

URGENT NEWS

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URG Training Conference – BACK TO BUSINESS BASICS

URG has set the date of the 9th Annual Training conference at the Westin Tabor Center, located in the heart of downtown Denver, CO, on April 23rd – 24th, 2004. The focus of this year's conference is "Back to Business Basics."

The conference will feature two days of FOCUSED training on everything from *Pinnacle* and *Operating Metrics – Essential Tools for Running Your Business* to *Training Your Salespeople to Close the Deal* and *EBAY – A Powerful New Tool*. Key business professionals from within the industry – people that understand your business - will present the sessions. URG's 2004 Training Conference is open to ALL AUTO RECYCLERS, so invite your trading partners that are not URG partners. Also, be sure to check out URG's website, www.u-r-g.com for up to date conference information.

URG HAS IMPROVED THEIR WEBSITE!

Be sure to check out United Recyclers Group's new website at www.u-r-g.com. We have added tons of new features including an improved URG Partners area, an Events page showing industry events and tradeshows, a Publication page where you can view past editions of our newsletters and press releases, and a brand new information page for our upcoming conference with interesting links and a registration page you can download. By far, our best website yet!

URG ANNOUNCES NEW SALVAGE ACQUISITION PROGRAM

URG is excited to announce that their Salvage Acquisition program has officially started! The pilot program involves three insurance branches and the members of the PRP

program and so far has been a huge success and growing much faster than expected. Sharon Kellum and the rest of the URG managers have worked diligently to get the program up and going, and feel that it will be the next BIG THING URG can offer its' partners. Are you a URG partner and paying too much to your salvage pool for cars? Are you interested in learning more about becoming a member? Contact Sharon at ext. 3 to learn more about URG's latest partner benefit.

URG TO ATTEND NEAB 2004

URG's Michelle Alexander, along with members of the PRP Northeast group, will be in attendance at this year's Northeast 2004 Regional Autobody/Automotive Trade Show, which will be held at the Rockland Community College Arena in Suffern, New York from March 26th-28th. This year's show should prove to be eventful as all 475+ vendors/exhibitors will be located in the same room and a full educational seminar is planned. If you plan on attending, be sure to stop by and say hello!

WURZBURG, INC. URGES YOU TO STOCK UP

Wurzburg, Inc., URG's preferred vendor for quality products like stretch wrap, bubble wrap, tape, and strapping, is announcing that there will be a price increase between the days of March 1st and March 8th of this year due to the ever increasing price of steel. Price increases will be on products like their stretch wrap and banding seals – so stock up now, while prices are still at their lowest! Please contact Michelle at ext. 1 or Alexis at ext. 2 to place your co-op orders.