

AUTO RECYCLING BUYER'S GUIDE™



CONNECT
WITH QUALITY
**PRODUCTS
& SERVICES**



CELEBRATING 80 YEARS!

**AUTOMOTIVE
RECYCLERS
ASSOCIATION®**
ESTABLISHED 1943

ROE – Recycled Original Equipment®

NEW FROM DORMAN!

ACTIVE AIR SUSPENSION

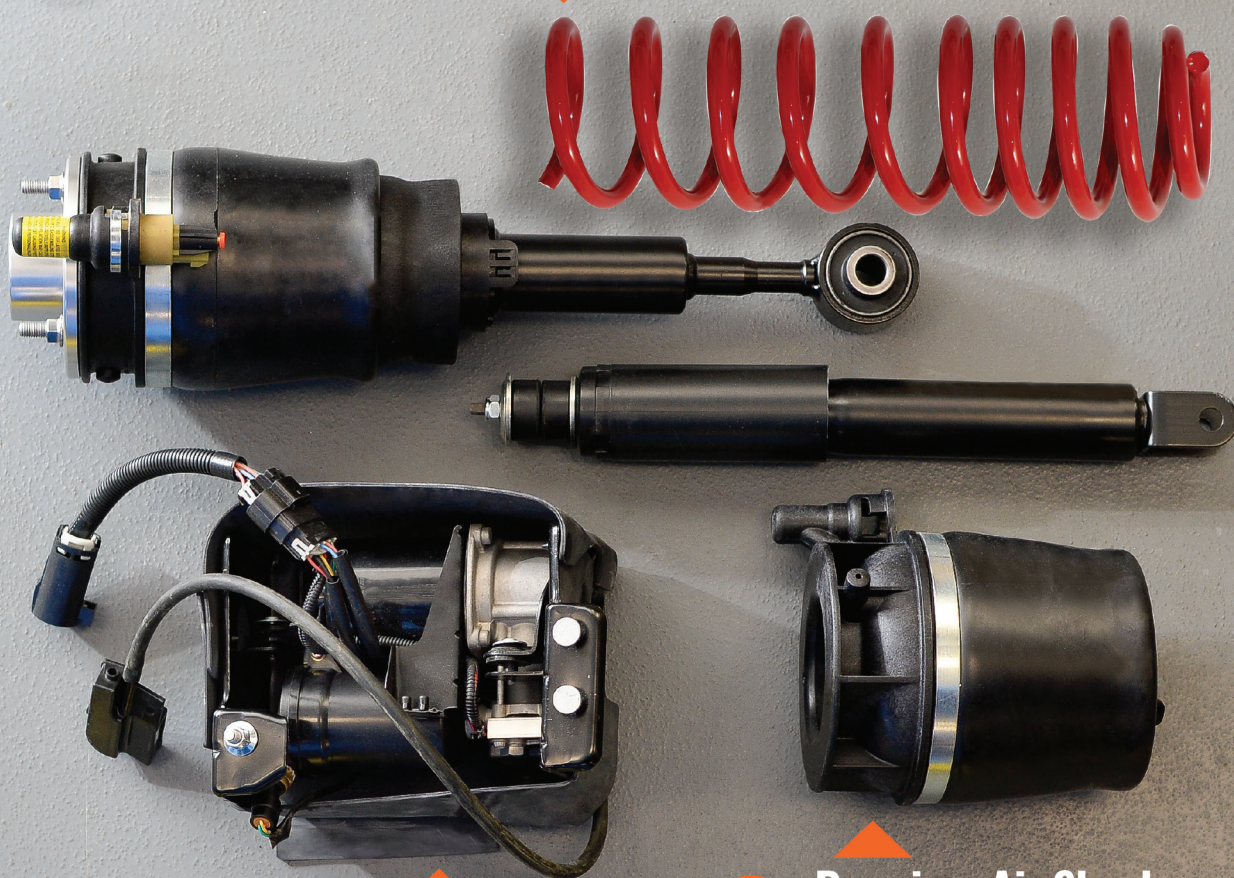
Give Your Customers The Quality and Technology
They Want. Get The Complete Coverage You Need.

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 to learn more

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

DORMAN®

Advertising Sources & Publications

Automotive Recycling™ Magazine
Auto Recycler's Toolbox®

Auctions & Pools

Advanced Remarketing Services
Copart
Insurance Auto Auctions, Inc.
Peak Auto Auctions

ARA Member Benefits

APPI Energy
EVO B2B

Battery Recycling

Posh Robotics, Inc
Cirba Solutions

Car Buyers

Cash For Your Junk Car
Junk Car Medics
Nova International, LLC

Catalytic Converter & Metal Recycling

Accurate Converter Recycling
Catalysts Corporation
Dartmouth Metals, Ltd.
Eccomelt, LLC
European Metal Recycling (EMR)
Global Refining Group, Inc.
Honeycomb Catalytics, Inc.
Interco - A Metaltronics Recycler
KBI: Kinsbursky Brothers Intl.
Legend Smelting and Recycling, Inc.
Metal Recycling, Inc.
Multimetco, Inc.
Natural Ventures
Noble 6, formerly PGM Recovery Systems
PGM of Texas
PGR
Phoenix Group Metals
PMR, Inc.
Prestige Auto & Metal Recycling
Rebuilders Automotive Supply
Company, Inc. (RAS)
Umicore USA
United Catalyst Corporation

Consulting

Auto PARTnered Solutions
Communications Consultants of Colorado
James Environmental Management, Inc.
Jencey Consulting, LLC
Salvage Wire, Ltd
VET Environmental Engineering, LLC
Wise Counsel Group

Cores & Rebuilders

A&A Midwest Rebuilders Supply
Chattanooga Converter Core
Custard Core Supply
First Coast Core
G-Cor Automotive
KB Cores
MCI/Maxcore Industries
We Buy Key Fobs
Western Automotive Cores
Wolfpack Enterprises

Equipment Repair

CHR Services Onsite Repair, Inc.

Finance

Corporate Billing, LLC
Reliable Payments
Service First Processing

Fluid Evacuation & Recovery

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

Insurance

Amwins Program Underwriters,
formerly trading as GJS Co.
Arrowhead General Insurance Agency, Inc./
Aftermarket Program
Assured Partners of MN
Eifert, French & Ketchum
KBK Insurance Group, Inc.

Import & Export

Continental International Import
& Export, LLC

Information Technology

Scaleit Inc.

Inventory Management Systems,

Parts Locator & Data Services

AP Fusion
APU Solutions
Buddy Automotive Innovations, LLC
CarBrain, LLC
Car-Part.com
CCC Information Services, Inc.
Hotlines, Inc.
Online Parts Depot
Parts Connection, Ltd.
PartsTrader LLC
Peddle
S3 Software Solutions, LLC/CRUSH
Solera | Hollander
Yard Smart

Legal

Barnes & Thornburg LLP

Logistics

EZ Route
Infotrac, Inc.

Marketing & Sales

eBay, Inc.
Texn Rewards

New Aftermarket Parts

Advance Tire, Inc.
Brock Supply Co.
Burco, Inc.
Dorman Products
Wholesale Auto Parts Warehouses

Recycling Equipment

Al-jon Manufacturing, LLC
Bud Roberts Co., Inc.
Columbia Industries

Recycling Equipment (continued)

Gensco Equipment
Induction Innovations
Kobelco Construction Machinery U.S.A.
Lefort America
OVB Holding, LLC dba OverBuilt
Pemberton
R.M. Johnson Co.
SAS Forks
Sellick Equipment Ltd.
Superior Recycling Solutions
Supershear, Inc.
WEN Industries, div of Hyde Specialty
Products

Remanufacturer & Rebuilt Parts

AER Manufacturing
Automatic Transmission Service Group
(ATSG)
ETE REMAN
Ready To Start Auto Parts, LLC

Replacement Parts

Carolina Wheel Cover
Global Parts Solutions, LLC
Traynors, Ltd.

Safety & General Supplies

Commercial Forms Co. Inc.
Hazard Control Technologies, Inc.
Hub Industrial Supply
NASCO-OP, Inc.
New Pig
Premier Flexipac

Scrap Dealers

C&Y Global, Inc.
OmniSource Southeast
Wessel Iron & Supply, Inc.

Services & Products

ARA Services Corporation
Customer Research, Inc.
Lacero Solutions
NPC Automotive Computers

Training

ARA University

Trade Associations & Trading Groups

Automotive Parts Remanufacturers
Association (APRA)
Automotive Recyclers Association (ARA)
CARVA
CIECA - Collision Industry Electronic
Commerce Association
Institute of Scrap Recycling
Industries (ISRI)
Midwest Automotive Trucking, Ltd
Premium Recycled Parts-Northeast
(PRP-NE)
PRP North America
Recyclers Cross Dock
United Recyclers Group, LLC

Vehicle Reporting

Auto Data Direct, Inc.
Vin Match Pro

Meeting Clients' Insurance Needs Since 1981



For over 40 years, Amwins Program Underwriters' Auto Dismantlers & Scrap Metal Dealers programs (formerly trading as GJS Co.) have provided industry-leading insurance solutions nationwide. We work with retail agents who help clients find the best possible coverage at the best possible price.

Our Auto Dismantlers and Scrap Metal Dealers programs are endorsed by the Automotive Recyclers Association (ARA), and they are preferred insurance providers for ARA members.

We Understand Your Business

Automotive aftermarket and scrap metal recycling represent multi-billion dollar industries that are vital, market-driven pieces of our national commerce. And, by working within these specific industries north of four decades, we've learned a few things. Our programs are built around your individual business and led by underwriters who are laser-focused on their trade. The result? Data-backed, results-driven underwriting that's always on point. Our programs provide stability, affordability, and high-quality service designed to help you succeed. Partnering with us means you're a priority.

What We Offer

As part of Amwins, the largest independent wholesale specialty insurance distributor in the U.S., we are uniquely positioned to find optimal coverage solutions for your insurance needs. We offer unique industry-focused underwriting proficiency that protects against property, casualty, workers' compensation, and management liability exposures. Our group of specialized underwriters are committed to developing tailored solutions for the industries we serve and provide enhanced value through efficiently designed, customized products and programs that provide you with a competitive advantage.

Program Coverages include:

- Property
- General liability
- Inland marine
- Crime
- Employment practices liability
- Equipment breakdown
- Cyber
- Conversion
- Umbrella
- Workers' compensation

We're Here to Help

With us by your side, you get a direct extension of your team. We understand how the impact of an unexpected crisis can have devastating effects on your business. Our specialists focus on product knowledge, precision, expediency, and trust, allowing you to focus on what you do best – managing your people, building your business, and protecting your property and reputation. When things get rough, it becomes easier to see what's important. For us, it is relationships. We understand before insurance can be about handling risks, it must be about relationships. With partners you trust, the rest becomes second-nature.

Give Us a Call

Our entrepreneurial mindset helps build your collective toolset while encouraging creativity, new ideas, innovation and increased involvement in protecting your business and ultimately, your livelihood. After all, our clients represent the North Star that guides and keeps us grounded. And, our entire team appreciates the privilege to serve.

Sue Scurti, CIC
Senior Vice President
O 714.221.9570 | M 949.636.9360
sue.scurti@amwins.com
amwins.com/apu

See listing on page 26.

Bring on the Future.





PROGRAM UNDERWRITERS

Dismantling & Recycling

The people. The products. The programs.

Amwins Program Underwriters (part of the Amwins Underwriting division) offers exclusive, national insurance programs for Auto Dismantler Recyclers and Scrap Metal Dealers.

Available coverage:

- Liability
- Property
- Inland Marine
- Crime
- Auto
- Umbrella
- Workers' Compensation
- EPLI
- Cyber
- Equipment Breakdown
- And more

It's all here. Let's talk.

SUE SCURTI, CIC | Senior Vice President
Direct: (714) 221-9570 | Cell: (949) 636-9360
sue.scurti@amwins.com

amwins.com/apu



ATSG (Automatic Transmission Service Group) Transmission Claims Support



Stop throwing replacement transmissions at the problem, and keep your sales team selling! ATSG can handle all of your transmission claims and install questions from your customers. Save money, time, and stress by reducing your returns with ATSG through our Transmission Claims Support!

Why ATSG?

ATSG is the transmission industry's leading authority on technical support and repair information since 1985. We specialize in over-the-phone transmission support, with our technicians who have over 300 years of combined experience!

ATSG knows the recycler business can get hectic, so we've created a program just for you! With ATSG's Transmission Claims Support Program, you can stop the incorrect installation before it even begins. Our techs will provide your customers with expert installation and diagnostic guidance and all transmissions are covered. We even have a Spanish speaking tech available!

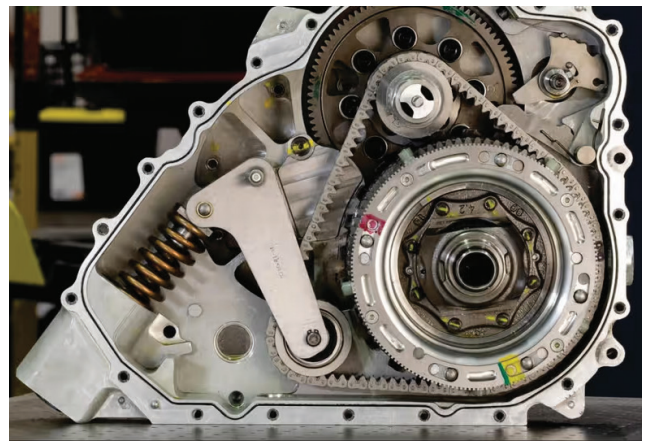
How Does the ATSG Transmission Claims Support Work?

In just a few simple steps, the ATSG process helps you quickly and efficiently.

1. You get a call from your customer with a transmission issue
2. You submit a ticket via our website or phone call
3. An ATSG technician calls your customer within one hour
4. The ATSG technician emails you the details of our findings on a claim template

Then, voila! To make your life even easier, you can access your ticket history at any time on our website.

See listing on page 28.



STOP THROWING REPLACEMENT TRANSMISSIONS AT THE PROBLEM!



- ATSG provides expert diagnosis and installation guidance over the phone
- Save money by reducing returns
- Trust the techs with 300 years of experience
- Industry leading tech support since 1985
- All transmissions covered
- Spanish tech available

THE ATSG PROCESS:

1



Repair Shop calls the Recycler

2



Recycler submits a technician request through the ATSG website or phone

3



ATSG tech calls repair shop directly within 1-hour

4



ATSG provides results to Recycler on easy-to-follow claims form

KEEP YOUR SALES TEAM SELLING

ATSG TRANSMISSION CLAIMS SUPPORT

NOW ONLY

\$595

PER MONTH

1st MONTH FREE!



CALL TODAY!

SIGN UP:

800.245.7722

atsg.link/rcy

VIN Match Pro Integration Complete! More Helpful Data to Make Your Job Easier.



Buddy Automotive Innovations has been serving well over 1,000 professional automobile recyclers across the U.S., Canada, and Australia for 20 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.

Bid Buddy Has Great Features that Create the Best Comprehensive Buying Tool in the Auto Recycling Industry

The Newest VIN Decoding Program That Will Enhance Your Bidding

VIN Match Pro decodes for over 80% of makes and models to help simplify the sales process and get critical data into auto recycler's hands earlier in the sales discussion with customers. That means more sales opportunities and a level playing field with other part segments. They have sourced OE Build Data and are adding new data sources regularly to expand their coverage. For brands without OE Build Data, VIN Match Pro offers AI-enhanced VIN decoding that is far more comprehensive than any other options available. You can also compare two VINs and immediately see which components match and which components do not match. VIN Match Pro also provides a robust mileage history for any car using the VIN or license plate. Their mileage history tool uses repair and service data as well as registration data to give you the full picture of a vehicle's mileage history.

Triple scoring technology lets you create your own custom buying profiles and name them yourself. You create the part table and set different counts weights and parts lists for different buying environments. Late model, body shop and U Pull are examples of custom buying profiles.

Global Reruns in Bid Buddy will show you every instance this VIN has been at auction. Bid Buddy retains the images from each auction run so you can see changes in condition. It helps you to know a little more about the vehicle before you buy it. **Auction Parts and Pricing Service (APPS)** lets you share your data with fellow auto recyclers to cooperate together and share the work done for auctions. Share at your comfort level with four levels of data-sharing options.

Inventory Buddy Now Integrated with VIN Match Pro Too!

The Newest VIN Decoding Program That Will Enhance Your Inventory Process

Vin Match Pro is now in the third-party settings on the Final Desktop Review. Just add your login and password and an abundance of VIN information will be at your fingertips when doing inventory. The report will download with the vehicle on the tablet and is sortable by keyword. Another image of the VIN report will attach to your vehicle when it uploads to your YMS. **Pinnacle Pro Users** Inventory Buddy can now import images into Pinnacle Pro and can attach images to a part now. All you need is a data export hardware ("chuck") that imports the images from the FDR into your Pinnacle Pro database. VIN Match Pro is integrated in Bid Buddy and will import vehicle mileage. That data will transfer into Inventory Buddy soon after.

Inventory Buddy's **Loose Parts Audit** is a powerful tool for performing a physical inventory of your warehouse stock. It can list all the parts expected at a location, and then you can mark each part as found or not found. This can be made even easier if your part tags are bar coded and you use a bar code scanner to scan each tab and mark them found automatically. After finishing a section, any parts not found, are marked for deletion. Audit is smart enough, that if you come across a missing part at a later location, it takes that previous delete and turns it into a move action instead.

Parts Images in Loose Parts. Are you missing images on parts inventoried in your YMS? Use Loose Parts to add or replace an image to a part.

See listing on page 28.



**PINNACLE
USERS!**

**We can now upload
images to an
individual part**

Bid Buddy

Bid Buddy will help you Buy Smarter, earn Higher Profits and turn Parts Faster.

- ▶ **NEW! VINMatchPro**—the newest VIN decoding program that will enhance your bidding. An emerging integration that will provide mileage confirmation for auction vehicles based on the VIN to ensure an accurate bid value where mileage is not provided by the auction. VINMatchPro decodes for over 80% makes and models to help simplify the sales process and get critical data into the auto recyclers hands earlier in the process.
- ▶ **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.
- ▶ **NSVRP Icons**—Quick visual icons to help with Recalls. 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.
- ▶ **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.
- ▶ **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.

Bid Buddy \$2,000 For First 2 Computers Annually — Additional Licenses are \$1,000 per Computer

Hollander reseller monthly payment plan available. Monthly for \$183.33 when contracted through Hollander or Powerlink.

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

Inventory Buddy **NEW! VINMatchPro now integrated in Inventory Buddy!**

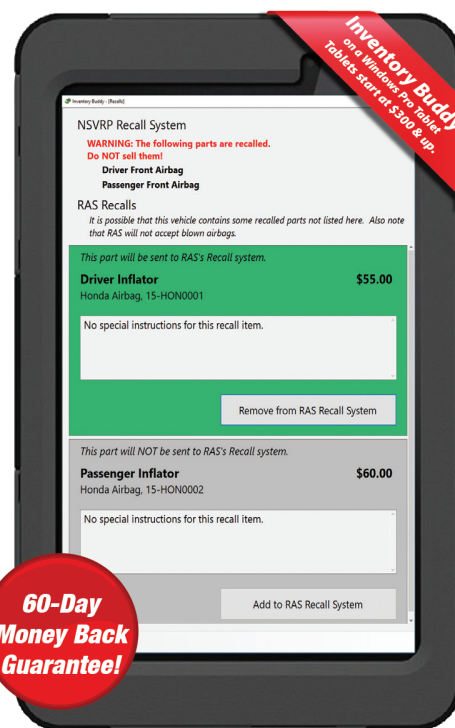
Inventory Buddy Shortens Your Time for Inventory Entry!

- ▶ **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).
- ▶ **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).
- ▶ **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**
 - **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 \$1,650 Per Tablet, Annually

Hollander reseller monthly payment plan available. Monthly for \$151.25 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

Crush Software Meets Your Self-Service Needs

SELF-SERVICE AUTO RECYCLING SYSTEM
CRUSH™



CRUSH 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.

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.

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 36.



U PULL IT SOFTWARE!

MADE FOR U-PULL-IT YARDS!



**Inventory
Control**



**Management
Reports**



**NMVTIS
Submissions**



**Point of Sale
and Gate**

THE FUTURE IS GOING TO BE VERY BRIGHT!

Race ahead with us to SUCCESS!

SELF-SERVICE AUTO RECYCLING SYSTEM

CRUSH

Yard Management System designed
SPECIFICALLY for the
SELF SERVICE AUTO RECYCLER

- Find cars in the yard quickly, update your web site with vehicles daily.

- Use the interchange to find more options for your customers before they enter the yard looking for a specific part. Increase sales and keep your customers happy.

**Buy
More
Cars**

**Increase
Profits!**

Your software should give you the data you need to make better decisions and buy more cars!



**GET U PULL IT
SOFTWARE
PRODUCTIVITY!**



Call to Schedule a FREE Demo!

See demo videos on-line at www.s3softwaresolutions.com

801.355.3388



SOFTWARE SOLUTIONS™

Call us

for all your integrated
website and mobile
web needs

ETE REMAN, Makers of the Best Remanufactured Transmissions in the Business



Allow us to introduce ourselves: We are ETE REMAN, makers of the best remanufactured transmissions in the business. How do we know what recyclers want? We started out just like you! Our owner, Sam Loshak, started this business by accident ... a car accident. Sam had an unfortunate encounter with another vehicle, and worked nights and weekends at a salvage yard to pay for replacement parts. Just a few years later, Sam opened his own salvage yard. ETE REMAN eventually grew from the salvage yard into remanufacturing transmissions, but we'll never forget our roots.

Today, we are a family-owned company headquartered in Milwaukee, WI. With over 3,600 different transmissions and transfer cases servicing more than 30,000 vehicle applications, we are sure to provide you with your perfect fit for a remanufactured transmission. With our ever-growing distribution network and product offering, ETE REMAN is ready to serve you.

Why ETE REMAN?

Usually we don't want to brag, but for you, we'll make an exception. ETE REMAN is known for being high quality all around. This includes our transmissions, customer service, buyete.com, warranties, and more!

Our customer service team prides themselves on building relationships. We aren't just an empty voice on the other end of the phone, we care about you! We are sure to provide quick and accurate service to help your business stay on track. They'll take your Hollander number and get you all the answers you need. Not the calling type of person? No problem! Our customer service team is easy to reach through text message as well ... ah how we love technology.

Recyclers know better than anyone how important speed and efficiency are for the business. You don't want to lose a customer because getting transmission price and availability information is slower than a turtle. This is where buyete.com comes into play. ETE REMAN's portal is there to serve YOU. We don't want you losing a customer because you can't find price and availability information. Never a concern with buyete.com!

Still not convinced? We haven't even told you about our top-of-the-line warranty! We offer a three-year unlimited mile warranty for any ETE REMAN transmission. On top of that we provide paid parts, paid labor, and nationwide coverage. Plus, that warranty isn't going anywhere. ETE REMAN's warranties are attached to the VIN, so if your customer sells the vehicle, they are still covered!

What's new this year? We've added additional warranty options including our extended and premium labor warranty. Our extended warranty adds an additional two years to our already best-in-the-business warranty and our premium labor warranty doubles your labor rate from \$50/hour to \$100 hour book-time. ETE is sure to have the warranty for you!

We're not a one-trick pony over here either. We continuously add new products, and not just remanufactured transmissions! As we grow, so does our offering. Check out our new front and rear remanufactured differentials... still with our top-of-the-line warranty.

But wait, there's more! Our new EV batteries cover approximately 80% of plug-in hybrid VIO!

We'd Love to Chat!

Want to learn more about ETE REMAN? We'd love to hear more about you! Still a little confused on the benefits of remanufactured transmissions? We're more than happy to walk you through the stages of selling a remanufactured transmission. We are here to help you!

Check us out at etereman.com, buyete.com or shoot us a text or give us a ring at 800-934-9479!

See listing on page 32.



NOAH LIKES "RECYCLED AD"

[FUNNY ETE HEADLINE GOES HERE]

ETE REMAN

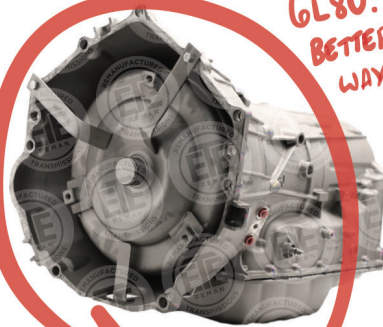
- TRANSMISSIONS
- ENGINES
- DIFFERENTIALS
- BATTERIES

ETE REMAN

- ESTABLISHED IN 1985
- FAMILY OWNED
- WE CARE ABOUT QUALITY

AMERICA'S #1
TRANSMISSION
REMANUFACTURER

MAKE THIS 1ST



6L80?
BETTER ASK
WAYNE

[Bullet points go here]

- Best Warranty -
3 YEAR, UNLIMITED MILEAGE
- New Extended & Premium Warranties
- Free Shipping
- Award-winning customer service
- BuyETE.com (Online catalog)

Large picture of transmission goes here.

• ADD "TEXT OR CALL FOR CUSTOMER SERVICE."

FOR POSITION ONLY

BIGGER

BOLDER

[The Best Remanufactured Differentials & Hybrid Batteries, TOO!]

Our 160+ different remanufactured differentials cover 80% of domestic trucks on the road, and our remanufactured batteries cover 80% of hybrid electric vehicles.

DIFFERENTIALS:
3 YEAR
UNLIMITED
MILEAGE



AND BATTERY
(18 MONTH
UNLIMITED
MILEAGE)
WARRANTIES!

(800) 934-9479



GET TORQUED!

~~www.etereman.link/ad~~

TOM SAYS:

MAKE LOGO
BIGGER

LOSE
THE WWW.

Gensco Partners with ELV Companies to Advance Depollution



Recycling equipment supplier touts equipment that recovers fluid, copper, aluminum, plastic, rubber, and precious metals.

As the need for a global circular economy takes center stage, federal governments are pressed to place greater accountability on businesses to process end-of-life vehicles (ELVs) responsibly. ELV dismantlers, and scrap metal recyclers are keenly aware that minimizing Automobile Shredder Residue (ASR) from the recycling process, is being scrutinized. The pressure to reduce environmental contamination and recover fluids, rubber, plastics, copper, precious metals, and aluminum, among other commodities is a high priority.

Europe, Japan, China, and Korea have taken the lead in legislating mandatory standards regarding ELV recycling. In 2016, Canada joined global leaders with the adoption of O. Reg. 85/16, which obligates ELV recyclers in Ontario to remove automotive oils and greases, coolant, fuel, and windshield fluid.

In the U.S., "The Big Three," Ford, General Motors, and Stellantis (formerly Chrysler), established the U.S. Council for Automotive Research (USCAR). USCAR, in cooperation with the Vehicle Recycling Partnership (VRP), focuses on their "Recycling, Reuse, Recover" motto to establish standards for "upstream" suppliers and "downstream" recyclers.

Many U.S. stakeholders are voluntarily applying ELV recycling standards practiced globally, to avert the need for restrictive legislation. Whether ELV mandates are imposed by pressure from consumers and suppliers, or governments, responsible auto recycling is clearly here in a big way.

In response, Gensco Equipment Inc., a 100-year-old recycling equipment supplier and consultancy company, has partnered with Iris-Mec S.r.l., a global manufacturer of vehicle, motorcycle and truck depollution and dismantling equipment.

Gensco's aim is to continue to help the ELV recycling industry find better ways to manage operations while reducing the risks of pollution from the recycling process, and, the company adds, with Iris-Mec's know-how, attention to detail and quality, it believes it has found the right partner. Iris-Mec has developed systems and components Gensco says are simple, economical, and built with a high standard in quality.

The company offers a wide range of purpose-built systems and equipment for recycling operations of various sizes, including depollution equipment, and can:

- Recover gas, diesel, AdBlue, oil, Freon, and fluids
- Deploy airbags safely, recovering LPG and NPG
- Cut catalytic converter and shred license plates; and
- Provide high-precision vehicle dismantler grapples/clamps

Hydraulic lifts with built-in drill drainage systems have been designed for easy extraction, separation, and compliant storage of various auto fluids. Fluid and fuel quality can be assessed and either reused on-site or sold for revenue, and Gensco will also provide systems that are compatible with customer racks, ramps and lifts already in place.

Hydraulic clamping/tilting tables can extract valuable parts from an ELV such as alternators, wire harnesses and catalytic converters, and the company provides the equipment to process these parts further and recover copper, palladium, platinum and rhodium.

Tires can be separated from crushed steel and aluminum rims, and aluminum separators will render the rim useless without compromising its structure so it can be sold as confirmed, pure aluminum.

Gensco believes that having the right equipment offers a means to be compliant, responsible and profitable all at once, and, with its history servicing the recycling, demolition and automotive industries, the company will handle any implementation required with respect to delivery, installation and serviceability of the product.

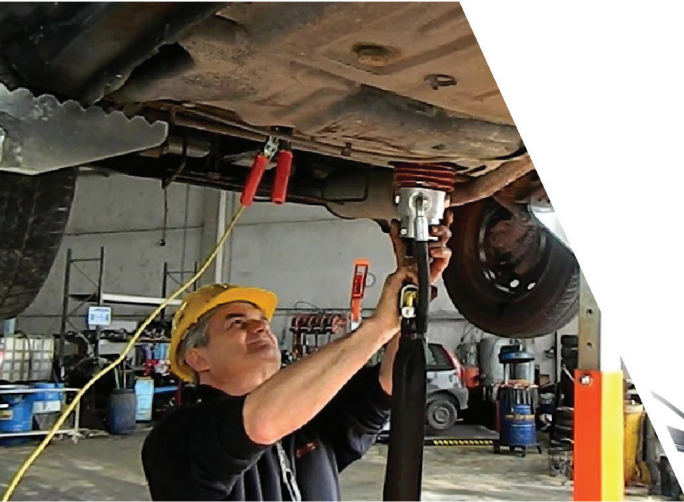
Working under the basis that "behind every machine is a relationship and an expectation from the customer that the products they buy will be backed by the company that sold them and that they can depend on receiving a lifetime of product support," Gensco strives to provide the very best service and recycling equipment.

Call 1-800-268-6797 today to learn more about our ELV products.

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PGM of Texas, LLC – Metals Made For More

By Steve Contreras, Chief Business Development Officer

PGM of Texas, LLC (PGM), specializes in processing ethically sourced catalytic converters and recovering the precious platinum, palladium, and rhodium from within them.

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

With our acquisition of Legend Smelting and Recycling and Maryland Core, Inc. in 2021, PGM of Texas now has twenty-four locations in fourteen states, including:

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



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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.

In addition, PGM is very excited to now offer the following transparent processing and ICP assay-based refining services.

1. Metallic-foil catalytic converter processing.

2. Oxygen sensor processing and ICP assay-based refining.

We believe that we succeed when our suppliers succeed, so we treat all our suppliers as partners. For example, they benefit from using our industry-leading app which is constantly updated with the latest converter content data that is painstakingly gathered by the chemists and technicians at one of our two wet chemical laboratories. Made freely available to all our partners in the field, this powerful tool enables them to make informed purchasing decisions by providing real time pricing information based on current metal market values and our own constantly updated testing data.

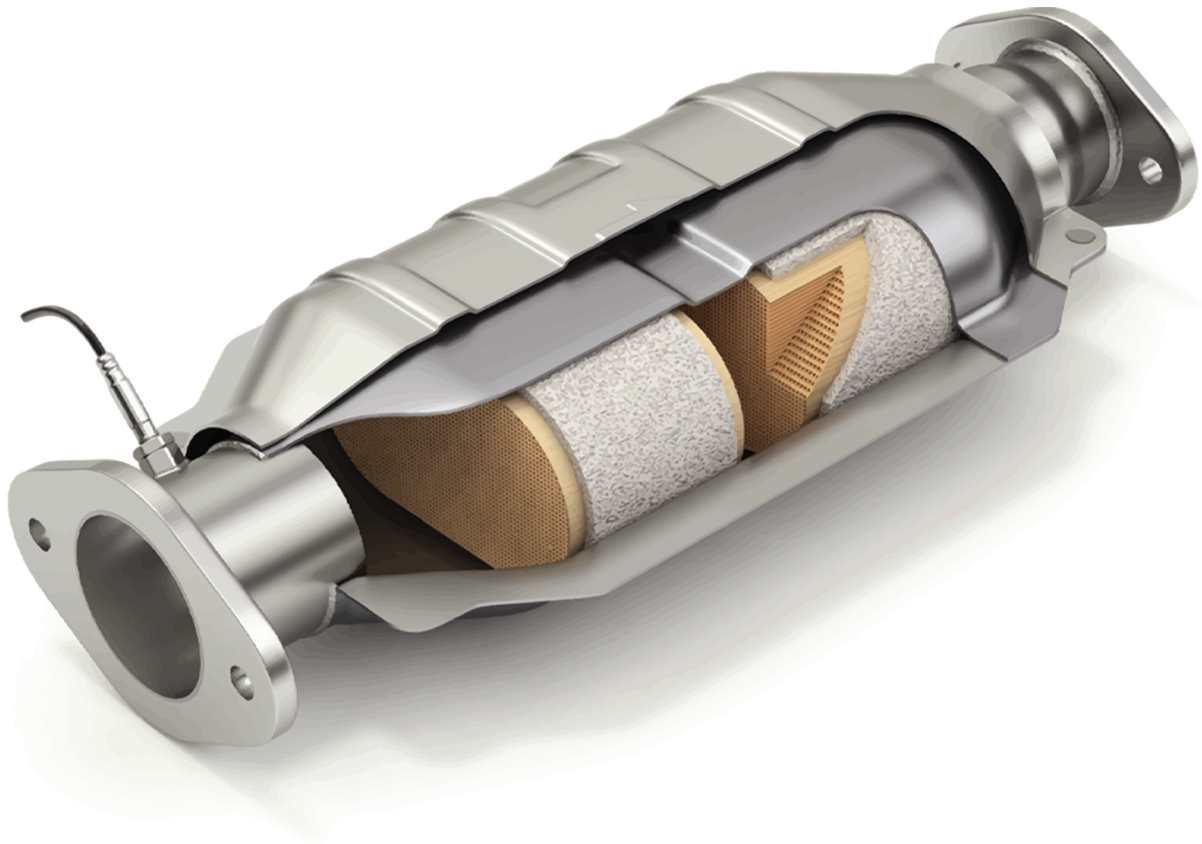
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Converter Recycling: Hold. Fold. Sell.

By Becky Berube



In the iconic words of The Gambler, "You've got to know when to hold them, know when to fold them, know when to walk away, and know when to run." The words of that song feel very true today with the platinum group metal (PGM) prices coming off the highs of 2021 and 2022 and the average converter price dropping by more than half. Many of you are holding converters. More than normal. More than ever. It's a dangerous strategy at a time when converter theft is at an all-time high. Over the weekend, one recycler had 10 gaylord boxes of converters stolen. The thieves entered the side of his metal building and were caught on video robbing the facility for over two hours between Saturday night and Sunday morning.

Where are the PGM prices going? If only we knew. In times like these, it's easier to look back than forward. With a strong dollar, high inflation, recessionary pressure and supply disruptions in Russia and South Africa, a comparison can be drawn between today and the early 2000s. Between the end of 2000 and the beginning of 2002, Russia had a supply disruption and palladium spiked to \$1,100 per ounce then dropped by over 60 percent when the production was restored. The Ford Motor Company stockpiled without hedging and lost over a billion dollars. Then in March 2008, with supply disruptions from South Africa, platinum hit a record high at the time of over \$2,250 per ounce, a spot price more than twice that of gold. It subsequently fell to \$774 per ounce in November. Within three years, the platinum price more than doubled to \$1,887 per ounce. In 2008, rhodium touched \$10,025 an ounce just before the global financial crisis hit, but the metal would drop 90% before the end of that tumultuous year. The price spike would lead to end users thriving the metal and substituting palladium for rhodium going forward. It would be another 13 years before rhodium would spike again to nearly \$30,000 an ounce.

This history lesson reminds me of what I was taught at my first job out of college at Putnam Investments in Boston. Mutual funds are a long-term investment. Think about a three- to five- to ten-year performance horizon. The same time frame can be seen with movements in precious metal pricing. Spikes and rebound do not happen overnight. You can study the SFA (Oxford), Bloomberg charts that accompany this article to see

the price drivers for each of the platinum group metals (updated September 2022).

At Putnam, I also learned about dollar cost averaging – a strategy to manage price risk when you are buying stocks, bonds, ETFs, and mutual funds. It involves investing the same amount of money in a target security at regular intervals over a certain period, regardless of price, to obtain the average buy price over time. I always think of this when it comes to selling scrap catalytic converters into the market. If you continue to sell converters as you purchase cars, regardless of price, you will obtain the average price for each metal year over year. You do not have to hold or fold. You can sell. And you can sell with a strategy. If you are stockpiling converters, sell the most recent load you have at today's prices. If you work with a reputable processor, you can process your back log loads (minimum lots size required) and put the metal on account to be sold later. As we have mentioned in other articles, platinum is going to be a very important metal for the hydrogen economy and many analysts believe it may double or quadruple, surpassing palladium again, in the next three to five years. Rhodium is still key to reducing NOx, so as emission standards increase around the world, the use of rhodium will also increase.

To learn more, or to stay informed on these topics, you can subscribe to our daily e-newsletter or get Platinum Group Metal prices texted twice daily to your phone, TEXT "Daily" to 844-713-PGMs (7467). You can also call us or email us at sales@unitedcatalystcorporation.com.

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

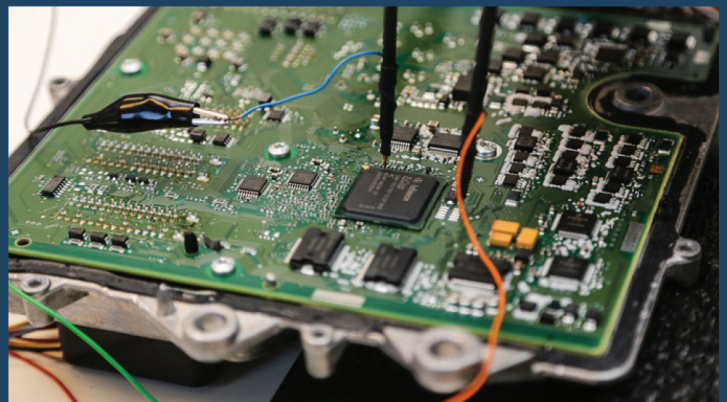
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Yardsmart App – Intelligent Self-Service Management Solutions

By Susan Nefzger



Growing up as the third generation owner of an auto recycling yard is a source of pride for Troy Webber, CEO of Chesterfield Auto Parts and Yardsmart. Originally, the company was Royal Wrecking Company, until his grandfather purchased it in 1947.

His love of all things automobile related has fueled his success as owner of Chesterfield Auto Parts and now with his new venture, CEO of Yardsmart, a cloud-based comprehensive auto yard parts management system designed for self-service operations, based in Richmond, Virginia.

"My Mom always says I was born with gears in my head! I have always loved cars and anything with an engine. When I was a kid I would spend all summer going to work with my Dad and playing around in the junkyard. There, I loved working on a junk car to get it up and running."

Yardsmart app is a SaaS product which is cross matched to any self-service yard, with customizable point-of-sale features for credit, cash and specific products. Options include extended warranties, labor services and aftermarket parts sales. Integrated pricing from several core buyers, it provides an operator the ability to track scrap and core sales and process the sale of cars from a resale lot. The app was in beta testing for two years with several yards, including Webber's three locations, prior to its release in December 2022.

With three locations and 100 employees, Webber's understanding of and need for a new technology and cloud-based software system, verged on becoming a crisis. The reason it was imperative to create a new way of managing and connecting the auto recycling business to the world, is because there is no effective software available to do what his self-service auto recycling operation required. Basically, Chesterfield operates differently than other auto recyclers, because it is a retail market. Individuals from all over the world, search for custom and regular auto parts and go to them for their auto parts.

According to Webber, "My lightbulb moment occurred when we understood that Microsoft would no longer support the latest version of windows that our old software utilized.

"When we couldn't solve the issues in that way, there was a rush to develop something new before all of our old computers died! That was the need that I was trying to fill. The clock was ticking, and if we couldn't get something developed and in place soon, we would be stuck without an operating system."

Yardsmart employs a team of product managers, developers and engineers who regularly communicate with users about the features or any improvement they would like to see. A support team is available to assist with any issues or problems installing or utilizing the product.

One happy customer is MPG Companies, a multi-state company that specializes in recycling, waste processing and transport of recycled autos. Says Teresa Bourbon, of MPG, "The user interface is easy. Yard Smart is very intuitive on how to use. Sales reporting is clear and concise, all information you need is at your fingertips. We love Yardsmart!"

As a hands on yard owner, Webber was able to identify the need, strategize with his team for solutions and pivot to make the changes a reality, and that is what he does best. "We have been able to survive because we have been willing to adapt. The only constant in the auto industry is change. Manufacturers make it a point to change and improve with every year and we have to be able to do the same if we want to be a part of this industry."

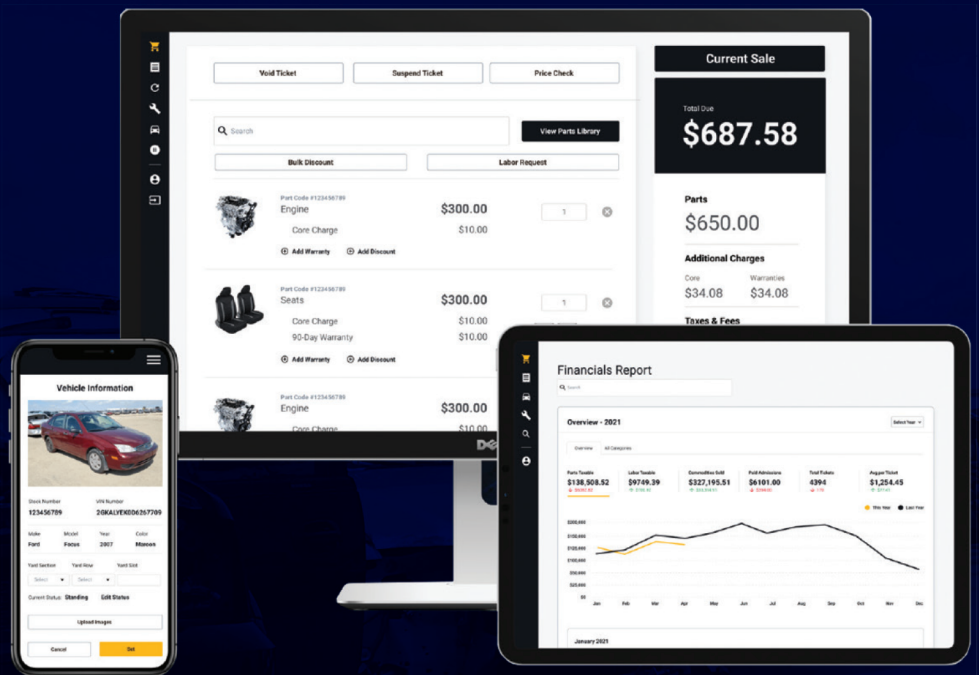
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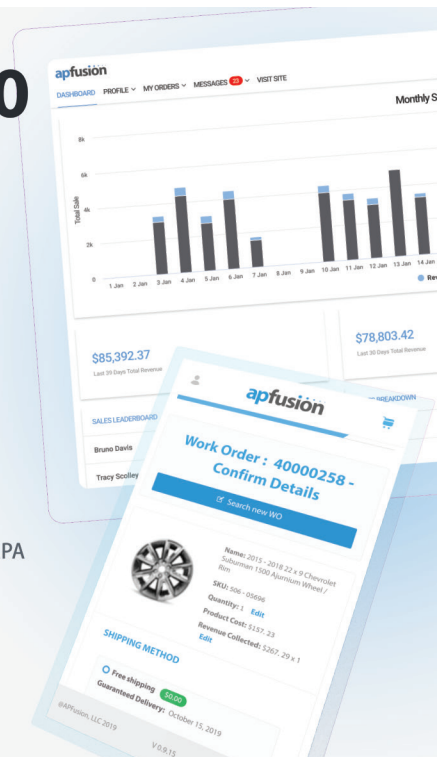
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To learn more or see what else we have to offer, visit us at www.theinductor.com, call 877-688-9633 or email us at info@theinductor.com!

See listing on page 33.

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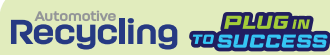


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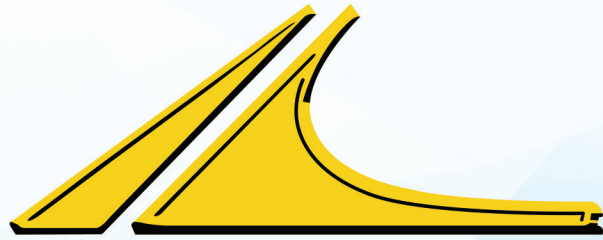
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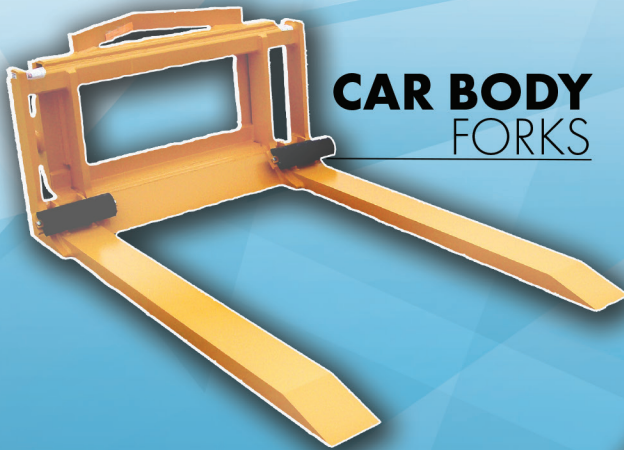
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PMR – A Different School of Thought Brings You to New & Greater Successes



Innovation is a skill best acquired through forward and creative thinking, two beliefs that are at the core of the way PMR does business. As an industry innovator since 1996, we are now global leaders of catalytic converter processing, the reliable source of information and knowledge, and the committed partner of scrap metal and automotive recyclers.

Our conviction is simple: Think Different. For decades, we've been proving that change and innovation only bring beneficial solutions and better results for our suppliers.

Because we are more than just your converter processor. We are partners who want to see you succeed at every step of the process. From converter acquisition to lot settlement, we have pioneered systems, tools, and platforms that help you expand your operations, capture more market share, and elevate the game.

Systems built for you.

Get quick access to your converter data and ROI with our low lot requirements of only 150 units. Ship as frequently as you want and get assay results in only 10-15 business days.

Hedge one, two, or all three metals with our unique hedging options that adapt to your business strategy and tolling preferences. Decide to toll your ounces for 115 days or more without hedging and take action when the market is more opportune for you. Or choose not to toll your ounces and benefit from our unique hedging opportunities and advance payment options as soon as your lot is in stock.

Dedicated and personalized assistance teams always pick up the phone, ready to connect you with the right converter

information and the right converter expert so that you can continue to make the best business decisions.

Level up the game with unmatched tools.

The key to elevating your competitive edge is getting access to pricing and evaluation tools for your converters. With PMR's photo grading, VIN/TRIM, master catalog, and price list, you get all the information you need to acquire confidently and profitably.

Keep track of your in-house and shipped material, monitor your data, and visualize your internal operations with our Supplier Services Platform. With tracking tools, you can create secure, accountable, and organized records of your finances and converter operations.

But the real kicker is our tailored partnership.

We didn't enter the game to simply process your converters. We are the partners who care about your success, thinking differently to ensure our process helps you reach your goals.

In 2022, our in-house laboratory earned an ISO 17025:2017 certification, not only proving that we keep aiming for the highest standard but also proving our desire to always give the best results.

We were the first to deploy VIN/TRIM, a tool that quickly estimates the potential associated converter value by vehicle model, helping recyclers adapt to changing scrap markets and secure end-of-life vehicles confidently and profitably.

And the cherry on top is our brand-new, cutting-edge machinery that elevates foil and ceramic processing proficiency. Recyclers receive a refined process of their material, with top-tier systems that capture any dust, ensuring every ounce of precious metal content is secured.

While others were content with the industry, we asked how we could make it better. Because at PMR, we understood that adopting a mindset of forward-thinking was the only way to bring you to new success summits.

See listing on page 36.

LET US ADAPT TO YOUR NEEDS.



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