's Build Sheets (Subscription Additional)

**Bid Buddy \$1,800 Annually**

Hollander reseller monthly payment plan available. Monthly for \$165 when contracted through Hollander or Powerlink.

All inclusive Support, Installation, Training, IC Updates and Software Upgrades

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## Crush Software Meets Your Self-Service Needs



**C**RUSH Software was founded by Dimitri Gerontis and Chris Mantas. After building and running a successful auto recycling yard themselves, they saw a need for industry-specific software. They decided to create a point-of-sale and inventory management system that was tailored to the self-service auto recycling industry. They would spend the next several years working to design and build the software before bringing it to market in 2010.

Since 2010, CRUSH has grown to become a major player in the self-service industry, helping auto recyclers streamline their processes and simplify paperwork.

Commodities like car bodies, cores, catalytic converters, etc. can be tracked through CRUSH as well. Bills of Lading can be created, and payments generated directly from CRUSH, simplifying your paperwork. CRUSH can also submit vehicle data to NMVTIS for you when vehicles are purchased, sold or crushed, eliminating the extra work and reducing the cost of manual submissions. CRUSH also has an optional scanner available that can be used to move vehicles in the yard, track vehicle processing, and crush vehicles as well.

CRUSH can be customized to meet your business needs and store policies and we are always working to create new features and reports that are useful to our clients. We are a small, dedicated team and we work hard to provide responsive support, suggested improvements, and overall customer satisfaction.



**Call us today to schedule an online demo of our software, or ask any questions that you might have.**

See listing on page 43.

CRUSH is a complete yard management system for self-service auto recyclers. With CRUSH, you can easily buy cars, manage vehicle inventory, efficiently sell parts and track important metrics. CRUSH offers a variety of reports and customizable search features to help your business better track cash flow, inventory turn-over, sales performance, top parts sold, and so much more. CRUSH can also be integrated with a truck scale to purchase vehicles by weight, and offers options to pay a bid price or tonnage price for vehicles. CRUSH includes an optional Hollander Interchange module that will show interchange notes, along with a list of potential vehicle matches in your yard, without an extra step to look up what is available from the notes.



**U-PULL-IT?**  
**U-PROFIT!**

WITH

SELF-SERVICE AUTO RECYCLING SYSTEM

**CRUSH™**

**Yard Management System**

# Add MORE to Your U-Pull-It Bottom Line

- Simple touch screen POS for speedy checkout
- Integrated Interchange to locate all possible vehicle matches in your yard
- Save thousands in NMVTIS Submissions
- Track scrap and commodity sales
- Daily management reports
- Vehicle purchasing, scanning, yard tracking and search features

**Sell Valuable Cores With  
URG Core Program Integration**

**New Disaster Recovery Feature  
Available With DataSafe**



**SOFTWARE SOLUTIONS**

See online demos at:  
[www.S3SoftwareSolutions.com](http://www.S3SoftwareSolutions.com)  
Main Office: 801.355.3388



## URG – Business Solutions for Today’s Automotive Recyclers *By Don Porter*



**U**nited Recyclers Group, LLC, an association of automotive recyclers, was founded in 1995. Its original purpose was to facilitate creating a new yard management system (YMS) built by recyclers for recyclers.

URG members wanted a YMS that would streamline business operations, create efficiencies, and enhance the ability to manage inventory. From the collective experience and input of the original members, Pinnacle Classic was created.

Currently, URG has more than 480 company members who, as a group, operate more than 650 full-service and self-service locations throughout the U.S. and Canada.

URG’s mission has always been to lead the industry in providing superior products and services tailored to automotive recyclers’ operational needs. Today, URG helps its members maintain their competitive edge by providing access to a unique portfolio of business tools, innovative technology, data protection, e-commerce solutions, operational support and much more.

Following are a few of the business tools and services URG has developed:

- **Core Value Program** – Helps recyclers get top dollar for their inventory. URG downloads current core prices from multiple core companies directly into the recycler’s yard management system so the sales staff will automatically be prompted at the time of the sale to charge the highest core price, thus maximizing profits.
- **URG PartsPro** – A robust parts lookup tool. Recyclers can obtain the same reliable parts information as contained in the Mitchell Collision Estimating Guide in an easy-to-use electronic format. It provides part diagrams, which allow for selecting individual parts, displaying part numbers and OEM pricing. It also assists sales personnel in building assembly pricing, which can lead to additional sales opportunities. PartsPro is the only URG product that is available to non-URG members around the world.
- **URGNet Control Center** – This was created to make it easy for recyclers to track, control and protect their confidential information when feeding data to third-party vendors accessing the recyclers’ database.

In 2017 URG expanded into the insurance market by forming a captive insurance company, URG Insurance Company. The insurance organization is domiciled in the state of North Carolina. Recyclers now have the opportunity to form their own captive cell or combine with other recyclers to form a cell through the URG captive program. The captive insurance program provides recyclers with the opportunity to self-

insure some of their own inherent business risks, such as warranty claims, which are normally self-insured.

To help recyclers manage their warranty claims, URG created the URG Warranty Claim department. The claim department is staffed with ASE Master Certified technicians who handle warranty claims involving engines, transmissions, transfer cases and differentials.

To facilitate the claims process, URG created a proprietary warranty claim software application that allows for bi-directional communication of warranty claim information between the URG claim representatives and the auto recyclers’ personnel. This application increases the efficiency and accuracy of claim reporting and claim handling and reduces administrative costs and claim costs. Claim handling, throughout the life of the claim, is documented at every stage. The bi-directional communication and tracking program allows the recycler the ability to view the claim file at any time in the process.

Our claims personnel represent themselves as working for the individual recyclers’ product service department, which elevates each recycler’s credibility and professionalism participating in the program. The URG Warranty Department will continue to expand, and as it does, add additional recyclers seeking claim services.

URG and its board of directors believe highly in giving something back to the industry we serve. Therefore, URG founded the URG Scholarship Foundation for this purpose. This foundation awards educational scholarships to the recyclers’ employees or to their children wishing to attend a college, university, trade, or vocational school. Through the generous donations of our members and industry sponsors, in 2020, we were able to award \$30,000 to students attending a four-year college and \$10,000 to students attending trade or vocational schools.

URG is a growing and dynamic automotive recycler association staffed with some of the most talented business professionals in our industry. Our focus now and into the future is to create products and provide services the auto recycling industry needs to compete in an ever-changing market!

I appreciate having this opportunity to share a little insight into a great organization. I feel very fortunate in having the honor to be able to lead our URG team! To contact Don, please email him at [dporter@u-r-g.com](mailto:dporter@u-r-g.com), alternatively, please visit [www.u-r-g.com](http://www.u-r-g.com).

*See listing on page 46.*



# URG

BUSINESS  
SOLUTIONS  
FOR TODAY'S  
AUTOMOTIVE  
RECYCLERS

VIEW ALL OF OUR  
BUSINESS TOOLS  
& RESOURCES ::  
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# PGM of Texas, LLC – The Market Leader in Catalytic Converter Recycling

By Steve Contreras, Chief Business Development Officer



**P**GM of Texas, LLC (PGM), specializes in processing catalytic converters and the recovery of precious metals like platinum, palladium, and rhodium from catalytic converters.

Since 1999, PGM has grown to become one of the oldest and largest catalytic converter recyclers in North America. Our headquarters and main processing facility is in San Marcos, TX with additional processing facilities in Gulfport, MS and Las Vegas, NV. With capacity to de-can over one million catalytic converters per month and the ability to process more than two million pounds of automotive catalyst monthly.

In addition to our three processing facilities, we have locations in:

- Dallas, Houston and Laredo, TX
- Charlotte, NC
- Bow, NH
- Jacksonville and Orlando, FL
- Irvine, CA
- Kansas City, MO
- Dothan, AL
- Baltimore, MD

PGM offers the following three transparent service options for your catalytic converters needs:

- 1. Buying by the piece** – We offer same-day service and same-day payment by evaluating each catalytic converter for the best daily market price.
- 2. XRF Analysis Service** – This service is ideal for customers with small lot(s) needing fast payout on reliable analytical results. Advance payment can be made at the time of delivery. XRF results and final payment are completed within five days of delivery.

**3. Assay based refining** – This toll refining service is ideal for customers with large quantities needing an ICP assay-based analysis. Advance payment can be made at the time of delivery. ICP assay-based analysis is within 21 days. Final payment, early settlement can be made at the time of ICP assay results.

Since the May 5, 2020 announcement of the PGM of Texas and Elemental Holding, S.A. strategic partnership, PGM has continued its robust growth in the U.S. market. Amid our continual growth, PGM is very excited, that soon, we will be offering the following transparent processing and ICP assay-based refining services.

- 1. Metallic-foil catalytic converter processing and ICP assay-based refining.**
- 2. Oxygen sensor processing and ICP assay-based refining.**

The success of PGM of Texas is due to the success of our customers. We believe in treating all loyal customers as partners by sharing our industry knowledge, experiences, and data. Providing our customers with the tools, i.e., PGM Catalytic Converter APP, training, etc., to become more profitable and successful. Our professional team of trusted buyers, logistic specialist and metal management staff are readily available to provide the best and most transparent reliable service to fit the needs of all our customers.

“This is an exciting time for our company and our customers. The partnership with Elemental Holding and the opening of our new 90,000-square-foot processing facility are milestones that our team worked incredibly hard on and I’m eager to accelerate our plans,” said Allen Hickman, CEO of PGM of Texas, LLC.

See listing on page 43.



# PGM

OF TEXAS



Elemental Holding SA

## THE LEADER IN CATALYTIC CONVERTER RECYCLING

WE ARE ONE OF NORTH AMERICA'S LARGEST AND OLDEST PRECIOUS METALS RECYCLERS. WE BUY PER PIECE AND OFFER TRANSPARENT ASSAY BASE REFINING.

- CATALYTIC CONVERTERS
- METALLIC FOIL CATALYTIC CONVERTERS
- OXYGEN SENSORS
- INDUSTRIAL CATALYTIC CATALYST AND ELEMENTS



### WE PROVIDE:

- DAILY MARKET PRICES AND HEDGING
- ON-SITE ICP LABORATORY
- CATALYTIC CONVERTER DATA AND APP
- 14 LOCATIONS NATIONWIDE

FOR MORE INFORMATION PLEASE VISIT OUR WEBSITE OR CALL US TODAY AT:

[PGMOFTEXAS.COM](http://PGMOFTEXAS.COM)

844-271-9198

## We Work With You and For You, to Deliver the Most Tailored Converter Package in the Industry



Since 1996, PMR has remained devoted to a customer-focused mantra and innovative mindset. This has enabled us to develop a business model that provides tailored solutions to support each and every one of our supplier's professional needs.

With a dedicated management team oriented toward solving quality and efficiency problems, PMR has established itself as an all-inclusive processor of auto catalysts, accepting all material types: ceramic, foil, DPF, aftermarket and O2 sensors.

At PMR we aren't just interested in receiving your converters, we are interested in helping you succeed at every stage of the converter recycling process. Dominating in converter recycling means understanding how converter tools, tailored processing and market timing, all work together, to enable strategic and successful results.

**Have the right knowledge to level up** – With PMR'S online supplier services platform (SSP), you have access to extensive support in purchasing, evaluating and monitoring your catalyst material. Auto recyclers can simultaneously keep their employees accountable, and converters secure with virtual inventory boxes that track unit counts and estimated value before shipping out for assay. The platform also allows recyclers to track their material as it moves between processing phases and includes referencing tools depicting refined value averages of over 22,000 units.

**Understand how tailored processing methods better suit you** – Although many competitors now claim to be the first, PMR was the true visionary behind small lot assays. With the lowest minimum material requirement of 100 ceramic OEM units, PMR provides more recyclers with the opportunity to deal direct and get paid on assay. Larger volume suppliers have the added benefit of separate results by material type or location – and with the fastest turnaround time in the industry, every supplier can quickly take advantage of market prices and put money back into their business.

**As the market changes, your converter's value changes** – Understanding that the PGM market plays a big role in converter returns, allows recyclers to make more educated and informed decisions when selling. PMR offers a range of hedging options for various delivery schedules that can



accommodate desired profit margins. Recyclers can choose to hedge one, two, or all three metals during business hours – according to the chosen physical ounce delivery obligation. Additionally, hedging precious metal ounces can be made available up to 10 days prior to receiving a shipment at a PMR facility.

**Locations** – PMR has four facilities across North America.

### CANADA

PMR Headquarters  
4640 Grande-Allée Blvd  
Boisbriand, QC  
CANADA J7H 1S7

PMR Ontario  
1630 Trinity Drive, Unit 5-6  
Mississauga, ON  
CANADA L5T 1L6

### UNITED STATES

PMR Florida  
1100 SW 10th Street, Unit H  
Delray Beach, Florida  
USA 33444

### COMING SOON ...

PMR Nevada

The PMR way – whether it be our attentive supplier support (we always pick up the phone), superior service offerings or deep consideration towards supplier feedback, we promise to always deliver satisfactory service.

Partner with a processor committed to your progress.

See listing on page 43.



Rise above the crowd.



1-855-901-5050

PMRCC.COM

## How Customer Experience Management Tools Solve Communication Problems



**W**hat is the secret to stellar customer experience management? Podium's Customer Interaction Platform can help you enhance the customer experience, which can, in turn, promote customer engagement and customer loyalty. Here are some of the best Podium features for exceptional customer experience management that will set you apart from your competition.

### **Interact Conveniently**

Modern businesses must use a variety of different communication tools to offer the best customer service, but it can be time-consuming and stressful to consolidate communications.

Podium's solutions allow you to manage customer communications and customer service across multiple channels—through one intuitive platform. Your staff can use Podium's convenient interface to interact with customers on business-boosting social media sites like Facebook, Instagram, and Google. Customers can also reach out via text messaging or through your website.

Consolidating interactions into one platform is convenient for both you and your customers. Since your staff won't have to check multiple websites to engage with customers, using Podium can save them time. Plus, customers can still reach out via whatever channel they're most comfortable with and receive a more prompt response. Convenient interactions can promote better overall customer experience. Happy customers mean more sales and referrals.

### **Receive Real-Time Feedback**

Want on-demand insights into the customer service and sales journey at your business? Podium allows you to solicit and receive real-time feedback from customers via text message. You can use convenient pre-formatted templates or craft your own strategic, personalized prompts to gain valuable insight into the customer experience. Who can better express to you how to improve your internal processes than the customers who actually purchase your products and services?

### **Look at Conversations in Context**

Podium's Customer Interaction Platform gives you a holistic view of customer communications over time. That means more context for the important conversations taking place between your staff and customers. You can skim through previous interactions with customers to get a complete view of customer communications.

It can be frustrating for customers to have to keep repeating the same information they've already provided, so having the interaction history at the tips of your fingers can save your customers some trouble and give your current conversation a more personal touch. Having a context for conversations can help you provide a better overall experience for your customers by helping you understand their needs and previous interactions with your staff.

### **Analytics**

Data is power, and having powerful analytics solutions at your fingertips can give you the upper-hand against the competition. Podium's Customer Interaction Platform offers analytics to help you spot trends in customer feedback and reviews.

Being able to spot trends across time can help you identify consistent issues customers are facing. Having this insight allows you to take the necessary steps to resolve those issues and provide a better customer experience, faster.

### **Get Podium's Interaction Platform**

Interaction Management consolidates your conversations across multiple communication channels into one convenient platform. You can manage your conversations across Facebook, Instagram, Google, text message, and your website without having to log in to each channel separately. Customers can reach out via the channel they are most comfortable with, and you can reply in a way that is convenient for you and, more importantly, your customer.

To give customers a more personalized experience, Podium Interaction Platform also includes conversation history, allowing your staff to cater their responses to the unique circumstances of each customer. You can also assign conversations to specific staff members to ensure customers are talking to the right people at the right times.

*See listing on page 43.*

Podium Starter

# Get more reviews, connect with website traffic, and more—all with a simple text.

## Reviews

Attract potential customers with your Google and Facebook reviews by sending a quick text message.

## Webchat

Increase conversions with an on-site chat widget that moves conversations to text.

## Messaging

Manage your messages with a single inbox for text, Facebook messages, Google messages, and more.

## Textable Number

Get a free textable business number so your customers can easily connect with you through the Podium app.

## Podium is changing the way we do business.

**90K+**

Businesses trust Podium to power their customer interactions.


**50M+**

Happy consumers are being served by Podium users across the globe.

**1 in 4**

Phones in the United States have been touched by Podium.



 — Get started free at [podium.com/get-started](https://podium.com/get-started)

## Rebuilders Automotive Supply: For All Your Core Needs



**R**ebuilders Automotive Supply is a multi-faceted company with three primary product lines: automotive cores, catalytic converters, and product recalls. All materials are primarily sourced from the Automotive Recycling Industry through thousands of Recyclers in the U.S. and Canada. These relationships have been forged over the course of 48 years since our founding in 1972.

RAS was recognized as 'Supplier of the Year' by General Motors as one of its best global suppliers during GM's 23rd annual awards ceremony. Suppliers from around the world received the award for going above and beyond GM's requirements, designed to provide customers with the most innovative technologies and the industry's best quality parts.

RAS technology offerings have set industry trends in part identification and include CorePro, Recalls, Catalytic Converters, RASBid, CorePro Mobile App, RASCAT App, CoreConnect, and URG.

### Automotive Cores

As the largest Independent automotive core company in the Industry, RAS has over 40 product lines, 180,000 part numbers in inventory, and over three million cores processed annually. Rebuilders Automotive Supply is the number one full-line core supplier to the largest remanufacturers in the world.

RAS tools uniquely streamline all aspects of the automotive core evaluation and inventory process while maximizing core revenue.

### Catalytic Converters

RAS has become one of the top processors of catalytic converters in the U.S. and Canada. We sell the material to the largest smelters. RASCATS APP converter data program is available exclusively for assay suppliers. Over 10,000 ID numbers at your fingertips and easily accessible from your mobile phone, tablet, or desktop. RAS buys CATS by the piece, either at our buying doors in Rhode Island and Florida,

shipping to Rhode Island or Florida, or from a road buyer. Each piece is checked-in by a member of our CAT Grading Team to ensure proper grading and pricing. Payment is made at the time of purchase, sent via check, wire, or ACH within three days of receipt.

### Recalls

RAS serves as an exclusive U.S. buyback partner of defective Takata airbags for ten automakers (OEMs), covering 23 makes, 145 models, and 16 years of model year coverage. Our extensive relationships with thousands of auto recyclers across the U.S. and Canada allow us to introduce and integrate technology so recyclers can instantly identify recalls through the Vehicle Identification Number (VIN). Recyclers are financially incentivized with a bounty for each airbag returned.

RAS has played a vital role by providing programs for awareness and education to the auto recycling industry on the identification, removal, packing, and shipping of these defective products. Our supply chain processes thousands of shipments each month as these airbags travel from recovery point to their final destination, where the airbag modules are destroyed. RAS has acquired, verified, and destroyed over 500,000 defective Takata airbags. RAS is proud of its role as a corporate citizen in facilitating the removal of these lethal products out of the salvage network, which ultimately saves lives.

Overall, RAS has evolved into a company that promotes the circular economy and the true essence of recycling. RAS has supported the auto recycling industry since its inception, attending and sponsoring trade shows and conventions, participating in vendor panels, and advertising dollars for state and national Trade Publications.

For more information, go to [www.coresupply.com](http://www.coresupply.com).

See listing on page 43.





# REBUILDERS AUTOMOTIVE SUPPLY

## Core prices are on the rise!

Check for Takata Recall Airbags

HONDA • ACURA • CADILLAC • CHEVROLET • FORD • GMC • INFINITI • JAGUAR  
LAND ROVER • LEXUS • LINCOLN • MAZDA MERCURY • MITSUBISHI • NISSAN • PONTIAC  
SAAB • SATURN



#pullthatcore



#yankthatbag



#cutthatcat

### GOOD TO KNOW:

#### FREIGHT

Airbags, Cores and Converters continue to arrive for processing.

#### CATS

Precious metals market prices are at an all time high!  
Assay pricing or by-the-piece pricing available.

### FOR ALL YOUR CORE NEEDS

CorePro • RASBid  
CorePro Mobile  
CoreConnect • URG

# The Premier Online Auction Marketplace for Scrap Catalytic Converters



Catalytic converter buyers & sellers want what other established commodity markets already have: Access to dependable suppliers and consumers, a transaction process that protects their financial interests, and most of all, reliable **Price Discovery**.

Unfortunately, the current way converters are bought and sold is outdated. It keeps existing buyers and sellers "locked-in" to an old, inefficient business network. This outdated model is frustrating for Sellers because it makes accurate price discovery time-consuming, challenging, and sometimes impossible. This frustration often leaves Sellers wondering if it was a fair transaction. This old model constrains Buyers, as well, by creating costly geographic barriers to new suppliers which makes bidding, buying, and collecting difficult.

It is time for our industry to move to a modern business model for buying and selling scrap catalytic converters – one that provides transparent pricing for sellers, gives buyers easy access to new supply, and **protects the financial interest of both!**

We recognize that change will be hard for some buyers and sellers that are comfortable with the old ways of doing business. **Evolution is not always easy.**

To help create a simple and smooth experience for users, we have made our auction platform extremely easy to use. In addition, we personally walk users through the onboarding process step-by-step. Our goal is to bring professional and innovative buyers and sellers together, to provide the price discovery they want, along with easy access to each other, and a **low-cost, safe and protected transaction.**

When using the ScrapCATapp Marketplace, geography is no longer an obstacle. Buyers now have access to sellers across the country and can grow their volume as much as they desire. Sellers benefit by having multiple, competitive buyers compete for their converters, every time!

The concept behind ScrapCATapp is simple: Bring buyers and sellers together into a transaction platform that is **safe, easy, and benefits everyone!**

### With ScrapCATapp:

- Sellers easily inventory and list their converters for sale. Then receive bids from interested and competitive Buyers across the nation, without having to leave their office!
- Buyers grow their business with unrestricted access to new Sellers that are outside their current geographic reach. With no customer acquisition cost and expensive site visits, this significantly reduces Buyer's time and marketing efforts and allows more competitive bids.
- The entire industry benefits with Supply & Demand being brought together efficiently and creating a **"Win-Win"** transaction for all participants.

### ScrapCATapp helps you avoid the following pain points:

- Say goodbye to the "old-fashioned" network that stops the market from working efficiently. Buyers are no longer disadvantaged by barriers to acquiring new suppliers, finding the decision-makers, or having to worry about receiving quality material.
- New technologies and efficient logistics are only making the "old transaction" get older, faster! Every year, unless buyers and sellers are actively improving their access to each other, their network is degrading.
- The ScrapCATapp Marketplace allows buyers and sellers to keep their finger on the pulse of the scrap converter market ensuring they pay and get paid competitive prices and maintain access to consistent suppliers and buyers.

Innovative buyers and sellers are saying hello to the **New Way to Buy and Sell Scrap Catalytic Converters!**

To buy or sell via the ScrapCATapp Online Auction Marketplace, please contact us via phone or email or visit our website to sign up for a user account.

**We look forward to working with you!**

See listing on page 44.



**Unlimited  
Access to  
Multiple  
Buyers & Sellers!**

**Simple and  
Easy to Use  
Proven Auction  
Technology!**

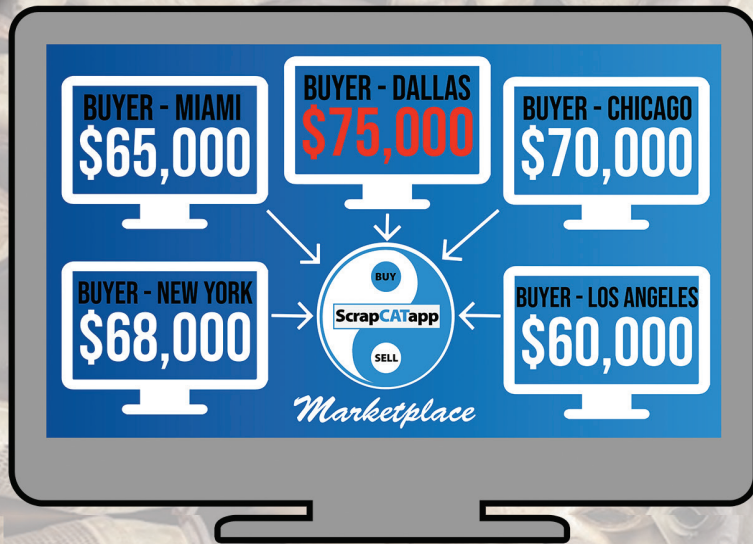
**Safe and  
Protected  
Transactions!**

**Over \$100 Million in  
Converters Sold...**

**AUCTIONS  
WORK!**



**Welcome  
to the  
New Way  
to  
Buy & Sell  
Scrap  
Catalytic  
Converters!**



**Take Advantage of  
Price Discovery!**

**ScrapCATapp**

*The Premier Online Auction Marketplace  
for Scrap Catalytic Converter Sales*



714 618 5099



Contact@ScrapCATapp.com

# The 4 Ps of Converter Recycling Profitability

By Becky Berube



United Catalyst Corporation has a mantra: Getting the Most from Your Converters with A Process You Can Trust. For those of us that work at United Catalyst, and for the recyclers we serve, it is as simple as four Ps; a Process you can trust; a Program you can trust; a Partner you can trust; and the Power of education.

## A Process You Can Trust

How much money do you want from your converters? Your answer should be, all of it. Did you know there is only one way to get all the value from a converter and that is by destroying it: de-can, mill, sample, assay, smelt, and extract or refine the platinum, palladium, and rhodium out of the catalyst. The way to get all the value from the converter is to sell it on this Process called assay-based selling. An assay is a test result from a sample that, if done correctly, yields the highest result.

## A Program You Can Trust

An assay-based selling Program benefits you the recycler if: One, the results of the test are true and accurate of the converters you sent in; Two, if the recycling costs are reasonable and customary; Three, if the metals are sold at a fair market price. When you sell converters based on this Process and a fair Program you are getting the true value out of each scrap catalytic converter regardless of wear and tear on the unit or grading category. In this Program it doesn't matter what car the converter came from or how many miles the vehicle had; whatever precious metal contained in that converter will be recovered and paid on.

## A Partner You Can Trust

In an industry that has historically been rife with smoke and mirrors, as recyclers looking to get the most from your converters, you need a Process you can trust, a Program you can trust, and a Partner you can trust.

**Trust** /trəst/ noun 1. firm belief in the reliability, truth, ability, or strength of someone or something.

You see you can do everything right. You can sell on assay instead of selling by the piece. You can have great terms and pricing. But if you do not have a reputable partner that you can trust, you could still be losing. President Ronald Reagan on multiple occasions used the Russian proverb, "Trust but verify", in the context of nuclear disarmament. The same holds true in our part of the recycling industry.

## The Power of Education

At United Catalyst Corporation we believe that an educated recycler is our best customer. In fact, we give you an education in auto catalyst processing and precious metals refining. 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 make more money, and no one will ever be able to take advantage of you again.

Recycling is a journey. We hope you will rely on us at United Catalyst to be your guide. Who are we? United Catalyst Corporation is a professional processor with a sample preparation lab. We process your converters; we test and witness your material throughout refining; we get you a verified assay result. We are a processor you can trust.



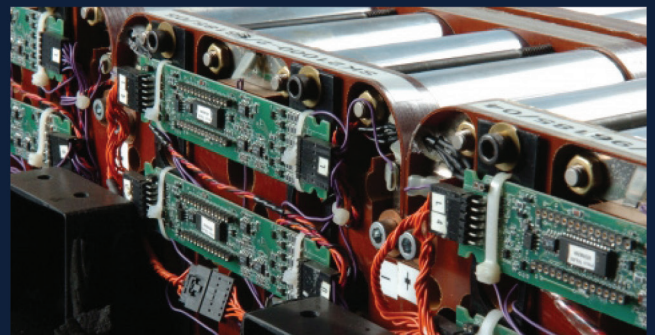
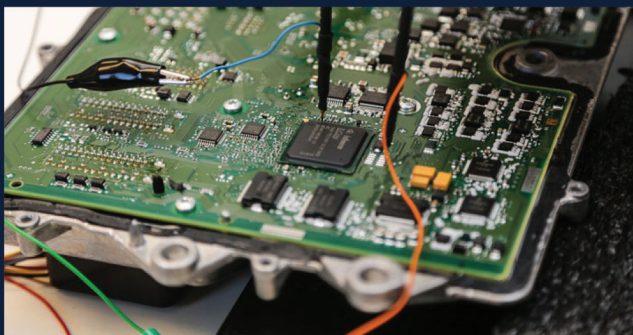
To subscribe to our daily e-newsletter or get Platinum Group Metal prices texted twice daily to your phone, **TEXT 60-Second or Daily to (864) 834-2003**. You can also call us or email us at [sales@unitedcatalystcorporation.com](mailto:sales@unitedcatalystcorporation.com).

See listing on page 46.

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## Providing Solutions for All Your Waste Needs since 1998



**W**orldwide Recovery Systems, Inc. is a California-based hazardous and non-hazardous waste transporter. We offer a variety of services including waste transportation, oil collection and disposal, parts washing services, field services, and much more.

### What We Do?

We have extensive knowledge of the waste industry, and offer many different customized solutions to fit the needs of our clients. We work with our clients to deliver the most effective service in the industry.

### Our Services

- Hazardous Waste Transportation & Disposal
- Parts Washers Sales and Services
- Waste Oil Collection
- Field Services
- Compliance Training
- Lab Packing



### Our Products

- Absorbents
- Detergents
- Cleaners

We make the entire process of packaging, manifesting, transporting and disposal safe, secure and uncomplicated.

### Hazardous Waste Management

- Hazardous Wastewater
- Flammable Paint
- Non-Flammable Paint
- Lab Packing Services
- Hazardous Container Management
- Waste Corrosive
- Liquids and Solids
- Vacuum Services

### Parts Washers Sales and Service

We offer parts washer sales and services for all of your company's needs. Our parts washer professionals at Worldwide Recovery Systems are trained to service, clean and repair your Parts Washer machines.

### Field Services

We offer experienced and certified skilled labor to perform a variety of environmental cleanup services. Our field service

crews are dispatched from service centers in Northern and Southern California. This enables us to manage routine industrial cleaning and to respond to any emergency clean up.

### Compliance & Training

We understand that many companies simply cannot afford to maintain an environmental, health and safety staff. Our staff of advisors will work with you to identify your unique requirements. Whether you need to develop a comprehensive regulatory compliance program or file an annual report, Worldwide Recovery Systems, Inc. is there to teach the standards in which to keep you compliant. We offer a variety of different programs and options. Please contact us to find out more. *Note: We can create programs and reports, as well as provide training*



### Your Partners for Environmental Compliance

**Who Is YES?** YES Management, Inc. is a fully permitted waste transfer facility that focuses on providing simple, cost-effective solutions for a variety of non-RCRA and non-hazardous waste streams.

### YES Services

- Oil filter processing & recycling
- Fully operational environmental laboratory
- Full containment processing areas
- Termination of manifest at our facility
- Licensed & insured

### Non-RCRA & Non Hazardous Waste Processing

- YES is fully-equipped to handle both Non-RCRA/ Non-Haz Solids & Liquids

### Oil Filter Recycling & Processing

- YES also provides a comprehensive oil filter screening, sorting, processing & recycling process for our customers.

### Compliance & Certificates

- US EPA IDs AZR00515924 & AZR000521146
- Use only permitted and approved facilities
- Your partners for environmental compliance
- All waste properly and legally disposed in the U.S.

See listing on page 46.

# GOT WASTE GAS?



**Contact Worldwide Recovery Systems for all your waste needs**

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## Remove Auto Glass Faster Than Ever with the Inductor® Glass Blaster®

Looking for a way to quickly remove auto glass in a fraction of the time it takes to use other tools? Look no further than the Inductor® Glass Blaster®. Instead of using knives or wires to remove glass, switch to the precise, safe and reliable option that is induction heat.

The Glass Blaster uses high-frequency magnetic fields to generate Invisible Heat® which releases adhesives bonded to ferrous metal without the collateral damage of an open flame. With the Glass Blaster, you can remove windshields from outside the vehicle in less than 15 minutes and quarter glass in less than three minutes without the need to remove the interior trim. Induction heat releases urethane in hard-to-reach areas where other glass tools can't go. Plus, there is no damage to the encapsulant or frit.

You can also remove SMC bonded panels, undercoating, appliques, spray-on bedliners, and more!

Operating on 120v/20A with an output of 2,000 watts, the Glass Blaster is comprised of the Inductor Max induction heater hardwired with the Glass Blaster attachment and mounted in a portable toolbox. The attachment is engineered with contoured beveled edges which places the magnetic field closer to the workload. The ergonomic grip allows for more control and allows you to better access tight corners.

The Glass Blaster also comes with a pneumatic foot switch, which activates the attachment. Included are 2 L-wedges to help you separate the glass from the adhesive. The body includes storage for attachments and UL/CSA listed GFI protects the entire unit for safety. Also included is a one-year warranty.

**Get your Inductor Glass Blaster today by contacting us at (877) 688-9633 or finding a reseller near you.** Learn more about how induction heat can save you time and money by visiting [www.theinductor.com](http://www.theinductor.com). See listing on page 42.

# Switch to Induction Heat



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**WINDSHIELDS**



**QUARTER GLASS**



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Release windshields *from outside the vehicle* in less than 15 minutes with no need to remove the interior trim. The Glass Blaster releases urethane in hard-to-reach areas where other glass tools can't go. Quarter glass can be removed in less than 3 minutes, spray-on bedliners can be removed in just a few hours.

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- > Max Power Supply
- > Glass Blaster Attachment
- > 2 L-Wedges
- > One Year Warranty

#### FEATURES:

- > 120v/20a
- > Portable Toolbox
- > Pneumatic Foot Switch
- > Audio/Visual Power Indicators

#### APPLICATIONS:

- > Auto Glass
- > Spray-on Bedliners
- > Bonded SMC Panels
- > Metal Bond Adhesives



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## Top 4 Ways Texn Rewards Can IMPROVE Your Salvage Yard

**#1: Build a customer list FASTER** than any other marketing service and make a return on your investment by sending out texts which give customers a reason to come back. Stop the hassle of handling paper waivers and gain the benefit of building a marketing list at the same time. Build a list of thousands of customers, notify them of important info, and put your business in the palm of your customers' hand.

**#2: Give your customers REAL-TIME ACCESS to your inventory.** Our inventory notification system, Just In, plugs into your inventory process and sends real-time text alerts based on customer preferred specifications. No more dealing with questions such as "When will you get XYZ vehicle in? Can you let me know when it arrives?" Instead, point them to sign up for Just In, and Texn Rewards will make sure they are notified the first day your vehicles are no longer in a holding status. Just In integrates with Crush and URG data transfer for Pinnacle or Powerlink yards.

**#3 Save TIME and get a dedicated account manager with experience developing marketing plans for salvage yards.** Once we understand your business and what you are looking to accomplish with a marketing strategy, then we will

customize a plan which accomplishes your objectives. We provide white glove service and plan ahead so you can focus on other important objectives. We also have a quick response time to inquiries and are able to handle urgent requests.



**#4: We have a comprehensive report which tracks TRENDS/SEASONAL FLUCTUATIONS for your yard and we make it easy to determine if you are in a normal range.** We can also determine which coupons are working and which ones we need to improve. The reports are intuitive once you understand the data elements being tracked. You will understand what your base line number is for each metric so you can see trends and understand why they are happening. Understanding why the trends are happening will help you make decisions to positively influence the trends. Some trends you may notice include an increase in returning customers over time, increased attendance during certain times of year, increases/decreases in the percentage of English/Spanish customers, increases/decreases in different coupons, and increase/decrease in opt out rate. See listing on page 45.

**Here are the Top 4 ways Texn Rewards can IMPROVE your self-service salvage yard(s):**

**HUGE customer lists**  
Bring them back

**REAL-TIME ACCESS to inventory**  
Just in alerts

**ROI**

**Comprehensive WHITE GLOVE SERVICE**  
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**Understand TRENDS/SEASONAL FLUCTUATIONS**  
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Since 1943, the Automotive Recyclers Association (ARA) represents professional automotive recyclers, a vibrant and thriving part of the automotive supply chain. ARA and its members are dedicated to the efficient removal and reutilization of genuine original equipment manufactured (OEM) automotive parts, and the safe disposal of inoperable motor vehicles.



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Automotive Recycling magazine is the official publication of the ARA that provides in-depth informative industry coverage, as well as trends, commentary and ideas to better auto recycling businesses.

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Auto Recycler's Toolbox® is now published by the Automotive Recyclers Association. It delivers the *Automotive Recycler Trade Show Experience* to those who do not attend industry events and continues the conversation for those who do.

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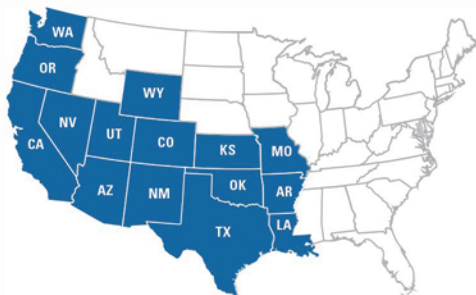
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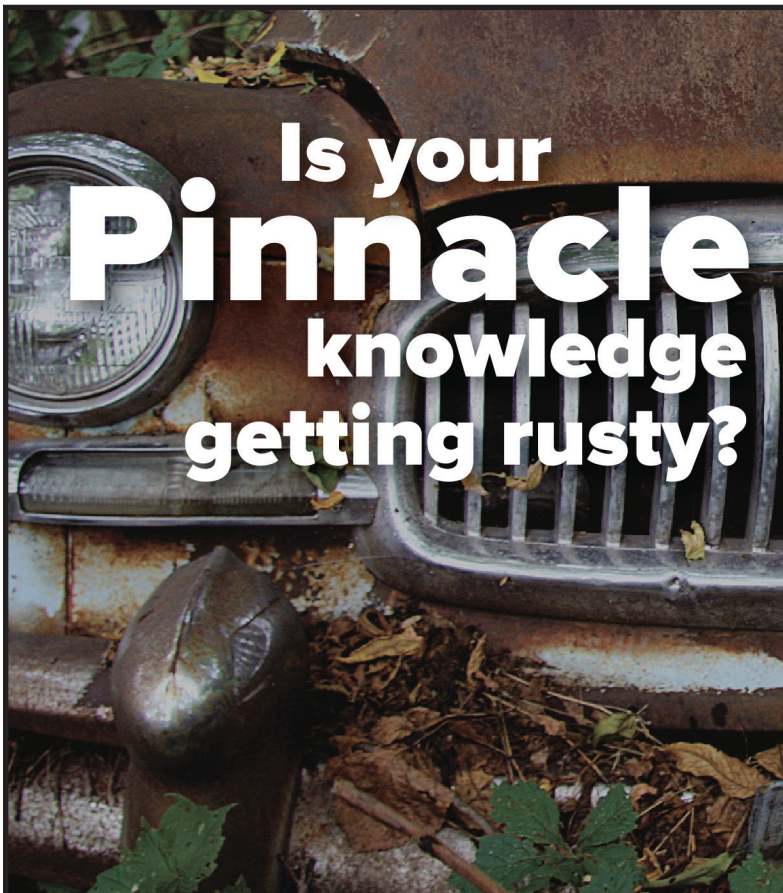


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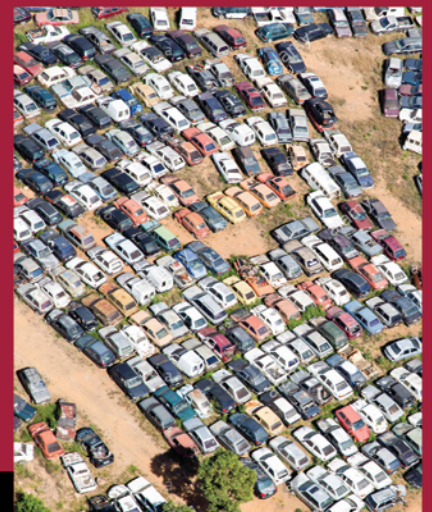
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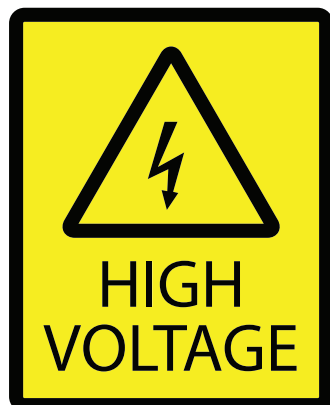
# ARA GUIDES ON EV BATTERIES

UPDATED  
IN 2020!

## Highlights from the Electric and Hybrid Vehicle Technology Guide coverage include:

- Overview of Dismantling and Recycling
- Types of Electric Vehicle
- Safe Working, Tools and Hazard Management
- General Safety Precautions
- First Aid for Electric Shock
- High Voltage Tools
- On Board Diagnostics
- Recovery and Transportation
- Fire Safety Best Practices
- Pro-Assist App
- Electric Vehicle Layouts
- Hybrid Electric Vehicle Layouts
- Heating and Air Conditioning
- Power Assisted Steering
- Lead-Acid and Other Batteries
- Battery Developments and Other Issues
- Results, Records and Recommendations
- Benefits of Salvage and Dismantling

... AND MORE!



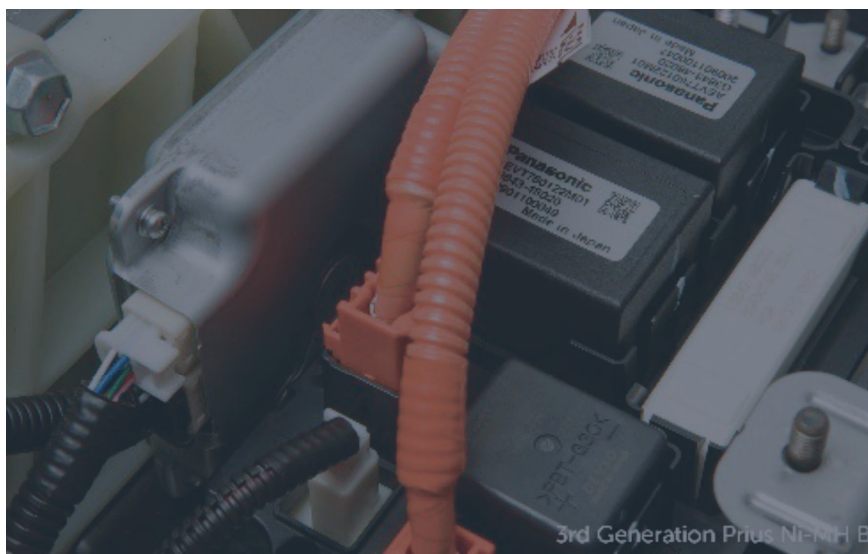
## Get Your Manual on ARA University!

In the **Electric and Hybrid Vehicle Technology Guide**, you will find the UPDATED INFORMATION on safely handling this technology! This guide will train your team to safely process potentially dangerous material and avoid the hazards they create so they can make the best choices when dismantling these vehicles in your facility!



This guide SPECIFICALLY WRITTEN for automotive recyclers has been developed to aid in the proper handling, storage and shipping of hybrid electric vehicles and their components, including high voltage battery packs. A valuable overview of hybrid and electric vehicle technology along with examples of various technologies and safe working practices are contained in this manual. In addition, various hybrid/electric vehicle dismantling topics such as hybrid high voltage battery disabling, battery removal and disassembly are included throughout this guide.

Go to the "Resources" tab of [ARAUniversity.org](http://ARAUniversity.org) to download your copy!



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*NOTE: The selections and examples are intended to be additional resources for the auto recycler and NOT a replacement for Original Equipment Manufacturer (OEM) factory service information, official OEM safety procedures and accredited technician training. Hybrid and electric vehicles contain some of the most complex systems ever used in the automotive field.*

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www.a-r-a.org

# ARA MENTORS THE INDUSTRY



## PEER-TO-PEER MENTORING

Monitored by the ARA, mentoring is available to any auto recycling facility owner or manager who is looking for a fresh perspective on their business strategy and daily business operations. Mentors & Mentees are paired based on criteria, such as facilities that are not competitors, yet have similarities as in YMS, buying practices, and other factors, developed to create a successful match.

Facility owners and managers who have seen success in recent years bring fresh insight into business practices to others. Any owner or general manager interested in being a mentor or mentee should email [staff@a-r-a.org](mailto:staff@a-r-a.org) for more information.

Also, check out **ARA's Facility Tours** at <https://arauniversity.org/facility-tours/> for more exposure to what other recyclers are doing at their facility.



## BECOME A MENTOR OR BE MENTORED

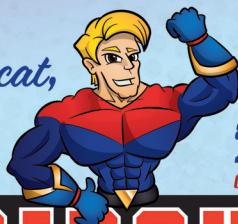
**1** Email [staff@a-r-a.org](mailto:staff@a-r-a.org) to receive more information and to request an application.

**2** FILL OUT an application to enroll in the year-long program. You will be matched with a Mentor or Mentee. It is the responsibility of paired parties to develop communication systems that work for both parties.

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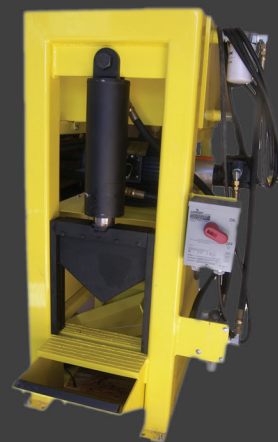
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## Focus On What Matters

By Kyle Henry – AB Cattech



**F**ocus on what matters in your business and continue to grow relationships through the good times and the bad. COVID-19 taught many business owners that creativity and communication with customers and vendors regardless of the “noise” outside of your business – creates the keys to success.

In 2020 AB Cattech managed to expand in new regions, create new relationships and tackled problems that effected both logistics, processing power, employment and capital buying power to grow in an ever-changing environment.

**Here are our ten tips to successfully grow a business now and into the future.**



- **Focus on what matters most to run your business.**
- **Consistently communicate with your team to find solutions to problems.** A whiteboard discussion is a MUST DO and don't be afraid to have a scheduled sit-down with your executives or employees once a month.
- **Continue growing and reaching out to new would-be customers.** In business, if you're not growing, you're dying.
- **Have a problem that needs to be resolved – fix it NOW.** Don't sit on problems and address those issues immediately. A lingering problem compounds over time and the best solution is usually addressing the issue and finding a solution when the problem occurs.
- **Expand your network.** In a world where technology has influenced so many lives, expand your network of connections. Go to virtual events, talk to industry leaders and experts in the field. Discuss your capabilities and see if you can help another business with their problems.
- **Become social.** Interact with your fans and customers via social media. Many leads are generated through social media platforms and new connections can be made. Talk to customers, fans and those interested in your product and services.
- **Be creative.** The majority of AB Cattech's success comes from creative thinking within our team. Have an idea? Share it and see what you can do to build off of that idea.
- **Expand your capabilities and services.** If you see an opportunity to help grow and expand your business – take it. Expanding your services may open new doors for your business to grow.
- **Follow the industry.** Industries do change and knowing the trends in your industry is a must follow. Make sure you and your team understand the direction of the industry and how your business “fits” within that change.
- **Remember how it started.** What makes your business successful to this point? How did you get here? Sometimes remembering how it all began and why you got in business in the first place creates motivation to continue growing and changing.

See listing on page 34.

# THE **AB** **CAT** **NECTION**

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