



SALVAGE!

the
next
step

Bing. Bang. Rattle and roll. You now have clunkers galore on your lot. Hmm... doesn't sound like a pretty picture. So what's the next step in the government's "Cash for Clunkers" program? SALVAGE.

in the
CASH
for
CLUNKERS
program

Insurance Auto Auctions (IAA), ADESA's sister company, can help with all your salvage recycling needs. As a certified salvage auction for the "Cash for Clunkers" program, IAA can assist with:

- Estimating the value and processing the transaction of clunker trade-ins
- Arranging for the pickup or towing of clunkers to an IAA facility within two to three business days
- Securing vehicle titles (done at pickup time)
- Getting a salvage auction certification form (done at pickup time)
- Providing a hassle-free assignment and sale of clunker trade-ins to any of IAA's 138 auction facilities. And in states where IAA doesn't have a facility, a service partner is used

IAA gives dealers the ability to quickly turn clunkers into cash; and it makes managing the process easy. For example, IAA will handle all the details of changing clunker titles into the required non-repairable "junk" title required per state. In addition, IAA will:

- Meet all current federal reporting requirements for the NMVITS database
- Regulate "Cash for Clunkers" purchases to qualified buyers based on program's rules
- Ensure that all vehicle processing and transactions are legally compliant

"We're ready to help dealers from start to finish with the disposal process, so they can maximize the value of clunkers trade-ins," said Robert Guerrero, IAA's director of vehicle remarketing division.

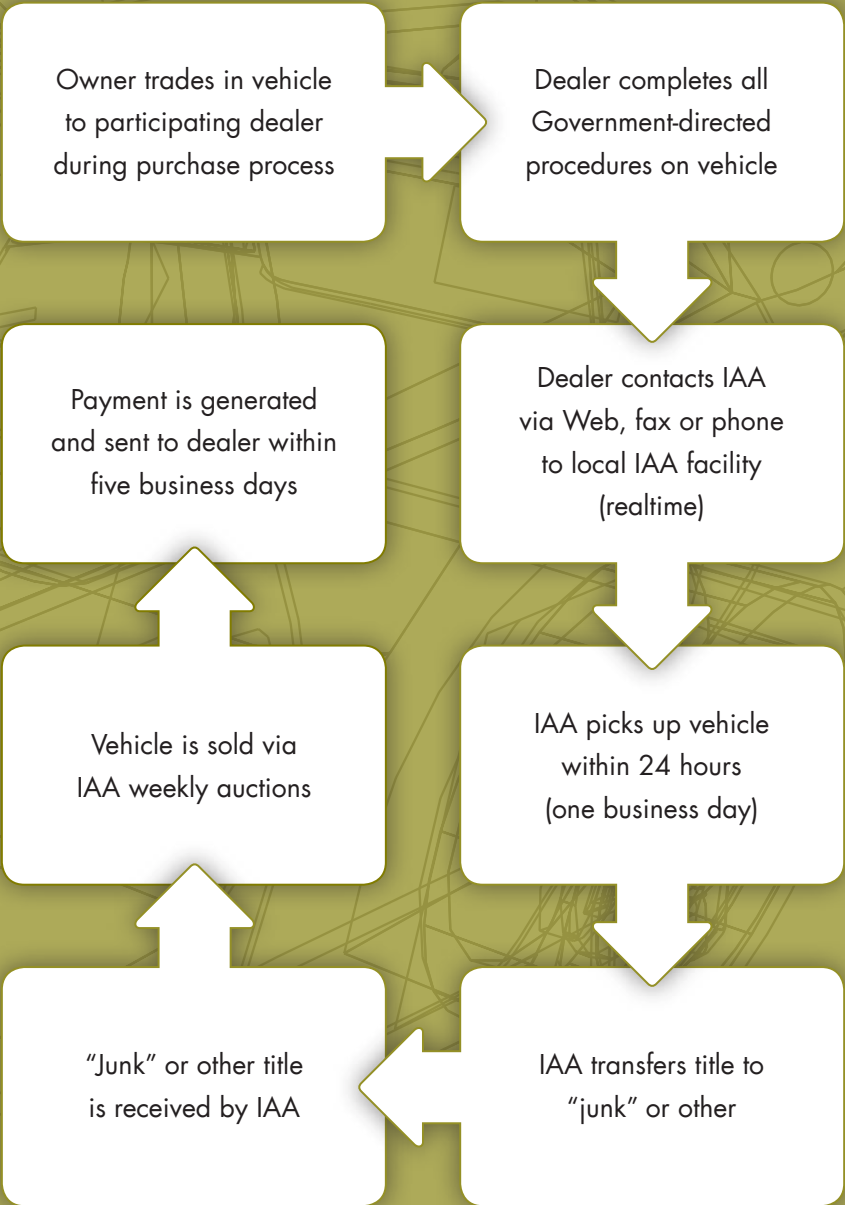
Fast cash for clunkers

Once a clunker's title is secured, IAA will auction it off quickly for a one-time flat fee of \$150, which includes titling. Dealers will keep any money earned above the \$150 fee and will receive their money within five business days. Plus, IAA offers no charge for towing up to 50 miles. For over 50 miles, the towing rate is only \$1.75 per mile.

It's recommended that qualified franchise dealers pre-register for IAA's salvage services. Information needed by IAA includes:

1. your dealership name
2. address
3. e-mail
4. phone and a contact person's name

Once a dealer is registered and set up in IAA's system, then going from clunker to cash is a simple process. You can contact IAA via phone: 800-872-1501 or e-mail: IAAClunkersProgram@iaai.com; or visit iaai.com, which is available 24 hours a day, seven days a week. ■



PROCESS

We're ready to help dealers from start to finish with the disposal process, so they can maximize the value of clunkers trade-ins.

— Robert Guerrero, director of vehicle remarketing, IAA

