

[Do I Need A Full Time Inventory Person](#) Feb 27, 2008 I see a lot of recyclers who are behind in getting salvage vehicles inventoried. One of the main reasons is lack of productivity by the person assigned to this task. Keep in mind that if they get caught up we give them more work. If they get behind we pay them overtime or hire them an assistant. This video breaks the steps down and assigns times to each step so you can evaluate whether your person is truly overloaded. Normally, we find the inventory person has expanded their work to fill the day to avoid doing other activities.

Click on the title and then on the word **HERE** in the red box which will appear to view this video by **Jim Counts**.

[How To Measure Your Buying - Part 3..](#) Jan 22, 2008 Ours industry does not have what the customer is looking for over half the time. That is why buying is the most important job in our industry. By improving our buying and measuring what we buy we can predict future sales and therefore budget sales for upcoming months.

We simply cannot sell more inventory than we have. However, since many recyclers don't measure what they buy they don't realize they sell everything they buy. This is often the reason sales fall off and we think it's just a bad week or a bad month.

Seven of the most important issues in our industry are covered in these videos. We will cover the last 3 in this video. This information is so important that we broke it down into three videos. This is part 3 of 3 videos. This way you can view them as you are ready for the next measurement and what each means.

Click on the title and then the "here" in the red box which will appear to view the final part this series.

[How To Measure Your Buying - Part 2](#) Jan 22, 2008

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Click on the title and then the "here" in the red box which will appear to view Part 2 of this 3 part series.

[The Pond and Lake Story](#) Jan 18, 2008

The amount of saleable inventory is one of the most important and misunderstood issues in our industry. As a result we often believe we have lots of inventory to sell, when in reality sales may be down because we are starving for saleable parts. I agree that we have a lot of parts, but that is different from the SALEABLE parts. Saleable parts meet the demand of the customer who is calling TODAY.

This video explains in simple terms how inventory flows like water thru out business. Once we can visualize the concept presented it will be easy to understand if you are buying enough to support current demand and sales goals.

Click on the title and then the "here" in the red box which will appear to view this video by Jim Counts.

[Why Do The Phones Stop Ringing](#) Dec 13, 2007

How can you sell used parts when the phones are not ringing? It may seem like a helpless situation. After all, what can we do if we aren't getting the calls? Actually, you have more control than you think. This video covers the real reason the phones normally stop ringing and what you can do to get them ringing again.

Click on the title and then the "here" in the red box which will appear to view this video by Jim Counts. and learn the real reason the phones don't ring.

[Who Should Get A Discount](#) Dec 13, 2007

There are many ways to give discounts. These include discounts to customers who buy a lot of used parts, graduated discounts for different purchase goals, discounts to trading partners and other recyclers and of course discounts to friends and employees. In this video Jim discusses the different ways discounts are handled and who should or should NOT get a discount.

Click on the title and then the "here" in the red box which will appear to view this video by Jim Counts.

[How to Increase Sales by Controlling the Phone Conversation](#) Dec 13, 2007

Selling parts can be as easy as asking the right questions. This video discusses how to control the phone call and close more sales. Your sales staff needs to see this video to learn just how easy it is to sell parts. The way you handle phone calls may never be the same after you see how easy it is to sell recycled parts.

Click on the title and then the "here" in the red box which will appear to view this video by Jim Counts.