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.

700
700 MEMBER LOCATIONS AND COUNTING... ACROSS THE U.S. & CANADA - AN UNPARALLELED NETWORK OF TOP AUTO RECYCLERS

223%
INCREASE IN SALES FOR 2018 ON AUTOPARTSEARCH.COM, WHILE THE NUMBER OF BUYERS ON THE SITE HAS INCREASED OVER 125%

726
ATTENDEES AT THE URG 2019 ANNUAL TRAINING CONFERENCE - FEATURING VENDORS AND TOP INDUSTRY & MOTIVATIONAL SPEAKERS
URG MEMBERSHIP BENEFITS: OVERVIEW

**BUSINESS TOOLS**
- CORE VALUE PROGRAM
- PARTSpro
- URGNET CONTROL CENTER
- DATA TIER PROGRAM
- HOTKEY PROGRAM
- RECALL PROGRAM
- DATA EXCEPTIONS REPORT
- PARTSTRADER AUTOMATCH & AUTOQUOTE PROGRAM
- NMVTIS
- SALVAGE AUCTION
- AUTO PART IMAGING
- MITCHELL 1 PRODEMAND
- AFT/REMAN DATA
- WARRANTY CLAIMS PROGRAM

**TRAINING**
- TRAINING CONFERENCE
- ONLINE TUTORIALS
- WEBINARS
- TRAINING VIDEOS

**NETWORK**
- MEMBER DIRECTORY
- ASSOCIATE MEMBERSHIP
- INDUSTRY NEWS
- URG FORUM
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
- Run an inventory core report and clean up your warehouse
- Run a report to ensure you have all the high-dollar cores off of a vehicle before crushing
- 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
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 systems. 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

<table>
<thead>
<tr>
<th>Feature</th>
<th>PartsPRO</th>
<th>Repairmate</th>
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</thead>
<tbody>
<tr>
<td>GM Parts Pricing</td>
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<tr>
<td>Affordable Pricing</td>
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<td>OEM Fitment</td>
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<td>✓</td>
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<tr>
<td>Interactive Part Images</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Mitchell Database</td>
<td>✓</td>
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<tr>
<td>VIN Decode</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Automatic Updates (No CDS)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Ability to Build Assembly Pricing</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Integrated with PowerLink2, Pinnacle Pro &amp; Pinnacle Classic</td>
<td>✓</td>
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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, 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 DATA TIER PROGRAM

Double the amount of your inventory shown in CCC. Show a brokering 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.

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
- Look up recalls on the NHTSA database from your YMS
- 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. This is a free service for all recyclers.
BUSINESS TOOLS

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

**PARTNERS**

**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.

What 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

What URG will require:
- Full 1-year commitment
- $1,500 per mo. / $25 per claim for each claim closed

Please note: these requirements may adjust or change in the future in order to best serve the recycler.
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.

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.

URG FORUM

Ask a question, answer a question. The forum gives recyclers a place to share information and tips about the many challenges and opportunities in the biz.

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

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 (5% fee when parts sold, up to $300 max). 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 autopartsearch 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.

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.

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.
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 to set 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

AMAZON PROGRAM (IN BETA)

Ask about our new Amazon listing tool. We are currently uploading over 20 part types and we are excited to move forward in this marketplace.
Own your own captive insurance company under URG’s license and capture more profits from your warranty program.

URG Members accumulated over $1.2 Million in additional wealth in 2017!!

- 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.

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
PARTNER DISCOUNTS

URG’s top industry partners provide you with valuable discounts on products and services. Use your URG Membership to unlock special deals on the things you need to run your business on a day-to-day basis.

**VEHICLE REPORTS**
Receive discounted Full Vehicle History Reports, Total Loss Reports, and Vehicle Title Reports.

**SHIPPING**
Save 9% – 18% on ground shipping, plus discounts on next- and second-day services.

**PARTS TRACKING & MANAGEMENT**
Save 10% on this web-based network with tools to track and manage.

**PROMOTIONS**
Members receive 20% off on graphic design, plus save on printed paper promotional products.

**PAYMENT PROCESSING**
Members save 30% – 40%. Receive an EMV Compliant or Virtual Terminal for $99.

**SHIPPING AUDITS**
Receive 10% off on your shipping audits of UPS and FedEx accounts to find money owed to you.

**YARD MANAGEMENT**
The only yard management software endorsed by URG. Members receive a $50 discount at sign up!

**ADVERTISING**
Market and grow your business with exclusive recycler-themed programs and discounted ad rates.

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.
MEET YOUR URG BUSINESS PARTNERS

CHIEF EXECUTIVE OFFICER
Donald C Porter CPCU CLU ChFC FLMI FFSI
512-887-3422  cell: 309-310-6448
dporter@u-r-g.com

CONFERENCE COORDINATOR / EXECUTIVE ASSISTANT
Jennifer McPherson
512-677-6202 / jmcpherson@u-r-g.com

TECHNICAL SUPPORT
Patrick Riordan
512-677-6217 / support@u-r-g.com

CUSTOMER RELATIONS SPECIALIST
Kristen Alexander
512-887-7922 / kalexander@u-r-g.com

CUSTOMER RELATIONS SPECIALIST
Amanda Morrison
512-887-3951 / amorrison@u-r-g.com

DIRECTOR OF BUSINESS DEVELOPMENT
Kristi Werner
303-367-4435 / kristi@u-r-g.com

OFFICE MANAGER / BOOKKEEPER
Heather Vickers
303-367-4398 / bookkeeper@u-r-g.com

WARRANTY CLAIMS TEAM
Toll Free: 866-588-2268

CLAIM RECEPTIONIST
Cassie Leger
cleger@u-r-g.com

CLAIM MANAGER
Shane Dachel
sdachel@u-r-g.com

CLAIM SPECIALIST
Brandy Patton
bpatton@u-r-g.com