U-R-G®

MEMBERSHIP BENEFITS

BUSINESS SOLUTIONS FOR TODAY'S AUTOMOTIVE RECYCLERS

DESIGNED BY RECYCLERS | FOR RECYCLERS

SUPPORT@U-R-G.COM 303-367-4391 U-R-G.COM

URG®

BUSINESS SOLUTIONS FOR TODAY'S AUTOMOTIVE RECYCLERS

DESIGNED BY RECYCLERS | FOR RECYCLERS

TODAY'S RECYCLERS NEED A COMPETITIVE EDGE TO STAY PROFITABLE AND EXPAND INTO THE FUTURE. URG PROVIDES THAT EDGE WITH ACCESS TO A UNIQUE PORTFOLIO OF BUSINESS TOOLS, INNOVATIVE TECHNOLOGY, DATA PROTECTION, TRAINING, OPERATIONAL SUPPORT AND MORE... DESIGNED BY RECYCLERS, FOR RECYCLERS.

Teaming with URG means not only access to the tools you need to succeed – as a Member, you connect your business with the best of the best. URG Members and partners represent the gold-standard in the recycling industry and maintain the highest level of quality and integrity in their practices.

663

MEMBER LOCATIONS AND COUNTING... ACROSS THE U.S. & CANADA... AN UNPARALLELED NETWORK OF TOP AUTO RECYCLERS

525

AVERAGE NUMBER OF ORDERS/MONTH PLACED ON AUTOPARTSEARCH.COM **45%** OF URG MEMBERS HAVE SET UP THEIR OWN STORE.

726

ATTENDEES AT THE URG 2019 ANNUAL TRAINING CONFERENCE - FEATURING VENDORS AND TOP INDUSTRY & MOTIVATIONAL SPEAKERS

URG MEMBERSHIP BENEFITS: OVERVIEW

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- CONTACT INFORMATION FOR URG TEAM MEMBERS & WARRANTY OFFICE

BUSINESS TOOLS

30%

MIDWAY AUTO PARTS, PRP HAS SEEN A 30% INCREASE IN CORE REVENUE FROM UTILIZING URG'S CORE VALUE PROGRAM

TOP PROGRAM

CORE VALUE PROGRAM

ALWAYS GET TOP DOLLAR FOR YOUR INVENTORY

URG downloads current core prices from multiple core companies directly into your yard management system so your sales staff will be automatically prompted at the time of sale to charge the highest core price - maximizing profits.

- Integrates with: Checkmate, Powerlink 2, Pinnacle Pro, CRUSH
- Build a core box for all core companies, then electronically send the part details in each box directly to each company
- Use the report card on each core company to determine what to expect for your core loads and timing of payments
- Use the HotKey program from the MVR screen to quickly pull up cores being purchased on that vehicle
- Predismantle Core Report shows you which parts each core company is buying before you dismantle the vehicle. Print off a report for your dismantler
- Inventory Core Report allows you to see what parts in your inventory the core companies are currently buying so you can get top dollar
- Integrated with Inventory Buddy. For each part, select a core to go to a specific core company and electronically upload to the core load build screen

PARTNERS

a&a midwest — YOUR SOURCE FOR CORES • RECYCLING • AUTO WRECKING

ACE/MCI COMMODITIES

Auto Transtech

BISHOP INTERNATIONAL

BLACKBURN OEM Wheel Solutions

EQ Cores & Recycling

G-COR AUTOMOTIVE CORP.

Global Transmission Parts

J & D CORE SUPPLY, INC

KB CORES

RAS

wheels America

WheelRecovery Systems, LLC

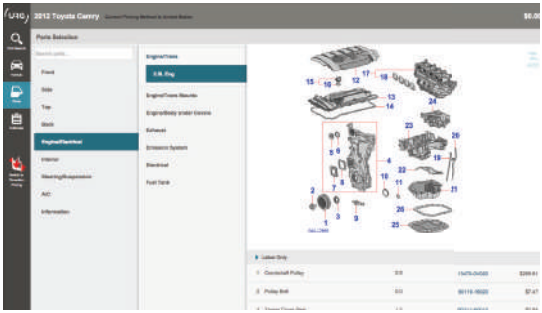
ZUMBROTA DRIVETRAIN

URG PARTSPRO

A ROBUST PARTS LOOK-UP TOOL AT A COMPETITIVE PRICE

Access Repairmate data with the click of a HotKey. Get the same reliable parts information as the Mitchell Collision Estimating Guide in an easy-to-use electronic format. This gives salesmen the ability to sell parts they normally would not because they do not have interchange or know what to charge.

The HotKey search integrates with Hollander, Checkmate, and Pinnacle Pro. Clickable part diagrams allow selection of individual parts, displaying part number and OE price to help your salespeople build assembly pricing.



"$276K

IN PARTS SOLD THAT CAN BE DIRECTLY CONTRIBUTED TO PARTSPRO. MY SALESPEOPLE USE PARTSPRO EVERY DAY... IT IS THE ATTENTION TO DETAIL THAT GIVES US LOYAL CUSTOMERS."

- Mark Brown, Browns Auto Salvage

PARTSPRO BENEFITS	PartsPRO	Repair-mate
GM PARTS PRICING	✓	
AFFORDABLE PRICING	✓	✓
OEM NUMBER	✓	✓
OEM PRICE	✓	✓
LABOR HOURS	✓	✓
OEM FITMENT	✓	
INTERACTIVE PART IMAGES	✓	
MITCHELL DATABASE	✓	✓
VIN DECODE	✓	✓
AUTOMATIC UPDATES (NO CDS)	✓	
ABILITY TO BUILD ASSEMBLY PRICING	✓	
INTEGRATED WITH POWERLINK2, PINNACLE PRO & PINNACLE CLASSIC	✓	

URGNET CONTROL CENTER

TAKE BACK CONTROL OF YOUR DATA

The use of 3rd party vendors and partners is vital to doing business online. But, data breaches caused by these companies are increasing daily and most businesses have no protections in place or even know if they have been compromised.

URGNet Control Center makes it easy to track, control and protect your confidential information:

- Select and authorize companies to share data and images with and know exactly what data is available to them
- Enact contracts to protect data and images from being sold or used in any way beyond the 3rd party's service
- Track data and image feeds to ensure proper upload and see the last date an upload was received
- Receive email updates if the data or image feed is out of date
- Save time transferring your 3rd party data extraction programs when a host computer is replaced

This program is available at no cost to all recyclers, both Members and non-Members alike, because URG is dedicated to protecting every recycler and their most valuable asset - their data.

59%

OF COMPANIES SAY THEY HAVE EXPERIENCED A DATA BREACH CAUSED BY ONE OF THEIR VENDORS OR THIRD PARTIES. LESS THAN HALF INDICATE THAT THEY HAVE SUFFICIENT RESOURCES TO MANAGE THIRD-PARTY RELATIONSHIPS

URGNET HOTKEY PROGRAM

Use the HotKey to view data from the URGNet database - including recyclers, core companies and reman/aftermarket companies - from any management system.

- Customize and view data and images from the URGNet database - including other Members, core companies, reman and aftermarket companies
- Easily access all member's data without having to pay extra
- Recyclers can utilize 8 different functionalities within HotKey
- Use the HotKey in any inventory management system to view information on the URGNet database
- Customize your data - select which yards, and in which order, you view them
- Search for vehicles in a Crush yard from your Pinnacle, Powerlink and Checkmate

RECALL HOTKEY

From the search results screen or vehicle record, use the Recall HotKey to show recalls for a particular VIN, and whether RAS is purchasing that VIN. You can also do a batch recall with VRSS. This is a free service for all recyclers.

PARTNERS

The Vehicle Recall Search Service (VRSS) is provided by CARFAX, in partnership with the Alliance of Automobile Manufacturers and the Association of Global Automakers.

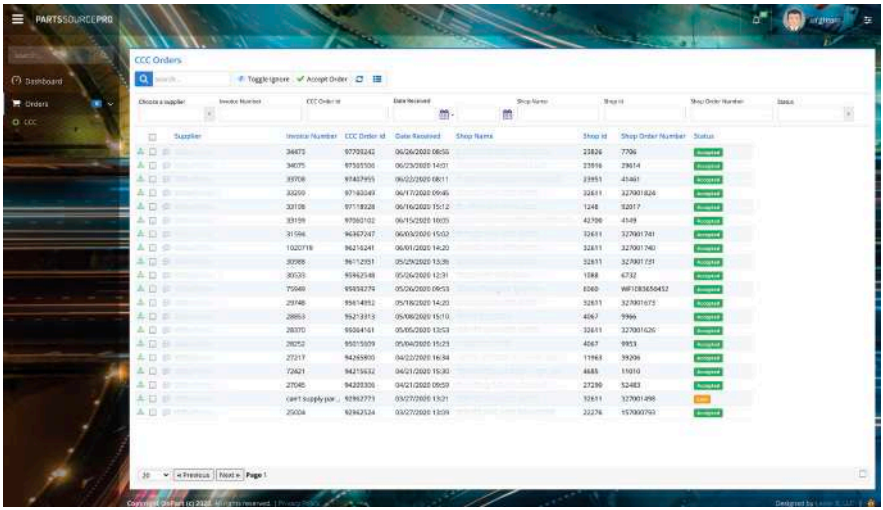
NEW PROGRAM

PARTSSOURCEPRO

PartsSourcePro allows you to grow your audience and increase your part sales by connecting your non-VIN parts inventory to CCC through this program powered by OnPart.

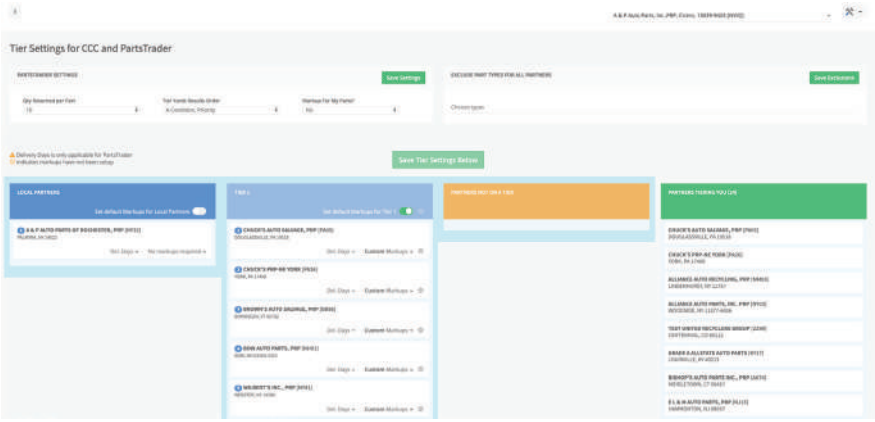
If you stock aftermarket, remanufactured, reconditioned, OPT OEM, or surplus parts in your inventory management system, you may not be aware that these can't be seen in CCC.

URG can help get your inventory connected to CCC through our PartsSourcePro platform, powered by OnPart.



URGNET DATA TIER PROGRAM

Double the amount of your inventory shown in CCC. Show a broker yard's data as your own, even when you don't have a part. The new PartsTrader integration allows you to reduce manual data entry and view your inventory and your broking yard's inventory for each part. Additional features include delivery days and freight charge per part type.



DATA EXCEPTIONS REPORT

Maximize the number of your parts going to the Collision Repair Industry. Inaccuracies in your parts data means those specific parts will be excluded from the data feed. This report shows you exactly what parts you need to fix and why.

PARTSTRADER AUTOMATCH & AUTOQUOTE

Automatically view inventory for each part and reduce manual data entry. This integration speeds up quote response time for sales staff considerably.

NMVTIS REPORTING

Automatically report your vehicles to NMVTIS, which runs automatically in the background, and take the hassle out of reporting salvage titles (Pinnacle Pro only).

URG ONLINE SALVAGE AUCTION

We've got you covered with a wide variety of vehicles from coast to coast - direct from the insurance company to the recycler. The pool of auction participants are limited to URG Members. Nominal registration fee and low, per-vehicle fee.

AUTO PART IMAGING

A picture is worth a thousand words! You will automatically sell more when you incorporate images. Upload your images to your own website, autopartsearch.com, and authorized 3rd-party companies.

MITCHELL 1 PRODEMAND

Quickly diagnose, estimate and handle warranty claims. The ProDemand HotKey integrates with Pinnacle Pro, Powerlink and Checkmate. Access labor times, component locations and technical service bulletins to save time and money. Both ProDemand Estimator and ProDemand Repair & Estimator are available.

PARTNERS

AFTERMARKET / REMAN DATA

URG receives 3rd-party data from the companies below and uploads it into the URGNet Database for access via HotKey (automatically imported into Pinnacle).

AER	BISHOP INTERNATIONAL	BLACKBURN OEM Wheel Solutions	Brock Aftermarket Auto Parts
DORMAN NEW SINCE 1918	ETE REMAN	RYDELL SURPLUS OEM PARTS	

NEW PROGRAM

WARRANTY CLAIMS PROGRAM

WE HANDLE THE CLAIMS - YOU FOCUS ON YOUR BUSINESS

URG and its Members have launched a trial program and will be accepting new participants when spots become available. This program is designed to save you time on processing claims AND provide efficiency and standardization to reduce warranty claim payments to customers.

With a full 1-year commitment, URG will provide:

- 800 number for customers to call
- ASE Certified staff to process your warranty claims
- Claims dashboard in URGSalesSupport for you to track claim progress
- Dedicated URG claims software

URG ANNUAL TRAINING CONFERENCE

THE PREMIERE INDUSTRY EVENT - NETWORK & LEARN FROM THE BEST IN THE BUSINESS

The URG Annual Training Conference brings together the top dogs in the industry, as well as nationally-acclaimed motivational speakers, authors and coaches. Tap into three days of top-level training, networking, mixers and fun.

- Open to Members, non-Members, and exhibitors from all over the country
- Packages Available: Full Conference – Saturday Only – Meals Only
- URG Annual Golf Tournament: Benefiting the URG Scholarship Foundation
- Conference and Hotel Registrations: Starts in the fall
- Address questions to: jmcpherson@u-r-g.com

ONLINE TRAINING RESOURCES

URG is dedicated to helping Members keep up with the latest trends, training and tools - but we know it's tough to find the time to keep learning while running a business. That's why URG provides easy access to online resources that will keep you up to date.

TUTORIALS

As a Member, you have access to a fantastic range of useful business tools and products. Our tutorials and training videos ensure that you know how to use, customize and get the most out of them.

WEBINARS

URG provides regular interactive webinars to get you real-time information and answers on a range of topics and tools. We'll introduce you to time and cost saving features for your business.

TRAINING VIDEOS

Want to know the secrets to success? URG's Training Video Archive gives you access to the best minds in the business. Collected from our Annual Training Conference, we select the best training from nationally-acclaimed motivational speakers, authors and coaches, to build a top-notch video library on topics such as employee retention and motivation, maximizing revenue, inventory management, conflict resolution, team building, and much more.

NETWORK

MEMBER DIRECTORY

Tap into a network of the top automotive recycling leaders and thinkers across the U.S. and Canada.

663

MEMBER LOCATIONS & COUNTING... AN UNPARALLELED NETWORK OF AUTO RECYLERS

ASSOCIATE MEMBERSHIP

Associate Members are an amazing resource for high-quality information and services that recyclers can use to run their businesses better. It's also a wonderful opportunity for businesses to invest in their success by connecting to automotive recyclers across the continent that need their products and services.

We're adding Associate Members all the time. Go to u-r-g.com for a full listing.

ASSOC. MEMBERS

axe payments	Bid Call	Continental International Import & Export, LLC	eComply
ETE Remanufactured Reman Transmissions	GlobalTech Environmental	Global Parts Solutions GPS & Transport LLC	Mike French & Company, Inc. MF&CO Inc.
PARTSTRADER your suppliers · your parts · your choice	STOROpack		

INDUSTRY NEWS

Stay on top of the latest news and trends in the industry with regular posts, newsletters and updates from URG and other URG Members.

ECOMMERCE SOLUTIONS

TOP PROGRAM

AUTOPARTSEARCH.COM

MAKE AUTOPARTSEARCH.COM YOUR #1 SALES TOOL

- CREATE YOUR OWN STORE AND CONNECT IT TO YOUR WEBSITE
- BUILD YOUR OWN CUSTOMIZED, MOBILE-FRIENDLY WEBSITE

Autopartsearch.com is URG's retail website where shops or consumers can purchase parts online with ease from any of our URG Members. Highly optimized for mobile devices, your customers can find the parts they need wherever they are. The ability to have part and vehicle images and real time chat keeps customers engaged and motivated to purchase.

You can also utilize Auto Part Search technology on your current website to list your inventory and connect customers with what they're looking for. This search platform is available with an integrated chat function, freight tables, extended warranties, part and vehicle imaging and allows you to increase your inventory by showing other recycling yard's data as your own online.

NEW FEATURE

CHAT FUNCTION

The URG Chat Function can help you:

- Connect with customers to provide support and information
- Cut down on order errors
- Build relationships and repeat business

Utilize the Chat Function on autopartsearch.com and individual websites using the search function powered by autopartsearch.com.

MORE

Visit autopartsearch.com to sign up, or go to u-r-g.com to learn more about this search tool and view a step-by-step of the custom-website design process.

NEW DESIGN

UPDATED SITE DESIGN – ONLINE, MOBILE & APP

Our recent design refresh helps customers quickly and easily search parts while also providing important information about why buying used is a great way to save time, money and the environment as well.

NEW PROGRAM

IIS SEARCH FUNCTION

LET YOUR WEBSITE DO THE WORK FOR YOU.

Get a fully integrated ecommerce search function built into your website and increase your parts sales.

Access URG's integrated IIS search function, powered by AutoPartSearch – on your own website – with your preferred hosting company.

- Fully Integrated – search function does not leave your website
- Part and Vehicle images – which have shown to instantly improve part sales
- Tier Partners – allows you to show other yard's data as your own to fulfill more part requests
- Latest Arrivals – displays the latest vehicles that have arrived at your facility
- Mobile Friendly – works on any device
- Ability to set up core charges, warranties, freight, and much more

CUSTOM WEBSITE DESIGN

TAKE YOUR BUSINESS TO THE NEXT LEVEL

URG & BriscoWeb work together with you to create a site powered by autopartsearch.com that delivers:

- A branded look that sets you apart from competitors
- A responsive / mobile-friendly design
- An easy to find, EASY-TO-USE experience for visitors
- Customized search features & functions
- Live chat, part images, hosting, support and more

30%

INCREASE IN ECOMMERCE ACTIVITY FOR A&P AUTO PARTS SINCE REDESIGNING THEIR SITE WITH US. VISITORS ARE BUYING 10X MORE VEHICLES, AND THEY ALSO SAVE THE $1,900/MO THEY PREVIOUSLY SPENT JUST TO KEEP THEIR OLD SITE IN TOP SEO PLACEMENT IN THEIR MARKET.

NEW PROGRAM

AMAZON PROGRAM

SELL YOUR PARTS ON THE LARGEST ECOMMERCE SITE IN THE WORLD!

URG and Amazon have teamed up to provide URG Members a new ecommerce marketplace for recycled OEM (ROE®) parts.

- Your inventory and part images automatically upload to Amazon every evening through URG's AutoPartSearch program.
- You can select from 90 different part types to upload, indicate the status of those part types and add a freight cost per part type. Parts are uploaded as "used" under URG's brand and/or an OE Brand.
- Just sign up for an Amazon seller central account and an Amazon representative will approve your account to sell in the Automotive Parts category.

0%

YOUR CAPTIVE INSURANCE MAKES AN 831(B) ELECTION, RESULTING IN A TAX RATE OF 0% ON YOUR PROFIT

URG INSURANCE COMPANY INC.

CAPTURE MORE PROFITS FROM YOUR WARRANTY PROGRAM

Own your own captive insurance company under URG's license and capture more profits from your warranty program.

URG Members accumulated over $3.3 million in additional wealth since 2017! In 2018/19, $8.2 has been received in premiums and $2.2 in warranty claims.

- Run your warranty program just like you're running it now and insure your warranty risk to URG Insurance Company, Inc
- Individual captive cells and group captive cells are available based on investment amount
- URG Insurance insures your risk and other Members' risk to your Captive Insurance Company
- File claims for warranty losses quarterly and get paid by URG Insurance Co.
- Your Cell Captive Insurance Company captures your underwriting profits
- Your Captive makes an 831(b) election, resulting in a tax rate of 0% on your profit in the Captive

Three programs the URG Insurance Company offers to turn risk into wealth:

URG WARRANTY REIMBURSEMENT INSURANCE PROGRAM

Members can fund for parts warranty expenses in a manner that allows for a significant increase in the member's warranty program profits.

URG ENTERPRISE RISK MANAGEMENT INSURANCE PROGRAM

Members can insure for risks inherent in their business that are otherwise not insured,or under-insured.

URG TRADITIONAL INSURANCE REPLACEMENT PROGRAM

Members decrease the costs of their existing commercial insurance programs (Worker's Compensation, General Liability, Professional Liability, etc.) by utilizing the combined buying power and premiums of participants to negotiate greater control and terms for its Membership.

MORE

To become part of the URG Warranty program and tap into its benefits, contact Randy Sadler at 865-599-6104 or randy@cicservicesllc.com.
CIC Services, LLC is the program administrator.
captivatingthinking.com

CIC SERVICES
Turning Risk Into Wealth

PARTNER DISCOUNTS

URG's top industry partners provide you with valuable discounts on products and services you need to run your business on a day-to-day basis.

CARFAX VEHICLE HISTORY REPORTS VEHICLE REPORTS Receive discounted reports for Full Vehicle History, Total Loss and Title.	ups SHIPPING Save 9% -18% on ground shipping, plus discounts on next- and 2nd-day services.	APU Solutions a Solera company PARTS TRACKING & MANAGEMENT 10% off on web-based tools to track and manage.
Mike French & COMPANY, INC. PROMOTIONS Members get 20% off on graphic design and save on printed paper promo products.	EVO B2B PAYMENT PROCESSING Members save 30 - 40%. Receive an EMV Compliant or Virtual Terminal for $99.	PARCEL AUDIT PARTNERS SHIPPING AUDITS 10% off on audits of your UPS and FedEx shpping accounts to find money owed to you.
Pinnacle YARD MANAGEMENT The only YMS endorsed by URG. Members receive a $50 discount at sign up!	fender bender | RATCHET +WRENCH ADVERTISING Recycler-themed programs and discounted ad rates will market & grow your business.	axe | payments CREDIT CARD PROCESSING Now URG Members can completely eliminate credit card processing fees!
Podium CUSTOMER MESSAGING 12% off the monthly fee, plus free subscription activation for URG Members.	ADVANCED REMARKETING SERVICES SALVAGE AUCTION ARS creates auction profiles for URG Members. No cost to set up or view auctions.	

ISSUE TRACKING PROGRAM

Track open and closed issues on urgsalessupport.com. Receive notifications to keep you informed on the progress of your issue. Members can also create an issue and assign it to URG support.

URG PRICING

STAND ALONE OPTIONS	FEES PER MONTH
URG Membership	$150
Limited Membership w/ IIS Search Function access	$50
Self-Service Yard Membership	$100
Warranty Program	$1,500 + $25 / claim
ADD ONS - URG MEMBERSHIP REQUIRED	
Additional Locations Membership	$25
Core Value Program (free for Canada & Alaska yards)	$50
Imaging (free if using IIS Search Function)	$25
eCommerce Sales - AutoPartSearch and Amazon	5% sales to $300 cap
PartsSourcePro	$75
Custom website by BriscoWeb - Full Member	$230
Custom website by BriscoWeb - Self-Service Member	$150
Custom website by BriscoWeb - additional location	$100
Website integration on your site - Full Member	$175
Website integration on your site - Self-Service Member	$100
Website integration on your site - additional location	$75
PARTNER PROGRAMS	
Mitchell 1 ProDemand – billed by Mitchell 1	
Estimator: URG Member / non-member	$54 / $59
Repair & Estimator: URG Member / non-member	$154 / $169
PartsPRO – billed by URG	
URG Member	$150
Non-member w/ 1 year contract	$175
APU Solutions subscription – billed by URG	
URG Members only	$85.50
CARFAX (URG Members only) – billed by URG	
Title Report	$4.75/ea
Total Loss Report	$5.75/ea
Full History Report	$12.99/ea

MEET YOUR URG BUSINESS PARTNERS

URG TEAM

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OFFICE MANAGER / BOOKKEEPER
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(CENTRAL)

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