| ScrapCATapp.com Marketplace vs. The Way Most Yards Sell Their Converters  | Using<br>ScrapCATapp.com                                     |   | Without Using<br>ScrapCATapp.com  |   |
|---|--|---|---|---|
|   | Selling Units on<br>the ScrapCATapp<br>online<br>Marketplace | Selling Units to a<br>local buyer on a \$<br>per Unit Basis | You SHIP to buyer<br>buyer cuts<br>buyer pays based<br>on <u>HIS</u> assay<br>results | You cut<br>You SHIP to Buyer<br>buyer pays based<br>on HIS assay<br>results |
| Does your current method of selling converters  | :  |   |   |   |
| ALLOW you to get the BEST DEAL without having to be an expert on buyer's price lists, converter codes, metal hedging, or assay reports? | YES  | NO  | NO  | NO  |
| LET you sell to your CURRENT buyer while comparing offers from other BUYERS?  | YES  | NO  | NO  | NO  |
| INTRODUCE you to NEW BUYERS?  | YES  | NO  | NO  | NO  |
| Give MULTIPLE BUYERS an equal opportunity to BID on the exact SAME converters at the exact SAME time?                                   | YES  | NO  | NO  | NO  |
| HELP you sift through various buyer CLAIMS and PROMISES of providing the BEST PRICES?   | YES  | NO  | NO  | NO  |
| PROTECT you so you are GUARANTEED a KNOWN and AGREED upon PAYMENT AMOUNT?   | YES  | NO  | NO  | NO  |
| PREVENT buyers from coming to your facility and DISRUPTING normal work flow?  | YES  | NO  | NO  | NO  |
| Does your current method of selling converters  | provide you v  | vith DATA to:   |   |   |
| TRACK & MONITOR your converter INVENTORY?   | YES  | NO  | NO  | NO  |
| ACCURATELY DETERMINE your CONVERTER YIELD per CAR?  | YES  | NO  | NO  | NO  |
| Manage multiple locations with INTERNAL CONTROLS?   | YES  | NO  | NO  | NO  |
| KNOW the value with an INDEPENDENT APPRAISAL BEFORE you sell them?  | YES  | NO  | NO  | NO  |
| ALERT you to SHORTAGE issues and prevent collusion between employees and buyers?  | YES  | NO  | NO  | NO  |
| LET you easily EVALUATE offers from MULTIPLE Buyers<br>BEFORE you SELECT a Buyer - EVERY time you sell?                                 | YES  | NO  | NO  | NO  |
|   |  |   |   |   |

Sign up to become a Seller Today! <u>www.ScrapCATapp.com/URGConferenceSignup</u>

YES

YES

YES

NO

NO

NO



YOU and your buyer?

THAN ONE HOUR?

ONE HOUR?

Is your current method of selling converters FAIR to both

PROFICIENT in managing your converter transactions in LESS

For Owners/Managers: Can you train your employees to be

PROFICIENT in your converter selling process in LÉSS THAN

For Owners: Can you train your Managers to be

NO

NO

maybe

NO

NO

maybe