

ADP Recycling Product Overview

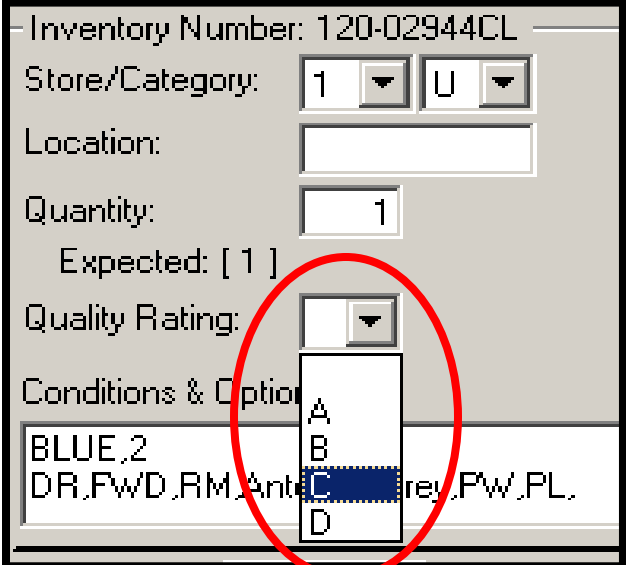
Parts & Materials Committee
Canadian Collision Industry Forum
Halifax, NS
June 19, 2004

Overview

- What recycling products does ADP currently provide?
- How do they promote recycled parts?
- What is ADP's vision?

Does your system allow recyclers to grade parts?

- Powerlink, version 2.0 allows recyclers to enter an A, B, or C part grade
- Powerlink, version 2.2 automatically generates a part grade based on
 - Units of Damage
 - Part Condition Description
 - Mileage

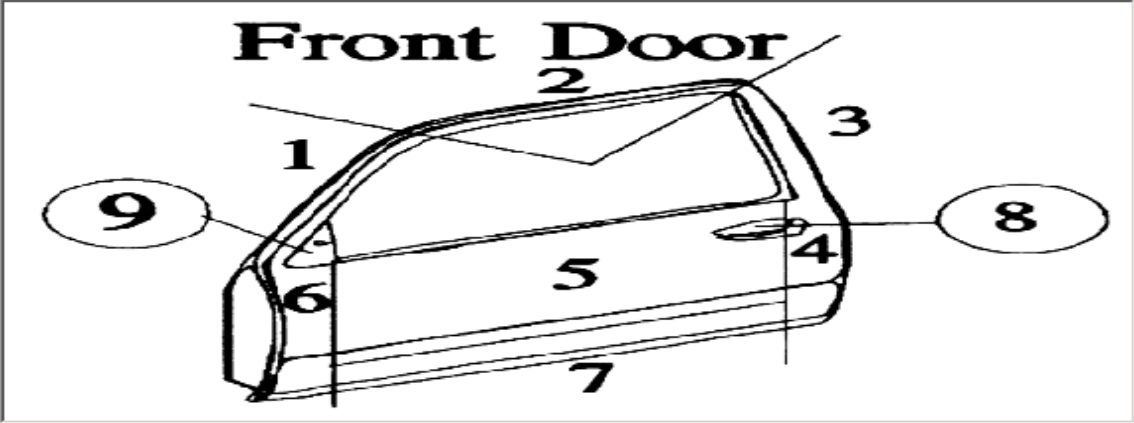


Inventory Number: 120-02944CL
Store/Category: 1 U
Location:
Quantity: 1
Expected: [1]
Quality Rating:
Conditions & Options:
BLUE,2
DR,FWD,RM,Ant,rey,PW,PL,
D

Does your system incorporate industry standards? (Part 1)

- Powerlink, version 2 allows recyclers to record damage using ARA Damage codes

RA Damage Codes



Front Door

1 2 3 4 5 6 7 8 9

Detail

No Damage

Primary Damage

Location:

Hours to Repair:

B-Burn H-Hail K-Buckle P-Parking Lot Dings
 D-Dent C-Crease J-Rip or Crack S-Surface Scratch
 L-Lip E-Bent R-Surface Rust I-Paint Problem

Secondary Damage

Location:

Hours to Repair:

B-Burn H-Hail K-Buckle P-Parking Lot Dings
 D-Dent C-Crease J-Rip or Crack S-Surface Scratch
 L-Lip E-Bent R-Surface Rust T-Paint Problem

Does your system incorporate industry standards? (Part 2)

- Powerlink, version 2 allows recyclers to use the ARA Universal Options and 20 Questions to record vehicle specific information
 - Powerlink enters this information into the Conditions & Options field

20 Questions		Universal Options	
Body Type	2 Door	Trunk Lock	Manual
Headlights	Dual	Trim Molding Option	Standard (one)
Cornering Lamp	None	Top Options	None (bare)
Fog Lamps	None	Top Opening	None
Type of Bumper	Painted	Seat Covers	Cloth
Bumper Guards	Guards Only	Sound System	AM-FM-Tape
Window Lifts	Power	Antenna	In Windshield
Door Locks	Power	Restraint System	Air Bag and Belts
Door Hinges	Bolted	Fuel System	Gas Injected
Color Type Window Glass	Clear	Engine Type	4 Cylinder
Window Glass Color	Clear	Transmission Type	Automatic
Windshield Shading Color	Clear	Transmission Cooler	No External Cooler
Windshield Options	Antenna Installed	PowerTrain Type	Front Wheel Drive
Back Glass Option	Heated	Axle Assembly	Locking

How does your system help stakeholders locate recycled parts?

- Clients of ADP's estimating systems can locate recycled parts data on EDEN (through the PXS or Real Steel interfaces)

Estimate Info										
Claim Num					Vehicle 1996 BUICK CENTURY					
Owner EB 1					Date 03/28/2004					
Guide	Description	Estimate Price	Costs w/ Salvage	Costs w/o Salvage	Diff.	Inserted Price	Labor	Adj %	Adj Typ	Rate
83	PANEL,HOOD	75.00	399.00	504.08	105.08		.5			SM
103	FENDER,FRONT	83.00	411.00	433.37	22.37		2.0			SM
219	GLASS,FRONT DOOR T	50.00	110.00	255.85	145.85		1.5			SM
225	REG,FRONT DOOR GLA	38.00	70.00	320.89	250.89		.8			SM
287	DOOR ASSEMBLY,REAL	208.00	544.00	2346.50	1802.50		1.8			SM
299	GLASS,REAR DOOR T	55.00	115.00	184.50	69.50		1.5			SM
303	REG,REAR DOOR GLAS	42.00	74.00	319.76	245.76		.8			SM
385	DOOR ASSEMBLY,REAL	208.00	544.00	835.77	291.77		1.8			SM

How do stakeholders gain access to recycled parts data?

- Recycled parts inventory from Powerlink is uploaded to EDEN on a nightly basis
- From EDEN, ADP Collision Repairer and Insurance Company clients access recycled parts data through PXS, Real Steel, and ADP Parts Solutions

Part #	Vendor	Stock #	Condition	Grade	Description	Price \$
96ChryCirr310 1996 Chrysler Cirrus LXi Closed Show: ALL						
0042, HEADLAMP ASSY,HALOGEN RT						
○	CONCORCA01 ^	040025			4DR,LX,1-95,RIGHT ASSM,W-116,CK FEA	0.00
○	CONCORCA01 ^	040021				0.00
○	HIGGINSCA01 ^	953267				0.00
○	VIKINGCA01 ^	030938			SLIGHTLY CLOUDY	0.00
0083, PANEL,HOOD						
○	VIKINGCA01 ^	040160			SIL	0.00
○	HIGGINSCA01 ^	040025			4DR,LX,BLUE,NICE,CK FEA	0.00

How does your system promote recycled parts to key stakeholders?

- ADP hosts client council meetings to discuss industry issues
 - Composed of recyclers, collision repairers, and insurance companies
 - Increasing recycled parts usage is frequent topic of discussion
- ADP promotes recycled part standards
 - Participates in ARA and CIECA standards committees

Does your system compare OE pricing?

- OEM Pricing Information appears in...
 - The Hollander Interchange
 - Shoplink and PenPro
 - ADP Estimating

Guide	Description	Estimate Price	Costs w/ Salvage	Costs w/o Salvage	Diff.	Inserted Price	Labor	Adj %	Adj Typ	Rate
83	PANEL,HOOD	75.00	399.00	504.00	105.08		.5			SM
103	FENDER,FRONT	83.00	411.00	433.37	22.37		2.0			SM
219	GLASS,FRONT DOOR T	50.00	110.00	255.85	145.85		1.5			SM
225	REG,FRONT DOOR GLA	38.00	70.00	320.89	250.89		.8			SM
287	DOOR ASSEMBLY,REAL	208.00	544.00	2346.50	1802.50		1.8			SM
299	GLASS,REAR DOOR T	55.00	115.00	184.50	69.50		1.5			SM
303	REG,REAR DOOR GLAS	42.00	74.00	319.76	245.76		.8			SM
385	DOOR ASSEMBLY,REAL	208.00	544.00	835.77	291.77		1.8			SM

What is your product roadmap?

- Strategic Goals
 - Embrace new technologies
 - Promote the adoption of recycling industry standards
 - Leverage ADP's connections with collision repairers and insurance companies
- Strategy Implementation
 - Upgrade existing systems
 - Provide core functionality
 - Enhance product offerings

Powerlink Advantages

- Core functionality
 - Open ended workflow
 - Robust Point of Sale system
 - Full inventory management functionality
 - Full Accounts Receivable package
 - Integration with new software and hardware options

The screenshot displays a software interface with a main form and a 'Find Parts' dialog box. The main form includes fields for Quote Number (0), Status (Open), Revision (0), Customer PO, Billing Name (ACTION RECYCLED AUTO), Address (BOX 33, GROUP 525, R.R.5), City (WINNIPEG), State (MA), and Phone (204-2245678). The 'Find Parts' dialog box is overlaid on the main form and contains search options (Interchange, Stock Number, Location, Part Type/Non-Intchg) and search information fields (Part Name #, Year, Model, Condition). It also includes a 'Decode A Vin' section with a VIN input field and a 'Log Activity' checkbox.

Powerlink Next Steps

- The next layer of functionality
 - Warranty management
 - Advanced parts grading
 - Identifies part grades by evaluating...
 - Damage units
 - Part Condition descriptions
 - Mileage
 - Advanced pricing recommendations
 - Suggests part prices based on...
 - Part Grade
 - History
 - Activity

EDEN Advantages

- Largest database of recycled parts
- Inventory contributed by all major recycling industry vendors
- Collision repairers and insurance companies use EDEN as their primary source for recycled parts information

120-02944CL DOOR ASSEMBLY, FR 1995 BERETTA List \$926.00														
S	C	Inventory#	N	Qty	CC	Condition/Options	Miles	Yr	Vehicle	Eden Name	Stock#	Ret Price	Whl Price	No...
1	U	120-02944CL		1	0	P,TN,PL,NOM,...	85000	1995	BERETTA	WELLERMI	21837	\$500.00	\$440.00	A
1	U	120-02944CL		1	1.5	Z26,P,T,PL,BL...	46000	1995	BERETTA	DEVMOD2	92205	\$445.00	\$395.00	A
20	U	120-02944CL		1	0	P,TN,PL,NOM,...	91000	1996	BERETTA	SCHRAM2...	001289	\$450.00	\$450.00	A
1	Y	120-02944CL		1	0	T,PL,MAROON,...	0	1995	BERETTA	GRAUTOMI	3850	\$0.00	\$350.00	A
1	Y	120-02944AL	A	1	0	2DR,P,T,P,SAI...	121000	1989	BERETTA	RICHLANMI	2745	\$275.00	\$275.00	B
1	Y	120-02944AL	A	1	0	WALK IN	141000	1988	BERETTA	RICHLANMI	3709	\$200.00	\$200.00	B
1	Y	120-02944AL	A	1	0	2DR,Pw,TNT,...	0	1990	BERETTA	RICHLANMI	4721	\$200.00	\$200.00	B
1	Y	120-02944AL	A	1	0	2DR,Pw,TINT,...	135000	1989	BERETTA	CROSSTO...	4220	\$200.00	\$200.00	B
2	Y	120-02944AL	A	1	0	5D 1.0 AND 4R...	0	1988	BERETTA	GOGOMI	DD9056	\$0.00	\$0.00	B
1	Y	120-02944AL	A	1	0	BLK,2DR,P,T,P...	48000	1990	BERETTA	VENEKLAMI	7977	\$0.00	\$250.00	B
1	U	120-02944BL	B	1	0	.5,M,ML,NOM,...	0	1988	BERETTA	SCHRAMMI	927271	\$450.00	\$450.00	B

EDEN Next Steps

- Enhancements to EDEN On-line
- Buyer/Seller ratings
- Add part grading to data feed
- Automated update reminders

Parts Solutions Advantages

- Streamlined workflow
- Regionally based networks
- Direct communication between buyers and sellers
- Qualified recycling vendors
- ADP Account Managers help implement part standards, verify part quality, and ensure fair trading practices

Parts Solutions Next Steps

- Ability to hold or order parts on-line
- Acceptance of CIECA standard estimates
- Expansion into Canada



Conclusion

- Powerlink, EDEN, and ADP Parts Solutions forms the core of ADP's recycling strategy
- ADP is pushing and adopting standards that better communication part descriptions and condition
- ADP sees recyclers, collision repairers, and insurance companies as partners in the repair process