



Building a Sustainable Future



Increasing Your Sales Through the Power of Brokering

Theresa Colbert and Lori Handke

Adding Brokers to Increase Sales

- Brokering with reliable partners
 - *Accurate and dependable part grading, deliveries, and warranties*
- Profitability
 - *Getting your percentage to meet or beat the retail aftermarket prices*

Adding Brokers to Increase Sales

- Knowing and meeting your customer needs
 - *Satisfying existing customers leads to new customers*
- Brokering those rare and/or specialty parts
 - *Not in high demand in your business realm, but still in demand*

Advantages to Brokering Parts

- No initial investment (long term)
 - *“Borrow” inventory – no need to purchase additional vehicles*
 - *No additional space needed in the warehouse*
 - *Avoid the dismantling process*
- Increased part search matches
 - *Larger selection of parts*
 - *Used OEM, Aftermarket, and new OEM*

Advantages to Brokering Parts

- Instant access
 - *Car-Part Pro searches and Real Time Part Verification (RTP)*
- Accurate information
 - *Grading, delivery, and pricing*
 - *Pricing is all-inclusive: part, markup, delivery, and warranty*

Advantages to Brokering Parts

- Variety in product
 - *Offering more than used OEM*
- Variety in pricing
 - *Used OEM, OEM, and aftermarket*
 - *Brokered – recycler's price*
 - *Brokered – aftermarket list price*



Building a Sustainable Future




Advantages to Brokering Parts

2002 Toyota Camry
Engine
Engine
SEARCH
NEXT PART


4 Days Delivery
All Areas / Select Area
List Certifications
1st Sort: Distance
2nd Sort: Price
List Standard Warranty
All Part Types
All Grades
Show Any Year
Show Seller Default Pricing Type
NEW FILTER
SEARCH

Year Part Model	Description	Miles	Part Grade	Warranty	US Price	Dist mile ○	Delivery business days	Stock# Availability	Dealer Info
2002 Engine Toyota Camry	RAN,2.4L (VIN E, 5th digit, 2AZFE eng, 4 cyl),FTWCAR-134K	134,000	A	90 Day	\$1200.00 ORDER PART	0	0	140202 Confirm Availability	Foreign Auto Salvage - Gold Seal, ARAPro, KATRA USA-KY(Ft.-Wright) Live Service 1-800-545-1920 / 1-859-341-1920 Services & Certifications
2002 Engine Toyota Camry	2.4,A,FWD,EXCHANGE	119,414	A	90 Day	\$1850.00	6	0	F0030340	Bessler Auto Parts - ARAPro, PRP Midwest USA-KY(Wilder) Live Service 800-576-7691 Services & Certifications
2002 Engine Toyota Camry	2.4,A,10/01,FWD,EXCHANGE	157,201	A	90 Day	\$1677.50	6	0	F0029701	Bessler Auto Parts - ARAPro, PRP Midwest USA-KY(Wilder) Live Service 800-576-7691 Services & Certifications
2002 Engine Toyota Camry	COULD NOT START,2.4L (VIN E, 5TH DIGIT, 2AZFE ENG, 4 CYL)-	160,000	A	90 Day	\$1897.50 ORDER PART	9	2	e1042 13991 Confirm Availability	Cohen Auto Parts-Cincinnati, USA-OH(Cincinnati) Live Service 513-321-9278 / 937-853-4470 Services & Certifications
2002 Engine Toyota Camry	2.4 AT LESS/THB RUNS NICE 107K		A	90 Day	\$1440.00 ORDER PART	9	3	e1070 29498 Confirm Availability	Cohen Auto Parts-Cincinnati, USA-OH(Cincinnati) Live Service 513-321-9278 / 937-853-4470 Services & Certifications
2003 Engine Toyota Camry	2.4 AUTO LESS/THB 110K		A	90 Day	\$1440.00 ORDER PART	9	3	e1070 29492 Confirm Availability	Cohen Auto Parts-Cincinnati, USA-OH(Cincinnati) Live Service 513-321-9278 / 937-853-4470 Services & Certifications
2002 Engine Toyota Camry	COULD NOT START,2.4L (VIN E, 5TH DIGIT, 2AZFE ENG, 4 CYL)-	160,000	A	90 Day	\$1650.00 ORDER PART	12	1	13991 Confirm Availability	Reitman Auto Parts - ARAPro USA-KY(Melbourne) Live Service 1-800-221-3993 Services & Certifications

Looking up Brokered Parts Using Trading Partners – Vendor Button

<div>  Expand Your Search using the options below </div> <div> Custom Pricing Regional Pricing Car-Part Pricing Vendors (64) Brokered Parts Broadcast Buy RFQ Intch Appl 50556 Non-Intch Search </div>						
Results for <u>New/Aftermarket/Rebuilt Parts Vendors</u> sorted by <u>DISTANCE</u> (Click on heading to re-sort) Most prices do not include extended warranties or shipping.						
Year Part Model	Description	Damage Code	Part Grade	Stock#	US Price	Dealer Info
Headlight Assembly	HEADLAMP ASSY LH (SEDAN)		AFT	H5509	\$139.8	★ Body Panels Co. - Memphis USA-TN(Memphis) Quote 901-372-6964 / 800-530-7744 📍 ron.bpc.tn@
Headlight Assembly	HEADLAMP ASSY LH SEDAN		AFT	H5509C	\$139.8	★ Body Panels Co. - Memphis USA-TN(Memphis) Quote 901-372-6964 / 800-530-7744 📍 ron.bpc.tn@
Headlight Assembly	Head Lamp Assembly		AFT	1592188	\$70.8	★ Dorman Products-formerly The Connection USA-TN(Portland) Quote 1-800-848-4850 📍 annette.connect.tn@ 📍 bill.connect.pa@ 📍 lexi.connect.tn@ 📍 melissa.connect.ky@ 📍 michele.connect.pa@ 📍 sarah.connect.tn@ 📍 sean.connect.tn@ 📍 susan.connect.tn@

Looking up Brokered Parts Using Trading Partners – Brokered Parts Button

<div>  Expand Your Search using the options below </div>						
<div> Custom Pricing Regional Pricing Car-Part Pricing Vendors (64) Brokered Parts Broadcast Buy RFO Intch Appl 50556 Non-Intch Search </div>						
Results for Broker sorted by DISTANCE (Click on heading to re-sort) Most prices do not include extended warranties or shipping.						
Year Part Model	Description	Damage Code	Part Grade	Stock#	US Price	Dealer Info
Headlight Assembly	Head Lamp Assembly		AFT	1592188	\$110.58	★ Dorman Products-formerly The Connection USA-TN(Portland) Quote 1-800-848-4850 annette.connect.tn@ bill.connect.pa@ lexi.connect.tn@ melissa.connect.ky@ michele.connect.pa@ sarah.connect.tn@ sean.connect.tn@ susan.connect.tn@
2008 Headlight Assembly Honda Accord	08-12 ACCORD SEDAN HEADLAMP ASSY LH		AFT	7221- 0028L	\$90.37	★ Brock Supply Company USA-TX(Terrell) Quote 480-968-2222 / 800-528-4400 al.brock.az@ alex.brock.az@ jeff.brock.az@ jim.brock.az@ jon.brock.az@ matthew.brock.az@ tammie.brock.az@ travis.brock.az@ wendy.brock.az@

Make More Money with Warranties

- Offer your customer the opportunity to purchase extended warranties
- Predefined terms and conditions gives the customer assurance in their purchase, as well as profit you
- Upsell extended warranties with all-inclusive pricing
- Studies show retailers make a profit (50%) on extended warranties

Make More Money with Deliveries

- Increase your sales to professional repairers
- Convenience for the customer - they stay productive while their order is being delivered.
- Marketing on the road – not only your delivery vehicle, but the delivery person as well.
- Extended routes

Make More Money with Service Levels: Warranties, Deliveries, & Certifications

- Satisfied customers
 - *Delivery: Quicker than standard shipping, quality care of their order, and delivery with a smile*
 - *Pricing: all-inclusive with part, markup, delivery, and warranty*
 - *Certifications: Promote your quality by listing local, national, and private memberships and certifications*

Car-Part Pro Certifications: Which Option Is Best for You?

- You choose which certification level best meets your business practices
- Certifications gives the professional a sense of assurance at a glance
- Certified facilities are among an elite group
- Certification information is viewable on the Services and Certification page



More info at
products.car-part.com/carpartpro/training.html

Warranty

✓	✓	✓	30 day standard warranty (or better) required on all parts except those parts designated "AS IS" with a filter.
✓	✓		90 day warranty option (or better) required on all parts except those parts designated "AS IS" with a filter.
✓			1 year warranty option (or better) required on all parts except those parts designated "AS IS" with a filter.

Refund

✓	✓		Minimum 30 day refund policy required on all parts.
		✓	Minimum 15 day refund policy required on all parts.

Delivery

✓	✓	✓
---	---	---

Body Part Pricing

✓	✓	✓
---	---	---

ARA® Part Grading

✓	✓	✓
---	---	---

iCPM™

✓	✓	✓
---	---	---

Inventory Data Requirements

✓			Current inventory data must be uploaded to Car-Part.com at least 20 days each month.
	✓	✓	Current inventory data must be uploaded to Car-Part.com at least 16 days each month.

Shipping

✓			Seller pays the shipping cost for the return of a defective part.
✓	✓		Seller pays the shipping cost for the replacement of a defective part.
✓	✓	✓	Seller pays the shipping cost for the return of an incorrect part chosen by seller.
✓	✓	✓	Seller pays the shipping cost for the replacement for an incorrect part chosen by seller.
✓	✓	✓	Buyer pays the shipping cost for the return of an incorrect part chosen by buyer.



Building a Sustainable Future



2002 Mercury Sable
Engine

Engine

SEARCH
NEXT PART

3 Days Delivery

Midwest

Car-Part Gold Certified Part Providers

1st Sort: Part Grade

2nd Sort: Distance

1 Year Parts Warranty



















All Part Types

B Grade and Better

Show Any Year

Show Seller Default Pricing Type

NEW FILTER
SEARCH

Year Part Model	Description	Miles	Part Grade	Warranty	US Price	Dist mile	Delivery business days	Stock# Availability	Dealer Info
2001 Engine Ford Taurus	9-00,3.0L,AT4,SES	132,787	A	2 Year with labor	\$660.00	37	2	ZF0976	Nordstrom's Automotive Inc. - ARAPro USA-SD(Garretson) Live Service 877-211-3787         
2002 Engine Ford Taurus	3.0L,AT4,SEL,NEEDS VALVE COVER,NOTES	121,002	A	2 Year with labor	\$595.00	37	2	ZD0420	Nordstrom's Automotive Inc. - ARAPro USA-SD(Garretson) Live Service 877-211-3787         

Displayed Results:

3 Days Delivery to 51235

Midwest

Car-Part Gold Certified Part Providers

1 Year Parts Warranty

B Grade and Better

All Part Types

Show Seller Default Pricing Type

Show Any Year

1st Sort: Part Grade

2nd Sort: Distance

Mechanical Part Grading	A = Less than or equal to 60k miles, or greater than 60k miles but less than or equal to 200k miles and less than or equal to 15k miles per year	B = Greater than 60k miles and less than or equal to 200k miles but greater than 15k miles per year	C = Greater than 200k miles
Part Grading Abbreviations	Downgrade = Recycler choose to downgrade the part based on damage not reflected in the grading algorithm		

Seller Services Certifications & Affiliations

Reitman Auto Parts - ARAPro

Certifications / Affiliations

- click on logos to view details -

Certifications



ARA CAR

State/Province Associations



KATRA

Car-Part.com Certifications



Car-Part.com Gold Star Certified

*** v1.1 Effective date 1/23/12 ***

- Warranty.** Parts provider must provide a 1-year warranty option on all parts except for parts designated "AS-IS" in the Car-Part.com part listing. No more than 5% of a parts provider's Car-Part.com listings may be "AS-IS" parts. Other than "AS-IS" parts, the parts provider must provide a minimum warranty of 30 days. If the buyer requests less than a one year warranty, the displayed price may be less than the one year warranty price. Parts provider may require that warranted parts must be returned in the same condition as they were sold.

Seller Services

Standard Warranty (no charge)

- 90 Days - Parts, No Labor

Extended Warranty (extra charges apply)

- 6 Months - Parts, No Labor
- 1 Year - Parts, No Labor

Return Policy for select parts

	Policy	Days	Fee
Engine	Cash	30	0%
Transmission	Cash	30	0%
Headlight Assembly	Cash	30	0%
Door Front	Cash	30	0%
Engine Computer Box	No Return		
Alternator	Cash	30	0%
Windshield	Cash	30	0%
Strut/Knee Assembly	Cash	30	0%
Quarter Panel	Cash	30	50%

Real Time Part Verification (RTP): How does it help your sales?

- Requests only come from Car-Part Pro buyers.
- Verify tab alerts only include:
 - Body shops
 - Repair shops
 - Insurance Adjusters/Appraisers
 - Car-Part Gold recyclers



Building a Sustainable Future














2005 Chevy Malibu
Hood

Hood ▾

SEARCH
NEXT PART

Ignore Delivery ▾	List Standard Warranty ▾
All Areas / Select Area ▾	All Part Types ▾
List Certifications ▾	All Grades ▾
1st Sort: Part Grade ▾	Ascend ▾
2nd Sort: Distance ▾	Ascend ▾
Show Any Year ▾	Show Seller Default Pricing Type ▾

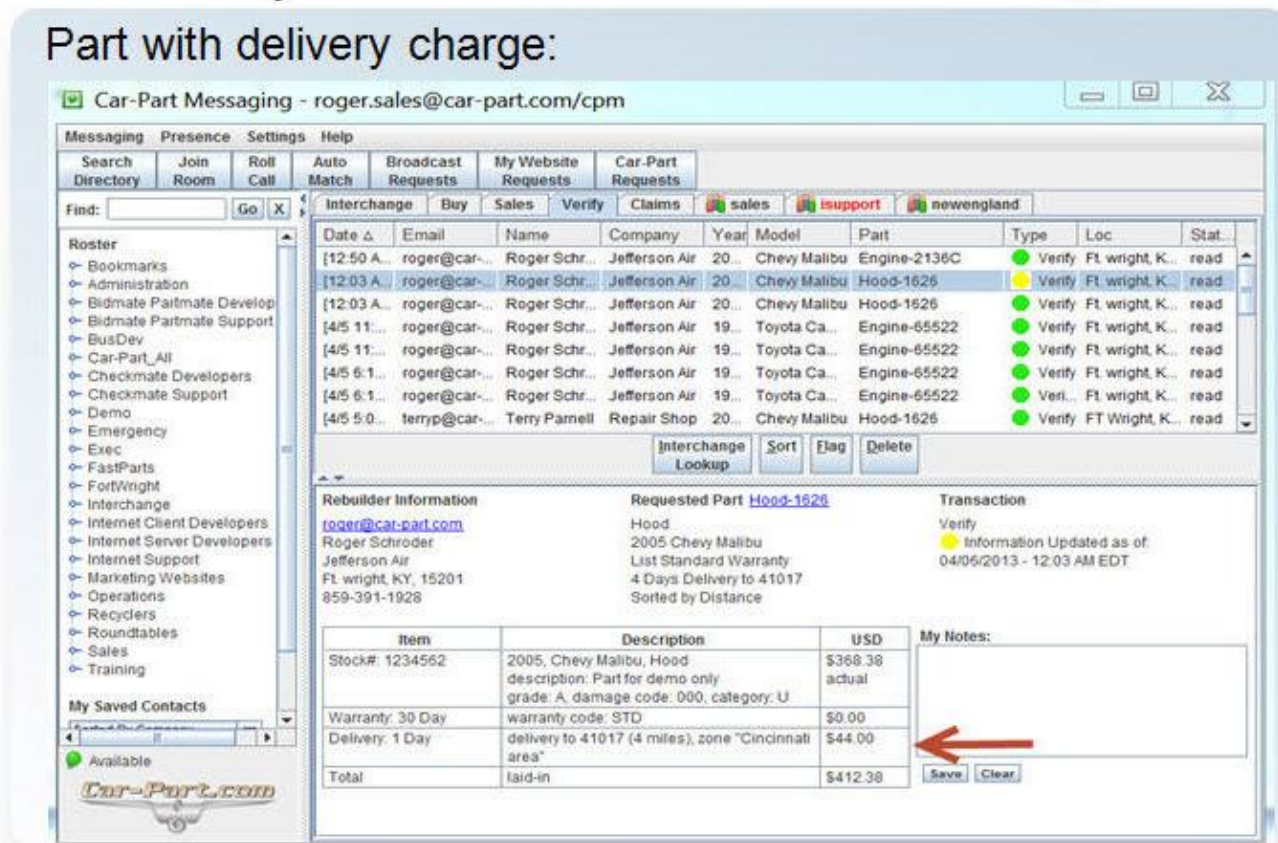
NEW FILTER
SEARCH

Year Part Model	Description	Damage Code	Part Grade	Warranty	US Price	Dist mile	Stock# Availability	Dealer Info
2005 Hood Chevy Malibu	Part for demo only	000	A 0	30 Day	\$368.38 actual	7	1234561 	CP Demo Account USA-KY(Ft-Wright)  1-859-344-1925 
2005 Hood Chevy Malibu	Part for demo only	000	A 0	30 Day	\$368.38 actual	7	1234562 	CP Demo Account USA-KY(Ft-Wright)  1-859-344-1925 
2004 Hood Chevy Malibu	Part for demo only	000	A 0		\$200.30 actual	15	P101327 	CP Demo Account USA-KY(Ft-Wright)  1-859-344-1925 
2007 Hood Chevy Malibu		000	A 0	30 Day	\$175.00 actual	28	A12022 	Jay's Auto Recycling and Sales USA-KY(Sparta)  1-859-643-0877 

Verify Tab Alert for RTP

Availability Notice

Part with delivery charge:



Car-Part Messaging - roger.sales@car-part.com/cpm

Messaging Presence Settings Help

Search Directory Join Room Roll Call Auto Match Broadcast Requests My Website Requests Car-Part Requests

Find: [] Go X

Interchange Buy Sales Verify Claims sales isupport newengland

Date	Email	Name	Company	Year	Model	Part	Type	Loc	Stat
[12:50 A...	roger@car...	Roger Schr...	Jefferson Air	20...	Chevy Malibu	Engine-2136C	Verify	Ft wright, K...	read
[12:03 A...	roger@car...	Roger Schr...	Jefferson Air	20...	Chevy Malibu	Hood-1626	Verify	Ft wright, K...	read
[12:03 A...	roger@car...	Roger Schr...	Jefferson Air	20...	Chevy Malibu	Hood-1626	Verify	Ft wright, K...	read
[4/5 11:...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Verify	Ft wright, K...	read
[4/5 11:...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Verify	Ft wright, K...	read
[4/5 6:1...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Verify	Ft wright, K...	read
[4/5 6:1...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Verify	Ft wright, K...	read
[4/5 5:0...	terryp@car...	Terry Parnell	Repair Shop	20...	Chevy Malibu	Hood-1626	Verify	FT Wright, K...	read

Interchange Lookup Sort Flag Delete

Rebuilder Information
roger@car-part.com
 Roger Schroder
 Jefferson Air
 Ft wright, KY, 15201
 859-391-1928

Requested Part Hood-1626
 Hood
 2005 Chevy Malibu
 List Standard Warranty:
 4 Days Delivery to 41017
 Sorted by Distance

Transaction
 Verify
 Information Updated as of:
 04/06/2013 - 12:03 AM EDT

Item	Description	USD
Stock#: 1234562	2005, Chevy Malibu, Hood description: Part for demo only grade: A, damage code: 000, category: U	\$368.38 actual
Warranty: 30 Day	warranty code: STD	\$0.00
Delivery: 1 Day	delivery to 41017 (4 miles), zone "Cincinnati area"	\$44.00
Total	laid-in	\$412.38

My Notes:

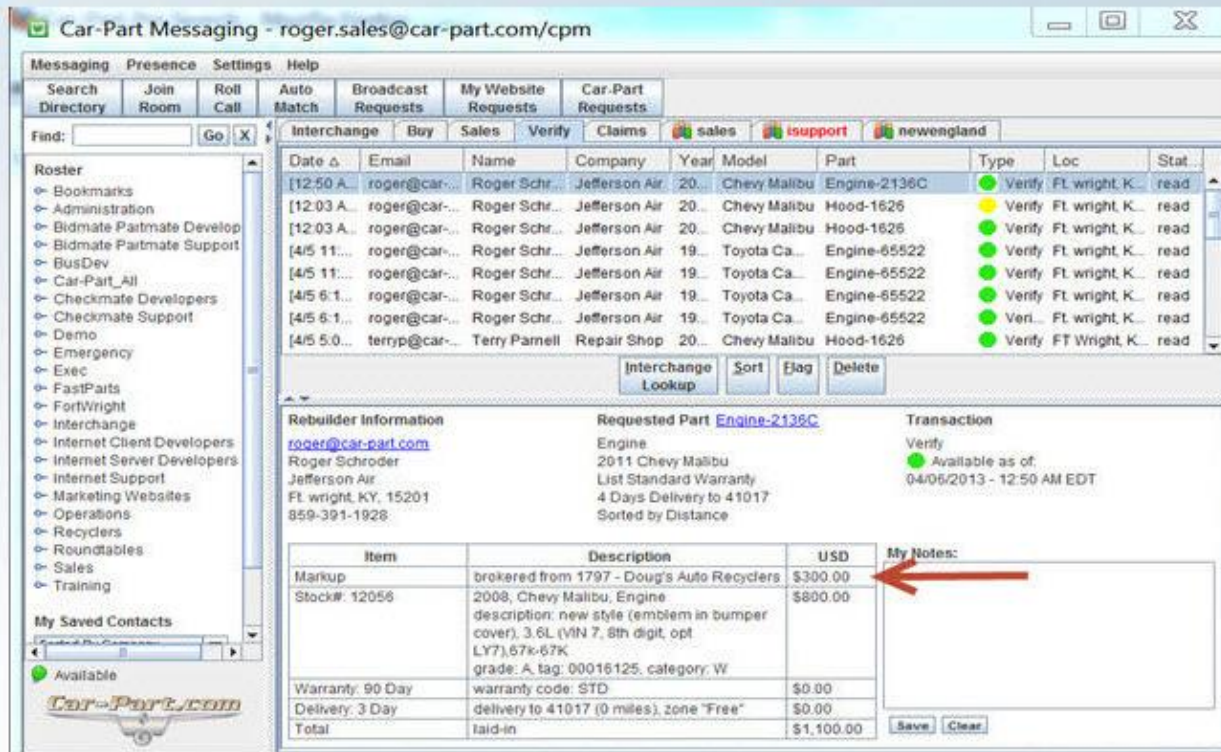
Available

Car-Part.com

Verify Tab Alert for RTP

Availability Notice

Brokered Part:



Car-Part Messaging - roger.sales@car-part.com/cpm

Messaging Presence Settings Help

Search Directory Join Room Roll Call Auto Match Broadcast Requests My Website Requests Car-Part Requests

Find: [] Go X

Interchange Buy Sales Verify Claims sales isupport newengland

Date	Email	Name	Company	Year	Model	Part	Type	Loc	Stat
[12:50 A...	roger@car...	Roger Schr...	Jefferson Air	20...	Chevy Malibu	Engine-2136C	Verify	Ft. wright, K...	read
[12:03 A...	roger@car...	Roger Schr...	Jefferson Air	20...	Chevy Malibu	Hood-1626	Verify	Ft. wright, K...	read
[12:03 A...	roger@car...	Roger Schr...	Jefferson Air	20...	Chevy Malibu	Hood-1626	Verify	Ft. wright, K...	read
[4/5 11:...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Verify	Ft. wright, K...	read
[4/5 11:...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Verify	Ft. wright, K...	read
[4/5 6:1...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Verify	Ft. wright, K...	read
[4/5 6:1...	roger@car...	Roger Schr...	Jefferson Air	19...	Toyota Ca...	Engine-65522	Veri...	Ft. wright, K...	read
[4/5 5:0...	terryp@car...	Terry Parnell	Repair Shop	20...	Chevy Malibu	Hood-1626	Verify	FT Wright, K...	read

Interchange Lookup Sort Flag Delete

Rebuilder Information
roger@car-part.com
 Roger Schroder
 Jefferson Air
 Ft. wright, KY, 15201
 859-391-1928

Requested Part [Engine-2136C](#)
 Engine
 2011 Chevy Malibu
 List Standard Warranty
 4 Days Delivery to 41017
 Sorted by Distance

Transaction
 Verify
 Available as of:
 04/06/2013 - 12:50 AM EDT

Item	Description	USD	My Notes:
Markup	brokered from 1797 - Doug's Auto Recyclers	\$300.00	
Stock#: 12056	2008, Chevy Malibu, Engine description: new style (emblem in bumper cover), 3.6L (VIN 7, 8th digit, opt LY7), 67K-67K, grade: A, tag: 00015125, category: W	\$800.00	
Warranty: 90 Day	warranty code: STD	\$0.00	
Delivery: 3 Day	delivery to 41017 (0 miles), zone "Free"	\$0.00	
Total	paid-in	\$1,100.00	

Save Clear



Pro Imaging

- 1GCRKSE30BZ314617 -
2000 Audi A6
Fender

Non-VIN selected choice: [Click Here](#) to see VIN-filtered choices

Fender

6+ Business Days Delivery

Newfoundland and Labrador

Car-Part Silver Certified Dealers

1st Sort: Miles/Damage/Grade

Part Grade








30 Days+Labor Warranty

All Parts exc. Aftermarket where known

Zero Body Damage - A Grade Mechanical

Same year or newer

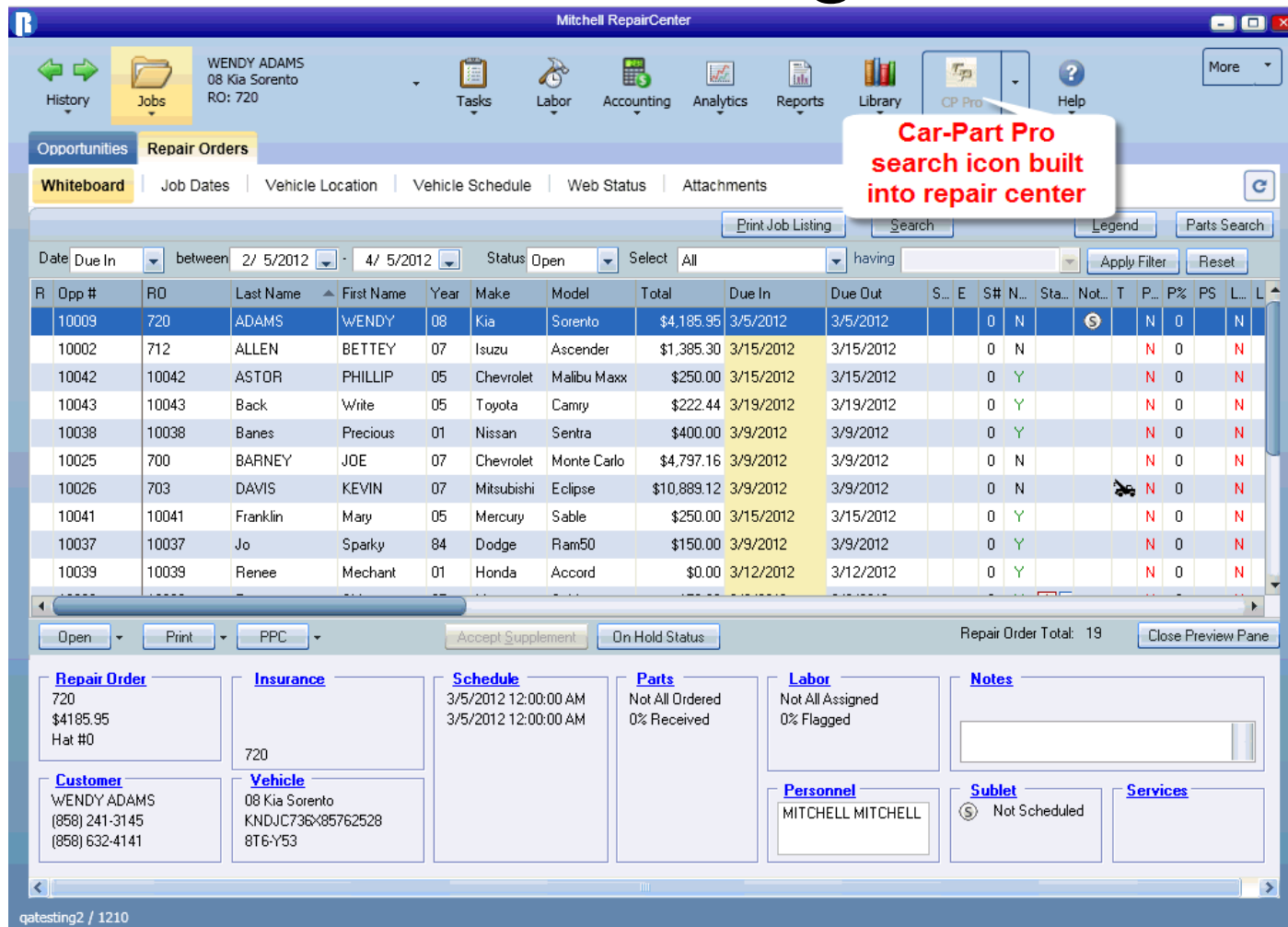
Show seller's default price type

Year Part Model	Description	Damage Code	Part Grade	Warranty	US Price	Dist miles	Delivery business days	Stock# Availability	Dealer Info
2000 Fender Audi A6	 -LH RED FTW * Seller only delivers to part of this ZIP code.	000	A 0	Lifetime with labor	\$189 actual <input type="button" value="Use on Repair"/>	0	2*	070504 <input type="button" value="Confirm Availability"/>	Foreign Auto Salvage USA-KY(Ft.-Wright) Live Service 1-800-545-1920  Services & Certifications
1998 Fender Audi A6	-LH BLUE FTWDIS 000 * Certain restrictions or conditions apply to this delivery. Please click Live Service to contact seller for details.	000	A 0	Lifetime with labor	\$166 actual <input type="button" value="Use on Repair"/>	0	1*	070111 <input type="button" value="Confirm Availability"/>	Foreign Auto Salvage USA-KY(Ft.-Wright) Live Service 1-800-545-1920  Services & Certifications
1998 Fender Audi A6	LH -TAN * Certain restrictions or conditions apply to this delivery. Please contact seller for details.	000	A 0	Lifetime	\$225 --Can-- \$225.00 undmg	515	1*	08D-48	Trails End Auto and Truck Salvage, Inc. USA-IA(Des-Moines) Live Service 1-800-717-6505  Services & Certifications
2000 Fender Audi A6	NEW AFTERMARKET * Your part does not meet the \$150 minimum order requirement for free delivery.		AFT	Lifetime	\$148	515	1*	BEE	Trails End Auto and Truck Salvage, Inc. USA-IA(Des-Moines) Live Service 1-800-717-6505  Services & Certifications
2000 Fender Audi A6	-LH GRAY FTW	000	A 0	Lifetime	\$189 actual <input type="button" value="Use on Repair"/>	0	2	070504 <input type="button" value="Confirm Availability"/>	Foreign Auto Salvage USA-KY(Ft.-Wright) Live Service 1-800-545-1920  Services & Certifications
1998 Fender Audi A6	-LH BLUE FTWDIS 000	000	A 0	Lifetime	\$166 actual <input type="button" value="Use on Repair"/>	0	1	070111 <input type="button" value="Confirm Availability"/>	Foreign Auto Salvage USA-KY(Ft.-Wright) Live Service 1-800-545-1920  Services & Certifications

eCommerce and Selling Parts through Mitchell Repair Center

- Customer can view all part info/options including availability, shipping, and warranty information
- Ordering at times convenient for customer with online, after-hours ordering
- Makes you, the recycler, a “one stop shop”

Car-Part Pro/Mitchell Integration



Car-Part Pro search icon built into repair center

R	Opp #	RO	Last Name	First Name	Year	Make	Model	Total	Due In	Due Out	S...	E	S#	N...	Sta...	Not...	T	P...	P%	PS	L...	L
	10009	720	ADAMS	WENDY	08	Kia	Sorento	\$4,185.95	3/5/2012	3/5/2012			0	N				N	0		N	
	10002	712	ALLEN	BETTEY	07	Isuzu	Ascender	\$1,395.30	3/15/2012	3/15/2012			0	N				N	0		N	
	10042	10042	ASTOR	PHILLIP	05	Chevrolet	Malibu Maxx	\$250.00	3/15/2012	3/15/2012			0	Y				N	0		N	
	10043	10043	Back	Write	05	Toyota	Camry	\$222.44	3/19/2012	3/19/2012			0	Y				N	0		N	
	10038	10038	Banes	Precious	01	Nissan	Sentra	\$400.00	3/9/2012	3/9/2012			0	Y				N	0		N	
	10025	700	BARNEY	JOE	07	Chevrolet	Monte Carlo	\$4,797.16	3/9/2012	3/9/2012			0	N				N	0		N	
	10026	703	DAVIS	KEVIN	07	Mitsubishi	Eclipse	\$10,889.12	3/9/2012	3/9/2012			0	N				N	0		N	
	10041	10041	Franklin	Mary	05	Mercury	Sable	\$250.00	3/15/2012	3/15/2012			0	Y				N	0		N	
	10037	10037	Jo	Sparky	84	Dodge	Ram50	\$150.00	3/9/2012	3/9/2012			0	Y				N	0		N	
	10039	10039	Renee	Mechant	01	Honda	Accord	\$0.00	3/12/2012	3/12/2012			0	Y				N	0		N	

Repair Order Total: 19

Repair Order
720
\$4185.95
Hat #0

Insurance
720

Schedule
3/5/2012 12:00:00 AM
3/5/2012 12:00:00 AM

Parts
Not All Ordered
0% Received

Labor
Not All Assigned
0% Flagged

Notes

Customer
WENDY ADAMS
(858) 241-3145
(858) 632-4141

Vehicle
08 Kia Sorento
KNDJC736X85762528
8T6-Y53

Personnel
MITCHELL MITCHELL

Sublet
Not Scheduled

Services

Car-Part Pro/Mitchell Integration

Mitchell RepairCenter

History Jobs **WENDY ADAMS**
08 Kia Sorento
RO: 720

Tasks Labor Accounting Analytics Reports Library **CP Pro** Help

Overview Admin & Vehicle Repair Parts Sublet Services Labor Attachments Activity Amount Due Jobs

Select parts to order

Print List Add Part

Part Type: ☐ Show Deleted Parts ☐ Show Hidden Parts

Qty	Type	Description	Part Number	Estimate	Vnd List	Cost	Vendor	P%	Status	P...	C...	I...	B...	PO #	Invoice #	Orig Invo...	Orig Cost
1	Parts New	INFORM LABEL AI...	56971 3E000	2.20	0.00	0.00		100.0	Not Ordered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				0.00
1	Parts New	INFORM LABEL EN...	32490 39420	19.85	0.00	0.00		100.0	Not Ordered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				0.00
1	Parts New	INFORM LABEL AI...	97699 3E200	2.60	0.00	0.00		100.0	Not Ordered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				0.00
1	Parts New	HOOD PANEL	66400 3E310	356.02	0.00	0.00		100.0	Not Ordered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				0.00
1	Parts New	ROOF PANEL	97971 3E000	526.53	0.00	0.00		100.0	Not Ordered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				0.00
1	Parts Other	RESTORE CORRO...		10.50	0.00	0.00		100.0	Not Ordered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				0.00
1	Parts Other	MASK FOR OVERS...		5.00	0.00	0.00		100.0	Not Ordered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				0.00

Print Avery Labels Print Seiko/Dymo Labels Add to Scrubber List Merge Supplement Parts

Purchase Order

Vendor: [Edit](#) Attention:

Discount: Color: RED MET

PO #: Type: TK - Pickup Truck

Expected By: 3 / 4 / 2012 VIN: KNDJC736X85762528

Ship via: Local Delivery Prod Date: Ordered By: Car-Part QA 2

Repair

Due In: 3/4/2012 Insurance:

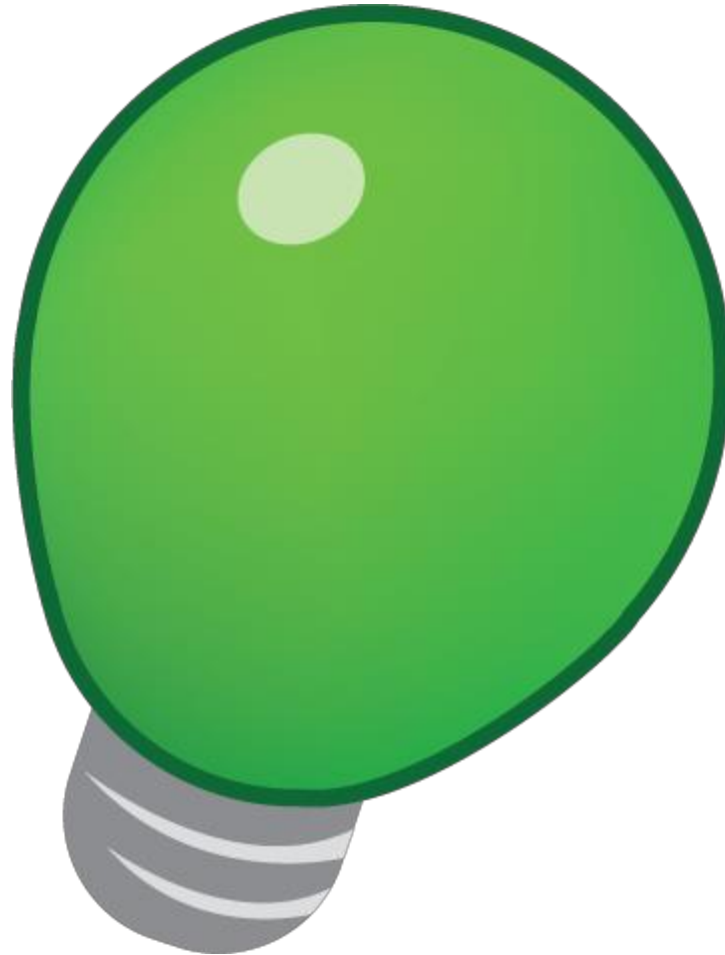
[Parts Notes](#) [Job Notes](#) [RO Information](#)

qatesting2 / 1210

Car-Part Pro and eCommerce for Shops

- Shops want the convenience of the **Order** button
- It's not always about price!
- Shops *do* expect a confirmation
- One order reviewed:
 - Shop placed an order with Seller #1 for a part and didn't get a response for over an hour. The price was \$45.
 - Shop was impatient and placed a second order with Seller #2 and was contacted by the Seller #2 right away. The price was \$75.
 - **When Seller #1 did finally call, the shop told Seller #1 that they already had a confirmed order, paid the higher price, and was happy with the \$75 order.**

Do you know what this is???



Answer Your Instant Messages

- **Please** check your “lightbulb” for blinking lights and messages
- Not responding to an IM is like letting the phone ring and ring. How many times will you let a phone ring?
- On Trading Partners results, you can click on someone’s “lightbulb” and the message will fill in the part that you are looking for. No need to type or make a phone call.



Car-Part Interchange Plus

Interchange Enhancement Option

- Provides interchange for many additional part types that did not previously have interchange.
- Helps you accurately inventory these parts.
- Makes them easier to sell.
- Car-Part Interchange Plus is integrated with Car-Part Pro. Your body shops and insurance adjusters will know that you have exactly the part they need.
- It also integrates with Checkmate Listing Manager for eBay.

Car-Part Interchange Plus

Car-Part Interchange Plus is available for Checkmate/CrashLink users

- Integrated with Trading Partners
 - Just like any interchange search, customers and fellow recyclers who search with this new interchange will only see parts that are inventoried with this interchange.
- Included in CrashLink/eBay for Pinnacle/Powerlink yards
- Have you ever needed interchange for some of these?

Final Thoughts

- Knowing and satisfying your customers' needs = keeping current customers plus gaining new ones
- Partnering for Profit
- Confidence in your Trading Partners
- You are an Auto Parts Store, no longer "ONLY" recycled parts



Thanks for Attending!

- Most presentations can be viewed, downloaded, or printed at:

carpartconference.com/presentations

- Contact us:
 - Theresa Colbert: Theresa@Car-Part.com
 - Lori Handke: LoriH@Car-Part.com

#carpartrocks