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**Battery Recycling**
Interstate Batteries Recycling, LLC

**Catalytic Converter & Metal Recycling**
366 International, Inc.
AB CatTech
ARC Recycling LLC
Arrow Recovery Group
BASF Corporation
Belanger Converter Recycling
Catalysts Corporation
Davis Recycling, Inc.
Global Refining Group, Inc.
Legend Smelting and Recycling, Inc.
Natural Ventures
P&M of Texas
P&M Recovery Systems
PGR
Phoenix Automotive Cores
PMR, Inc.
Rebuilders Automotive Supply Company, Inc. (RAS)
Recore Trading Co., LLC
Umicore USA
United Catalyst Corporation
Wheel Recovery Systems, LLC
YS Catalytic Recycling

**Car Buyers**
Above Average Auto Removal, LLC
Junk Car Medics

**Cleaning Equipment**
Western Maine Machines

**Consulting**
Chris Daglis PARTnered Solutions
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VET Environmental Engineering, LLC
Wise Counsel Group

**Cores & Rebuilders**
A&A Midwest Rebuilders Supply
Bishop International
USA Core Supply
We Buy Key Fobs

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Now Online at www.AutoRecyclingBuyersGuide.com
Work Smarter and Easier with Inventory Buddy

By John Johnson Jr “Triple J”

Inventory Buddy Version 7 has added several new features to make inventorying cars easier and smarter! Additional picture controls have been added where you can now 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 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 1,400 Buddies in use today.

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 in person at the 2003 IT show, where John demonstrated his prototype of what is now the Inventory Buddy to Mike. Within 3 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 3 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.

Buddy Automotive Innovations, LLC
16 Via Maria Theresa
Manitou Springs, CO 80829
Mike Lambert
(866) 337-1177
(888) 422-2714 Fax
sales@buddyai.com
www.buddyai.com
Inventory Buddy

New Features!

- **NEW! Inventory Buddy** now checks RAS for Recalled Parts Automatically using the NSVRP Recall System www.nsvrp.org (see tablet screen to the right)
- **IAA Data Service** ~ Filters Interchange Choices by VIN
- **URG Core Prices** ~ URG Members Can See All Core Supplier Prices
- Offline/Alternate Image Storage and Backup Options
- **Loose Parts Pictures** ~ Take Pictures of Your Existing Inventory (Powerlink Only)
- **Loose Parts Auditing** - Manage Your Existing Inventory by Location, Tag or Stock Number

Additional Features!

- **Inventory Buddy & Bid Buddy** Integrated for Improved Data Sharing
- Integrated Picture Handling in FDR to Automatically Import Pictures of Vehicles/Parts into Your YMS
- Manage Cores from RASCorePro.com or MCIcores.com
- **Comp Nine Total VIN Decoder** – Manufacturer’s Build Sheets (Subscription Additional)

**Inventory Buddy Shortens Your Time for Inventory Entry!**

- Works with all Major Inventory Management Systems
- **Paperless Inventory System** with Virtually No Typing Required
- Loose Parts Audit Allows You to Manage Your Existing Inventory
- **Inventory in the Palm of Your Hand!**

**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 • sales@buddyai.com
Bid Buddy Announces Version 8 Enhancements

By Mike Lambert

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 give 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.

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.

Mike Lambert is an independent automotive recycling systems connectivity expert. He has a total of 35 years of experience on the Hollander system. Mike ran two salvage yards in Colorado from 1985 to 1989. He was hired by Hollander in 1989. He worked for Hollander and then ADP Hollander for over 9 years total. Over the years that Mike was at Hollander, he was fortunate enough to work on the largest systems and perform dozens of regional training classes.

Buddy Automotive was founded in July 2003 by Mike Lambert and John Johnson, Jr. a.k.a. Triple J. We currently sell software solutions for the Auto Recycling industry: Inventory Buddy, Bid Buddy.

Buddy Automotive Innovations, LLC
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Mike Lambert
(866) 337-1177
(888) 422-2714 Fax
sales@buddyai.com
www.buddyai.com
GLOBAL RERUN BEFORE

GLOBAL RERUN AFTER — SOLD 3 TIMES

SMarter bidding

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

866-337-1177 • www.buddyai.com • sales@buddyai.com

Hollandreseller monthly payment plan available.
Monthly for $165 when contracted through Hollander or Powerlink.
All inclusive Support, Installation, Training,
IC Updates and Software Upgrades
GM of Texas, LLC (PGM), San Marcos, Texas, and Warsaw, Poland, a leading provider of catalytic converter recycling technologies and services, announced May 5, 2020 that it has partnered with an affiliate of Elemental Holding, S.A. (WSE: EMT), in a recapitalization transaction in 2019, representing Elemental's entry into the United States' market.

“PGM was ready to expand after experiencing significant growth over the course of 2017-2018,” said PGM’s Founder/CEO, Allen W. Hickman, Jr. “From my first meeting with Pawel and Krzysztof at Elemental in 2019, additional meetings in Texas and Poland, and through the closing in December 2019, it was clear that both gentlemen shared my vision for where the broader catalytic converter recycling industry was going. I’m certain that I have found with my partners at Elemental strategic partners that are fully aligned with me to grow PGM’s business in the United States.”

Representing PGM in the recapitalization transaction with Elemental were Ben Hanson and Tyler Sutliff from EQ Capital Strategies, LLC. Hanson stated: “Allen and his team articulated a compelling vision for where PGM was headed. We were excited to be beside him and his very capable team every step of the way – from preliminary discussions to transaction closing in December 2019.” Hickman continued: “I admire Ben and Tyler’s ability to move quickly, offer sound advice and for their in-depth knowledge of our operations additional growth plans.”

As PGM continues its robust growth, it now has the capital and strategic support to identify and acquire recycling companies from owners that are interested in diversifying concentrated equity holdings. In these unprecedented times, PGM values the opportunity to discuss whether a sale, merger, recapitalization or partnership transaction might be desirable. In the meantime, PGM continue to grow its business, enhancing its partnerships with and service offerings to suppliers and customers.

Hickman also announced the purchase of a new 90,000 square foot production facility in San Marcos, Texas, to be operational in July 2020. Hickman estimates that more than 35 new employees will be hired over the next 12 months. The new facility includes a state-of-the-art lab and assay equipment and should allow PGM to double its historical productions volumes.

“This is an exciting time for our company and our customers. The partnership with Elemental and the opening of our new production facility are milestones that our team worked incredibly hard on, and I’m eager to accelerate our plans,” said Hickman.

About PGM
Since 1999, PGM founders have grown to become one of the oldest and largest catalytic converters recyclers in North America. With capacity to de-can one million catalytic converters per month, PGM estimates that, through its partnership with Elemental, coupled with the addition of new sampling lines, it will be able to process more than 2 million pounds of automotive catalyst monthly. PGM’s headquarters and main plant are in San Marcos, TX, with additional processing capacity in Gulfport, MS. PGM operates additional yards in the following locations: Dallas, Houston, and Laredo, TX; Bow, NH; Charlotte, NC; Jacksonville and Orlando, FL, and Kansas City, MO.

About Elemental Holding
Founded in 2011, Elemental operates four main segments: spent automotive catalyst recycling (SAC), waste electrical and electronic equipment recycling (WEEE), printed circuit board recycling (PCB), and non-ferrous metal recycling (non-ferrous). As a global leader, Elemental’s territorial expansion is maximizing the use of operational synergies developing geographic markets and provide strategic guidance/shared services to numerous operating subsidiaries located throughout the globe, including EU, UK, Asia, Africa and now the USA with the PGM partnership.

PGM of Texas
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Andrea Hernandez
(512) 829-4194
(512) 829-5188 Fax
andrea@pgmoftexas.com
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PGMOFTexas.com
Rebuilders Automotive Supply: For All Your Core Needs

Rebuilders 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 3 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 (OEM’s), covering 22 makes, 144 models, and 15 years of model year coverage. Our extensive relationships with thousands of Auto Recyclers across the U.S. and Canada allows 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.

Rebuilders Automotive Supply Company, Inc. (RAS)
1650 Flat River Rd.
Coventry, RI 02816
Paul D’Adamo
(401) 822-3030
(401) 828-8488 Fax
ras@coresupply.com
www.coresupply.com
RAS Operations Update

The Department of Homeland Security updated its Guidance on essential critical infrastructure to specifically include Recyclers.

Due to the Essential nature of its business, RAS will continue to operate and serve suppliers in the Auto Recycling and Remanufacturing Industries.
As SUPPLIERS, your operations are also essential subject to your specific State and Local laws.

#pullthatcore #yankthatbag #cutthatcat

RAS Precautions

- Most RAS Office Employees are working from home
- Available 8am-4:30pm; Please be patient as we transition
- RAS Check-in Teams for COREs, CATs, and AIRBAGs are operational in the RAS Production Area
- RAS Buy Door for Vendors is OPEN by Appointment Only, 8am-4:30pm
- RAS is staffed with a nurse onsite from 6am-4:30pm
- ALL RI Facility visitors with valid business reason to enter will be subject to a temperature check and medical survey
- Road Buying has been Suspended
  please call your Road Buyer to make alternate arrangements

GOOD to KNOW

RAS FREIGHT
Inbound and Outbound freight continues to Roll

RECALLS
Airbags, Cores and Converters continue to arrive for processing

CATS
Smelters and Refiners continue Operations

For All Your Core Needs
CorePro • RASBid • CorePro Mobile • CoreConnect • URG

www.coresupply.com
1-877-829-1553
Auctions are the Best Way to Sell Your Catalytic Converters!

Why should I sell my converters using an auction?
Auctions create fair market competition for your converters. It is by creating competition among buyers that the value for your converters are maximized — something ALL Sellers want. If you want to have buyers compete for your business — then the ScrapCATapp Marketplace is for you!

What is ScrapCATapp.com?
ScrapCATapp.com is to selling catalytic converters as auto auctions are to selling insurance salvage cars. We Do Not Buy – We Do Not Sell — we are the Premier Online Auction Marketplace for buying and selling scrap catalytic converters. We connect Sellers to multiple nationwide buyers.

Why is it important to have multiple bidders for my cats?
The simple fact is this: ALL CATALYTIC CONVERTER BUYERS are NOT created equal.

What does this mean?
There are factors, other than just the current metal prices, that buyers take into account when determining what they are willing to pay for converters. A buyer starving for units will value converters differently than a buyer with a full warehouse. A buyer aggressively expanding their market will value converters differently than a buyer content with their existing business. There are more than a dozen factors that buyers consider when pricing converters (hedges, process technology, market assumptions, prior commitments, etc.)

How each buyer perceives these factors ultimately determines how much that buyer will pay. Unfortunately, as a Seller, you will never know how much weight a buyer gives to each of these factors.

So, given all of this, how can a Seller sift through all of these unknowable aspects of a buyer’s business in order to figure out who can pay the highest price for their converters at any given time?

The answer: AUCTIONS! ScrapCATapp has integrated Online Auction technology with the scrap converter market. With ScrapCATapp, Sellers can give ALL buyers a fair and equal opportunity to compete for their business. Sellers can now compare multiple bids, and know with absolute certainty which buyer provides them with the best deal.

Do I sell by Assay or Units?
On ScrapCATapp.com, you can request BOTH Assay AND Unit bids from buyers in the SAME auction.

Can I keep my current buyer?
Yes. We invite all Converter buyers, including yours, to use our platform. And the best part? It is FREE for all buyers to use ScrapCATapp.com. This means there is no reason for any buyer to not give you a bid for your Units — unless of course, they don’t feel they can compete on a fair and level playing field.

Will this add to my processes?
In some cases, it will add an additional step to your converter process. However, most users find that the REWARDS received for taking this extra step, GREATLY outweighs the cost of that extra step.

How does it work?
1. You sign up.
2. We train your staff how to use ScrapCATapp.
3. You post your Units on our Marketplace.
5. Our Transaction Assistance Program ensures 100% payment from buyers before units leave your facility.

What does it take to get started?
Log onto our website (www.scrapcatapp.com/signup) and sign up for a new account. Then we schedule a no obligation/cost 30-minute online demo which you can participate in from the comfort of your home or office. The demo walks you through how ScrapCATapp works and allows you to determine how to integrate our platform into your operation.

When you decide you are ready to become an Active User, we schedule a 2-hour training with your crew at your facility.

ScrapCATapp.com
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United Catalyst Corporation, A Process, A Program, A Partner You Can Trust

By Becky Berube

Scrap catalytic converters. You sell them out the door for a spot price. You inventory each unit and grade them or send them out for bid using an app. You bring in three companies and have them bid on your lot. You send them to a processor who assays the lot and sells the metal for you. Wow, how times have changed. As of this editorial in April 2020, converter averages have experienced an 83% increase over the past 22 months. While giving up 32% recently, converter 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 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.
We will say it until we are 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.

The 4 P’s of Converter Recycling Profitability
At United Catalyst we say 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 early payment choices, as early as the first week of arrival.

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.

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

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As the automotive recycling industry continues to evolve and grow, tire technology is also evolving to meet the demands. Advance Tire, Inc. is one of the first to recognize the need for a reliable, durable, and affordable tire in the fast-growing automotive recycling industry. In order to be profitable and serve your customers, one of the main things you cannot afford to happen is having your equipment down due to tire issues. That is where Advance Tire comes in.

Advance Tire offers our own tire brand of solid tires, The Contender Tire. This affordable solid tire is designed to fit everything from your, Wheel Loaders, Skid Steers and your All-Terrain Forklifts. The debris that normally damaged pneumatic or foam filled tires putting machines out of service, will not put your machines down when running our Contender Soft Ride Solid Tires. Not only will your machine keep running our Contender Solid Tires will also last 3 to 5 times longer than pneumatic or foam filled tires.

We also build our Contender Solid Tires with aperture holes, which allow the tire to flex, allowing for a softer ride and improved traction.

Of course, making sure you buy the correct tire for your operation is key. From small family owned operations to large national operations we have a tire program to fit your needs and budget. In most cases we can ship tires the same day or next day on wheels ready to install. Next time you need tires call us and find out why companies have been using Advance Tire for their tire needs since 1987.

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Car-Part.com provides software solutions covering an end-to-end auto recycling workflow. We help recyclers buy and sell parts and manage their businesses. The Checkmate product suite includes inventory management, bidding, inventorying, and eBay capabilities. The Car-Part Gold package includes part images, mobile listings, and part listings on Car Part Pro, the premier parts procurement solution for shops and insurers.

One of our most powerful new features is Car-Part Interchange Plus (CPI+). CPI+ provides new and enhanced interchange for 100 parts including engine parts, interior parts, and body parts. It also includes new interchange coverage for Mitsubishi (2009 and up) and Mazda (2015 and up).

To create CPI+, we looked at marketplace data to determine which parts buyers were searching for. Many of the parts didn’t have interchange, which makes it difficult for people to source and buy parts. The buyer simply has to know too much about parts to ensure they are getting the correct part. That’s what drove us to create CPI+. We believe that it’s critical to the Recycled Original Equipment (ROE) industry. We identified the most popular (and expensive) parts and wrote interchange for them, to make the biggest impact on your bottom line. For example, on a 2014 Ford F-150 (the most popular vehicle searched on Car-Part.com), CPI+ has 40% more parts with interchange than the industry standard. These parts are already in the vehicles you’re buying - they simply haven’t sold well in the past because there was no interchange for them. CPI+ provides the interchange to help you uncover this “unharvested” value. This leads to significant additional sales opportunities.

We launched CPI+ in 2019. In that first year, the Car-Part.com marketplace quoted over $200 million (US) of in-stock CPI+ parts. Currently, there is less competition for recyclers who inventory parts with CPI+. It’s so new that there aren’t yet enough parts inventoried using CPI+ to fill buyers’ requests. When buyers searched for CPI+ parts, 40% of those requests resulted in a part “Not in Stock” (NIS) (in either US or Canadian inventories). These NIS requests represent an additional $100 million (US)/year opportunity for auto recyclers!
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Looking for more speed, profits and better versatility? Get the Inductor® Max Kit, the professional automotive induction heating tool! The Inductor Max uses high frequency magnetic fields to generate Invisible Heat® in metallic car parts and release adhesive bonds to ferrous metal without the collateral damage of an open flame. This high-performance induction heating system delivers safe, precise and reliable heat for all your heavy-duty projects.

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It is completely portable with the induction inverter mounted in a carry case. It comes with a trouble-free pneumatic foot switch, which activates the attachments. The Inductor® Max offers audible and visual power indicators and power control. It also features an inline connector that resists tug damage offering the best strain relief. The body includes storage for attachments and

UL/CSA listed GFI protects the entire unit for safety.

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Get your Inductor® Max Kit today by contacting us at (877) 688-9633 or find a reseller near you. Learn more by visiting our website at www.theinductor.com.

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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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Looking to the future, AB Cattech is focused on expanding our physical footprint. We are committed to investing in our business to expand our reach and better serve our customers. Building long term, full circle relationships is our mission. We want to collaborate with our customers to think outside of the box in order to help advance the automotive recycling industry.

As a small business, we have pushed through many boundaries to create the industry connections that we have today. Face to face interactions with new customers, either physical or virtual, help to establish our business relationships. We have been able to grow and maintain our customer base due to our sensible Midwestern values.

By offering transparent pricing, we have been able to build trust amongst our customers. Our highly trained staff work diligently in the lab to ensure our customers get the proper price per unit and the highest average price per batch.

At AB Cattech, we are devoted to building lasting relationships with our customers. Committed to growth, we are investing in our company to better serve you.

Contact any of our three locations today for more information.

Check us out at www.abcattech.com
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Tampa, Florida • (813) 444-6322

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