CrashLink™

User Guide

Car-Part.com

Contents

Overview **4**
Step 1: Begin a CrashLink Search **6**
Option 1: Open CrashLink through Pinnacle 6
Option 2: Open CrashLink through Trading Partners 6
Step 2: Part Selection **7**
Information on the Part Selection Page 8
Step 3: Pricing/Information **9**
Information Available on the Pricing/Information Page 10
Actions Available on the Pricing/Information Page 11
Print This Information 13
Part Search/Manual Search **15**
Step 1: Begin Search 15
Option A: Browser Login 15
Option B: Part Search Button 16
Option C: VIN Search Button 17
Step 2: CrashLink Manual Search 18
Option A: Search Terms 19
Option B: Browse Categories 21
OEM Search **22**
Inventory/Opportunities with Car-Part Interchange Plus **23**
Inventory Page 23
Multi-Yard Accounts 24
Vehicle and Part Potential Tools 25
Accessing the Vehicle Potential Tool 25
Information Available on the Vehicle Potential Tool 27
Accessing the Part Potential Tool 28
Information Available on the Part Potential Tool 29
Resolve Tool: Assigning Interchange to CPI+ Parts 30
Open the Resolve Tool 30
Use the Resolve Tool 33
Remarks 35
Opening the Resolve tool for Parts Affected by an Interchange Update 35
Using the Resolve Tool for Unlinked Parts 36
Analyze: Step 1 (Researching Vehicles) 37

Information Available in the Analyze Tool 39
Analyze: Step 2 (Saving Parts) 40
Analyze: Step 3 (Viewing and Updating Your Saved Parts) 42
Analyze Step 4: (Printing Information from the Analyze Tool) 43
Examples of CrashLink Workflows 45
Pricing an In-Stock Part with an Interchange Search 45
Finding a Similar Part with a Non-Interchange Search 47
Identifying a Loose Part – OEM Number Lookups 48
Finding Unresolved Parts and Assigning Interchange with the Resolve Tool 50
Approach A: Search for Vehicles with High-Value Parts 50
Approach B: Search for High-Value Part Types 52
Finding Interchange Applications for a CPI+ Part that Doesn't Have a Hollander Part Code 55
Using the Analyze Tool to Determine if a Vehicle Has Valuable Parts 58
Appendix A: Currency Display Options 61
Options for Canadian Users 61
Options for United States Users 64
Appendix B: Confirming CrashLink's F-key 66
Getting Help 68

Overview

CrashLink helps you quickly access OEM pricing information that you used to spend time looking for in crash catalogs. Using Motor® data, CrashLink helps you determine the best price for your customers and provides you with list price history, application information, and part diagrams. It's fully integrated with Car-Part Interchange Plus (CPI+), and you can access CrashLink with the press of a button from within your inventory management system!

You can even use CrashLink to assign CPI+ to your online part listings. Although CPI+ has traditionally only been available to Checkmate users, CrashLink's Inventory tools enable Powerlink® and Pinnacle® users to assign CPI+ interchange to parts in inventory. When you use CrashLink to do this, your parts listed in Car-Part.com marketplaces have CPI+ assigned (so buyers can find your parts).

Here's an overview of a typical CrashLink workflow:

Step 1: Begin a CrashLink Search

When you're working in Pinnacle Classic, just press your F-key on the **Find & Sell** screen. For most users, this is **Shift + F6**.

Step 2: Part Selection

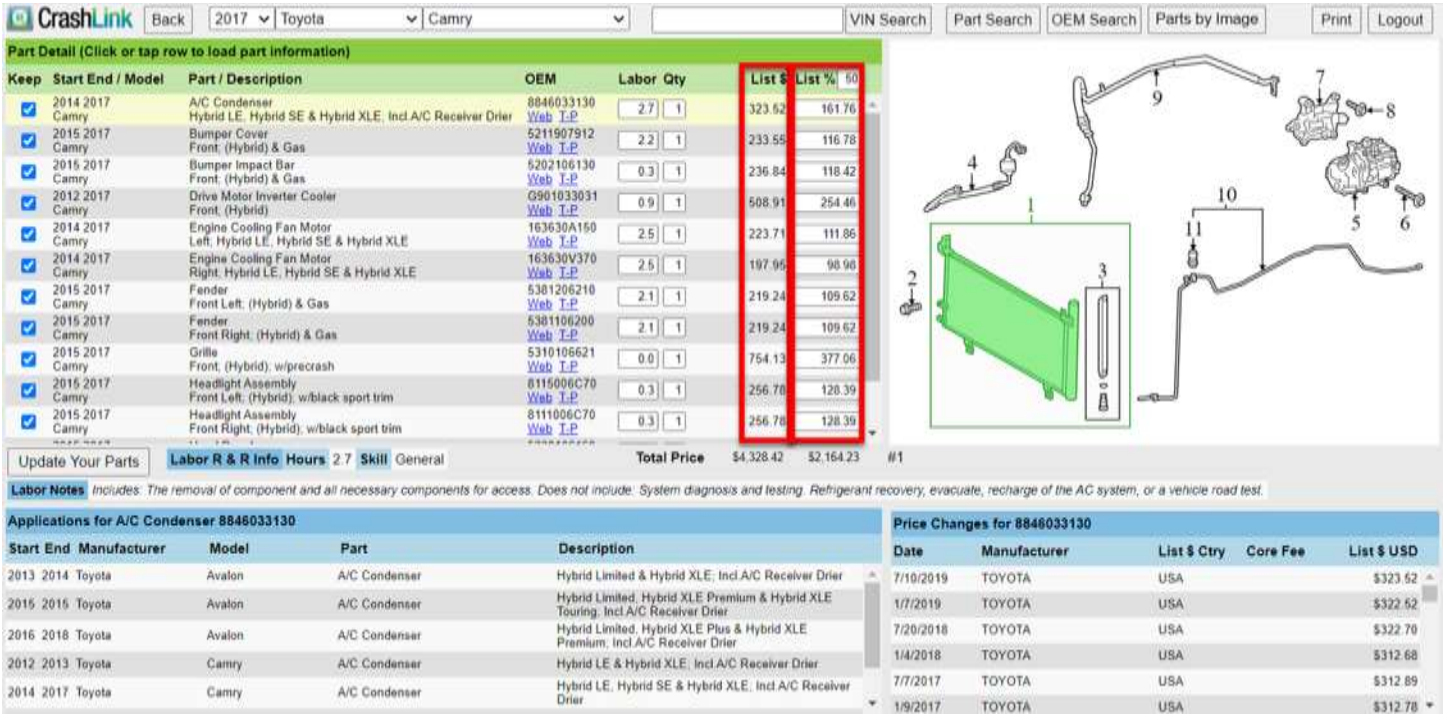
CrashLink opens in your browser, with a list of parts that match your search. Select the part(s) you wish to search, then click **Add to Your Parts**.

Start	End	Model	Part	Description	OEM	Labor	List $
2014	2017	Camry	A/C Condenser	Hybrid LE, Hybrid SE & Hybrid XLE; Incl.A/C Receiver Drier	8846033130 Web T-P	2.7	323.52
2017	2017	Camry	A/C Condenser	LE, SE, XLE & XSE; Incl A/C Receiver Drier	8846006230 Web T-P	2.7	402.47
2015	2017	Camry	Bumper Cover	Front; (Hybrid) & Gas	5211907912 Web T-P	2.2	233.55
2015	2017	Camry	Bumper Impact Bar	Front; (Hybrid) & Gas	5202106130 Web T-P	.3	236.84
2012	2017	Camry	Drive Motor Inverter Cooler	Front; (Hybrid)	G901033031 Web T-P	.9	508.91
2015	2017	Camry	Engine Cooling Fan Motor	Left; 2.5L, XLE & XSE; (4-152)	163630H010 Web T-P	2.5 Avg	227.83
2015	2017	Camry	Engine Cooling Fan Motor	Left; 3.5L, XLE & XSE; (6 cyl)	163630A120 Web T-P	2.5 Avg	227.83
2014	2017	Camry	Engine Cooling Fan Motor	Left; Hybrid LE, Hybrid SE & Hybrid XLE	163630A150 Web T-P	2.5 Avg	223.71
2017	2017	Camry	Engine Cooling Fan Motor	Left; LE & SE	163630H010 Web T-P	2.5 Avg	227.83
2015	2017	Camry	Engine Cooling Fan Motor	Right; 2.5L, XLE & XSE; (4-152)	163630V130 Web T-P	2.5 Avg	227.57
2015	2017	Camry	Engine Cooling Fan Motor	Right; 3.5L, XLE & XSE; (6 cyl)	163630P030 Web T-P	2.5 Avg	227.83

Step 3: Pricing/Information

The Pricing/Information screen opens. This is the main CrashLink screen, which has the information you're looking for: list pricing information, part applications, and diagrams.

From here, you can also add or remove parts from your search.



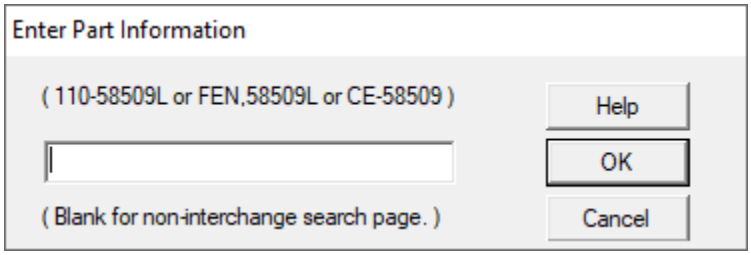
Step 1: Begin a CrashLink Search

To use CrashLink, you must be connected to the internet, and Trading Partners must be running.

Option 1: Open CrashLink through Pinnacle

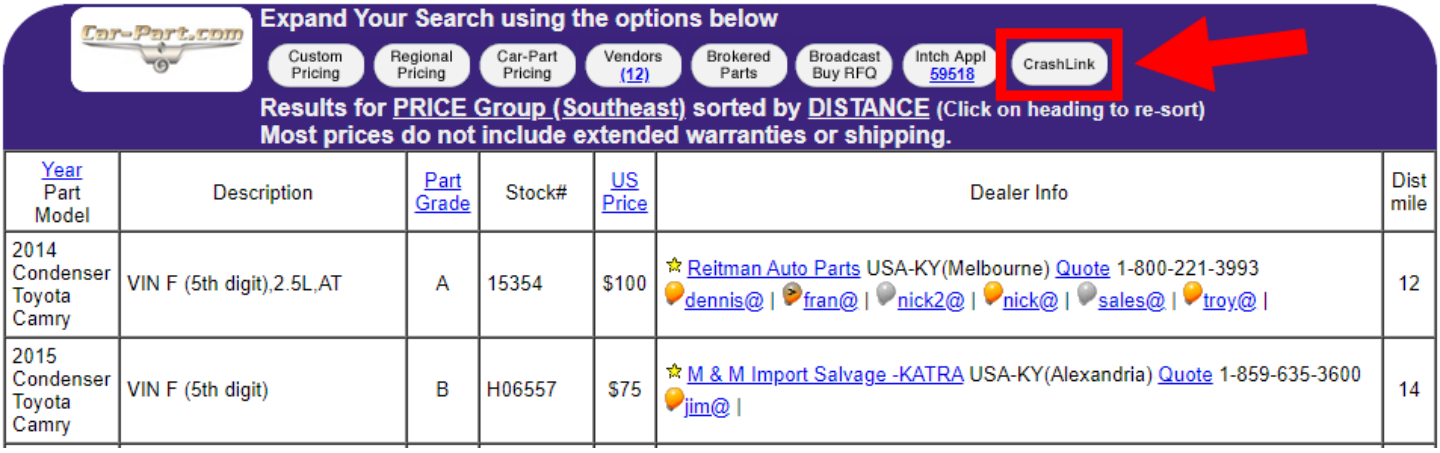
1. In Pinnacle Classic, search for a part as normal.
2. On the **Find & Sell** screen, press **Shift + F6**.[*])
3. CrashLink opens in your internet browser.

   Note: If the following pop-up appears, this means that CrashLink cannot interpret your search. Click **OK** to continue to CrashLink, where you can perform a manual search.



Option 2: Open CrashLink through Trading Partners

In your Trading Partners search results, click the **CrashLink** button at the top of the screen to begin a CrashLink search for this part.



Year Part Model	Description	Part Grade	Stock#	US Price	Dealer Info	Dist mile
2014 Condenser Toyota Camry	VIN F (5th digit),2.5L,AT	A	15354	$100	Reitman Auto Parts USA-KY(Melbourne) Quote 1-800-221-3993 dennis@ | fran@ | nick2@ | nick@ | sales@ | troy@ |	12
2015 Condenser Toyota Camry	VIN F (5th digit)	B	H06557	$75	M & M Import Salvage -KATRA USA-KY(Alexandria) Quote 1-859-635-3600 jim@ |	14

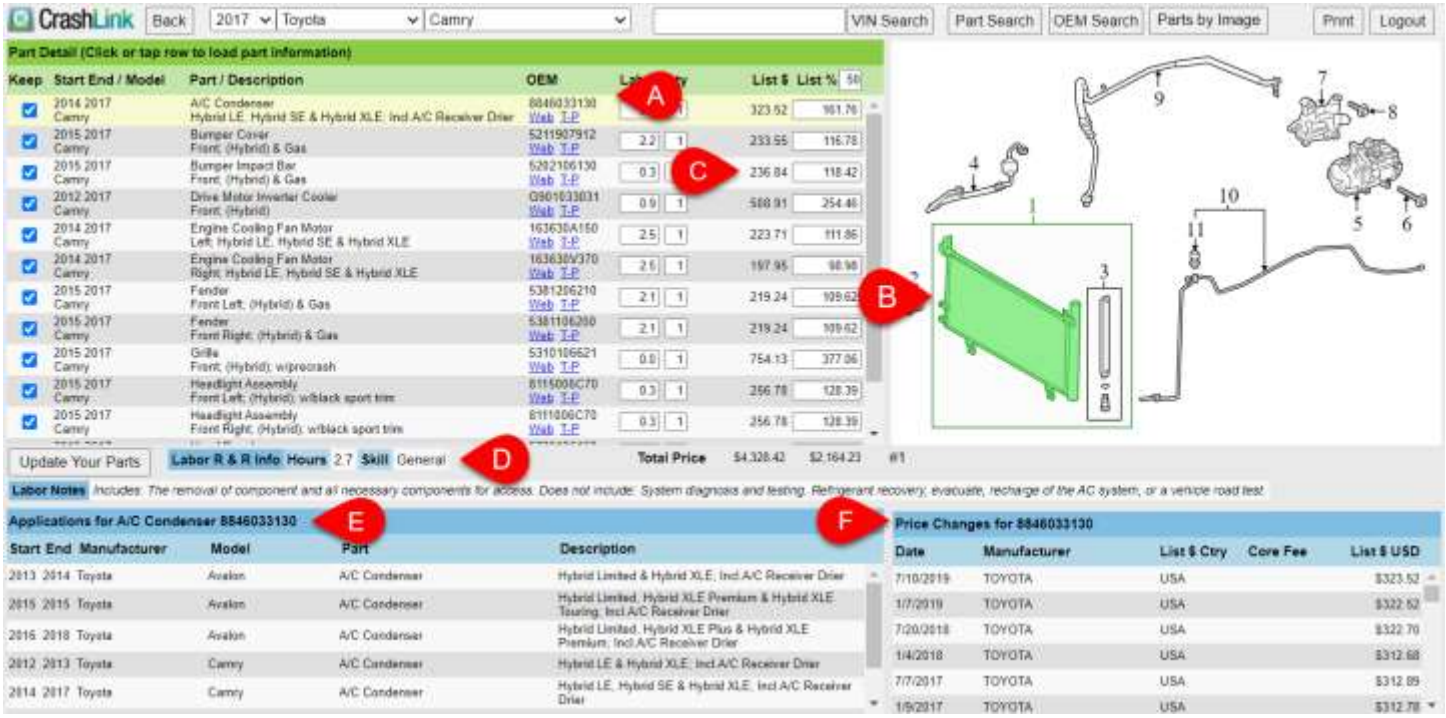
[*] Most Pinnacle Classic users use **Shift + F6** to begin a CrashLink search; however, occasionally a different F-key is configured. If you do not know your CrashLink F-key, see **Appendix B: Confirming CrashLink's F-key**.

Step 2: Part Selection

When you begin a CrashLink search, CrashLink opens in your browser.

1. Use the checkboxes to select any parts you wish to include in your search.
    - When you search for a part that may be part of an assembly, CrashLink lists related parts. Select all component parts that you would like to include in your search.
    - The **Information on the Part Selection Page** section of this document, below, explains the information that is available to you while you are making these selections.
2. Click **Add to Your Parts**.
3. If prompted, **Refine your selection by providing your vehicle year.**
4. The **Pricing/Information** page opens.

Information on the Part Selection Page



A. **OEM** – OEM number of the part.
   a. **NSS** indicates **Not Serviced Separately**

B. **Web** – Click **Web** to search for this OEM number on Google.

C. **T-P** – Click **T-P** to search for this part on Trading Partners.

D. **Labor*** – Remove and Replace labor time. (**Avg** indicates that this is the average of Min and Max labor time information.)

E. **List $** – Most current OEM list price of this part. (Please see **Appendix A: Currency Display Options** for more information on how CrashLink displays USD and CAN pricing information).

F. **Show All Choices** – (Only available if there are suppressed options.) If there are Motor® parts that do not match the interchange of the searched part, CrashLink suppresses those parts by default; however, if you can't find your appropriate choice on the list, you may review and select these suppressed options. In this case, click **Show All Choices**.

   The parts that had been suppressed will now appear in your list. They will be colored red to indicate that they were previously suppressed. (To remove them from your list, click **Filter Choices**.)

* Available only to Labor Time Calculation subscribers.

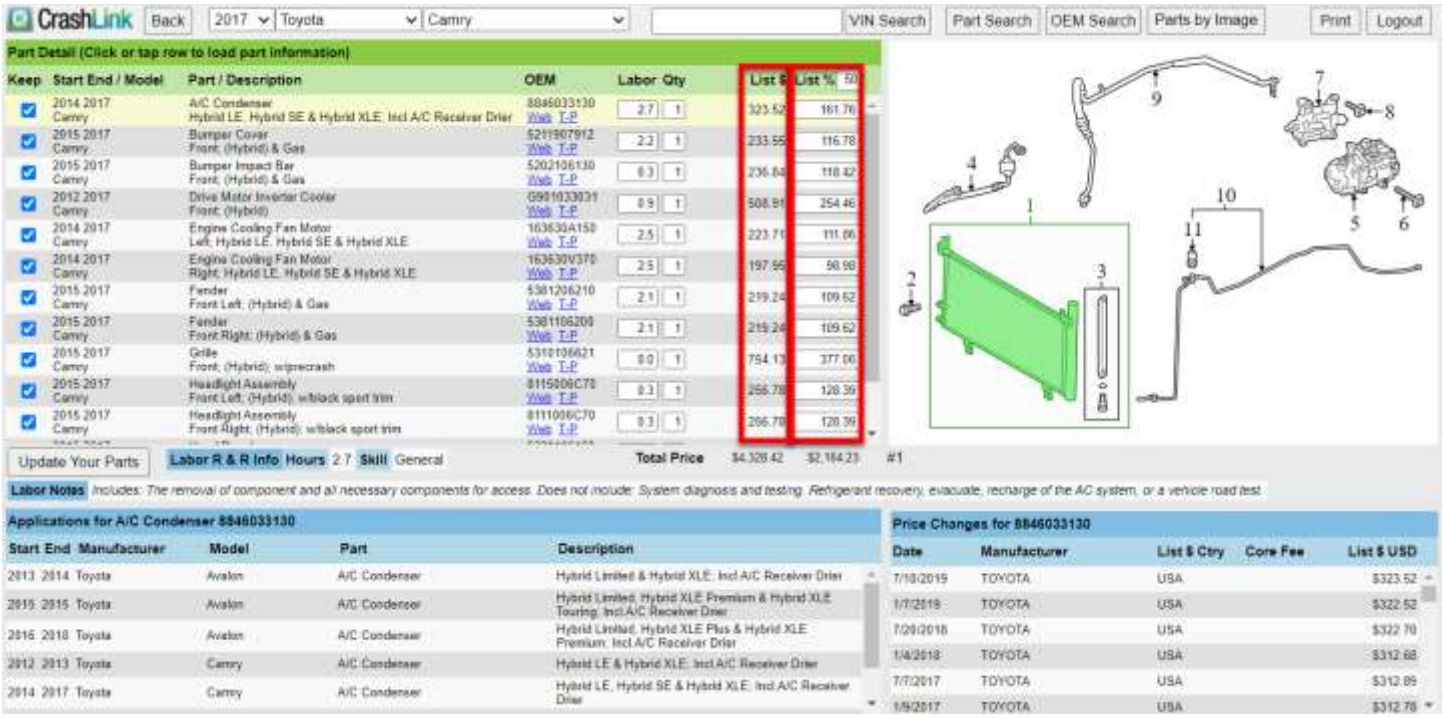
Step 3: Pricing/Information

After you click **Add to Your Parts**, the **Pricing/Information** page opens.

The **Pricing/Information** page is the main CrashLink page where you will be doing most of your work. This page displays pricing information, part applications, and part/assembly diagrams.

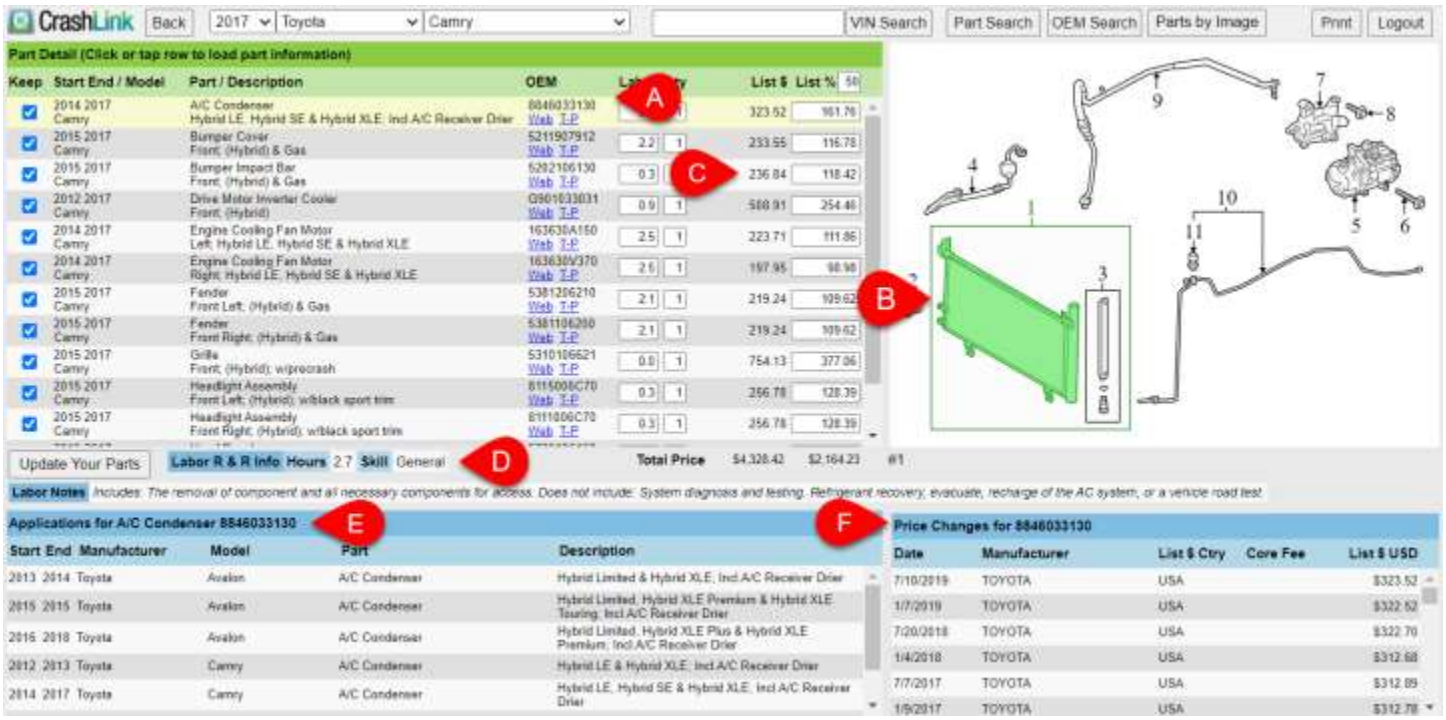
The **Total Price** fields display the totals of the prices in the **List $** and **List %** columns. The **List %** column defaults to 50% of **List $**, but you can modify it to the value of your choosing.

- **Note**: See **Appendix A: Currency Display Options** for more information on how CrashLink displays USD and CAN pricing information.



Information Available on the Pricing/Information Page

This page is full of information to help you research parts and prices.



A. Part selection – Click to select a part in the list. The information on the page (Diagram, Applications, and Price Changes) will update to display information about the selected part.

B. Diagram – The selected part is highlighted in the diagram.

   - If there are multiple diagrams available from Motor® for this part, there will be a drop-down menu available under the diagram. Use this to select and view additional diagrams.

C. **List $** - Displays the current retail list price of a part. To learn more about your choices for this feature, please see **Appendix A: Currency Display Options**.

D. **Labor R&R Info*** – Remove and Replace labor information. Skill and Labor Notes are displayed if available.

   - Keep in mind that the hours listed are Remove and Replace hours. If you are not replacing a part, your actual work time may be much less.

E. **Applications** – Displays the OEM applications for this part. This information is very helpful in cases where you don't have the specific part you searched for in stock. This section displays other vehicles with parts that match this OEM number.

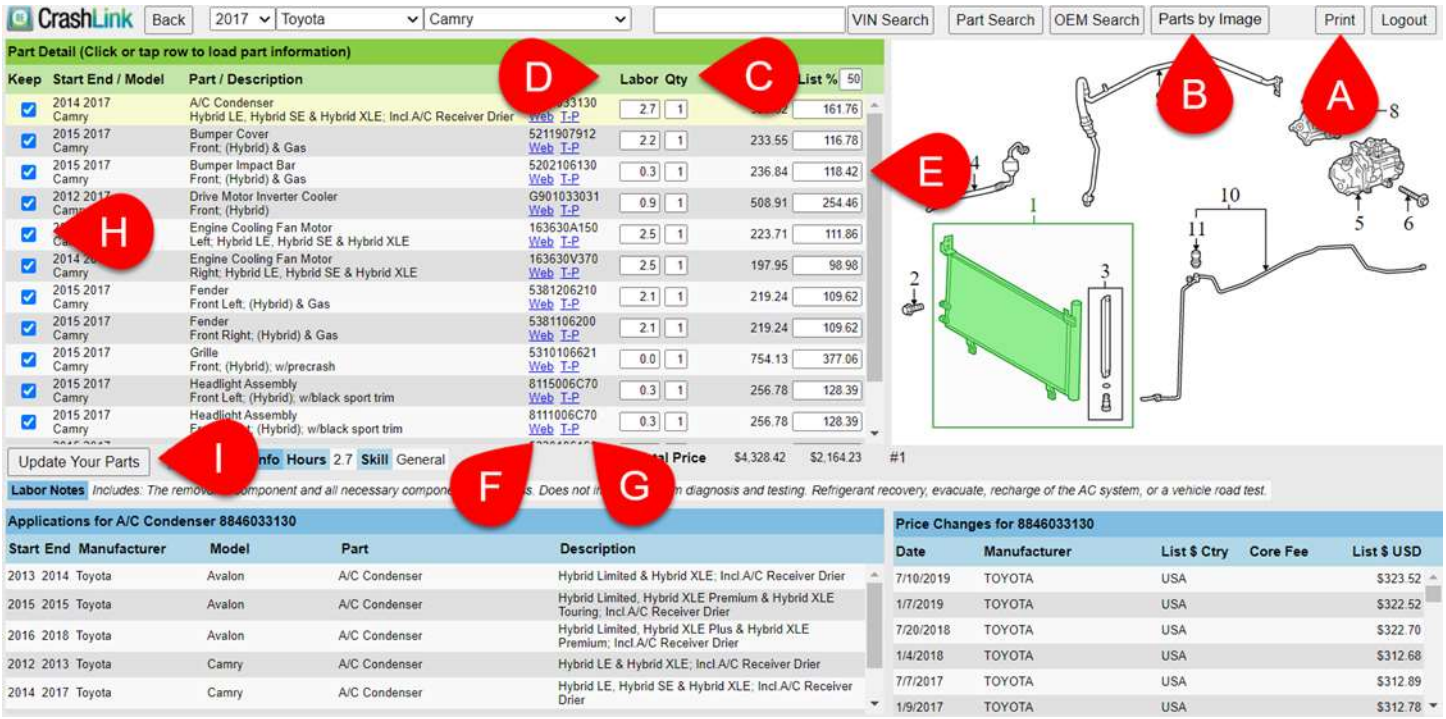
   Price Changes – Displays the history of the List Price changes for this part. See **Appendix A: Currency Display Options** to learn more about the information displayed here.

---

* Available only to Labor Time Calculation subscribers.

Actions Available on the Pricing/Information Page

There are many things you can do on this page to see the information you need, and to re-calculate your **Total Price** information.



A. **Print** – Click this button to print the information from this screen. More information about this feature is available in the **Print This Information** section of this document, below.

B. **Parts by Image** – Click this button to open a list of all parts in the image. This is useful if you want to add a part to your part list that you did not originally include. Use the checkboxes to select the part(s) you wish to add/include, then click **Add to Your Parts** to process the search and view your new **Total Price**.

C. **Qty** – Use this field to change the quantity of the part. Enter a new quantity, then click **Update Your Parts** to update the **Total Price**.

D. **Labor*** – This field displays the **Labor R&R Hours**. This information displays hours for Remove *and* Replace; if you are not replacing a part, your actual work time may be much less.

- You may edit this field to reflect your true expected labor time (enter a new time, then click Update Your Parts). These changes will only display on your screen and in the **Print** function; they will not affect any calculations and will not be saved for future CrashLink searches.

---

* Available only to Labor Time Calculation subscribers.

E. **List %** – By default, CrashLink calculates the **List %** as 50% of the **List $**; however, you can manually change the price of any individual part. To do so, type in a new price for the selected part, then click **Update Your Parts** to update the **Total Price**.

- **Note**: CrashLink will save your changes to the **List %**, but manual changes to the prices of individual parts will not be saved for future searches.

F. **Web** – Click the **Web** link to search for this OEM number on Google.

G. **T-P** – Click the **T-P** link to search for this part on Trading Partners.

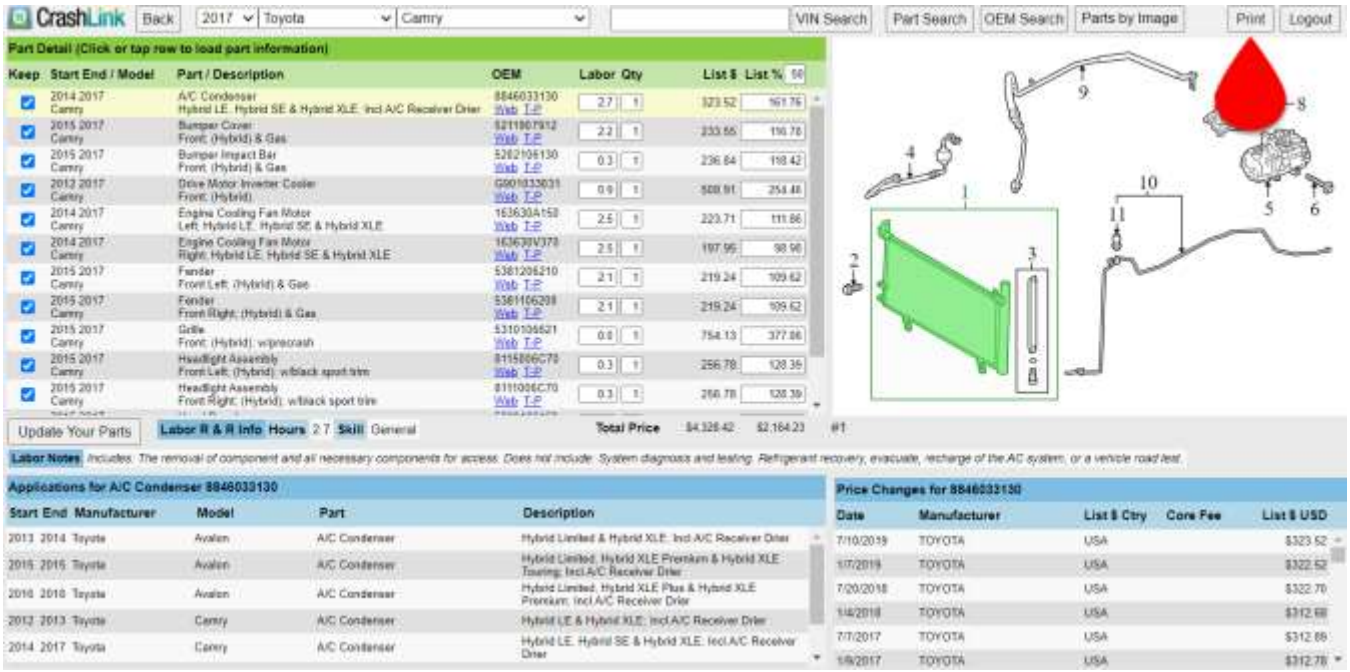
H. **Keep** – Use the checkboxes to specify which parts to keep on your list. To remove a part from your list, uncheck the box, then click **Update Your Parts** to update your list and the **Total Price**.

- **Note**: At least one part must be checked at all times; CrashLink will not allow you to deselect *all* parts.

I. **Update Your Parts** – Click this button to update your **Total Price** after you have changed the **Keep**, **Qty**, or **List %** information.

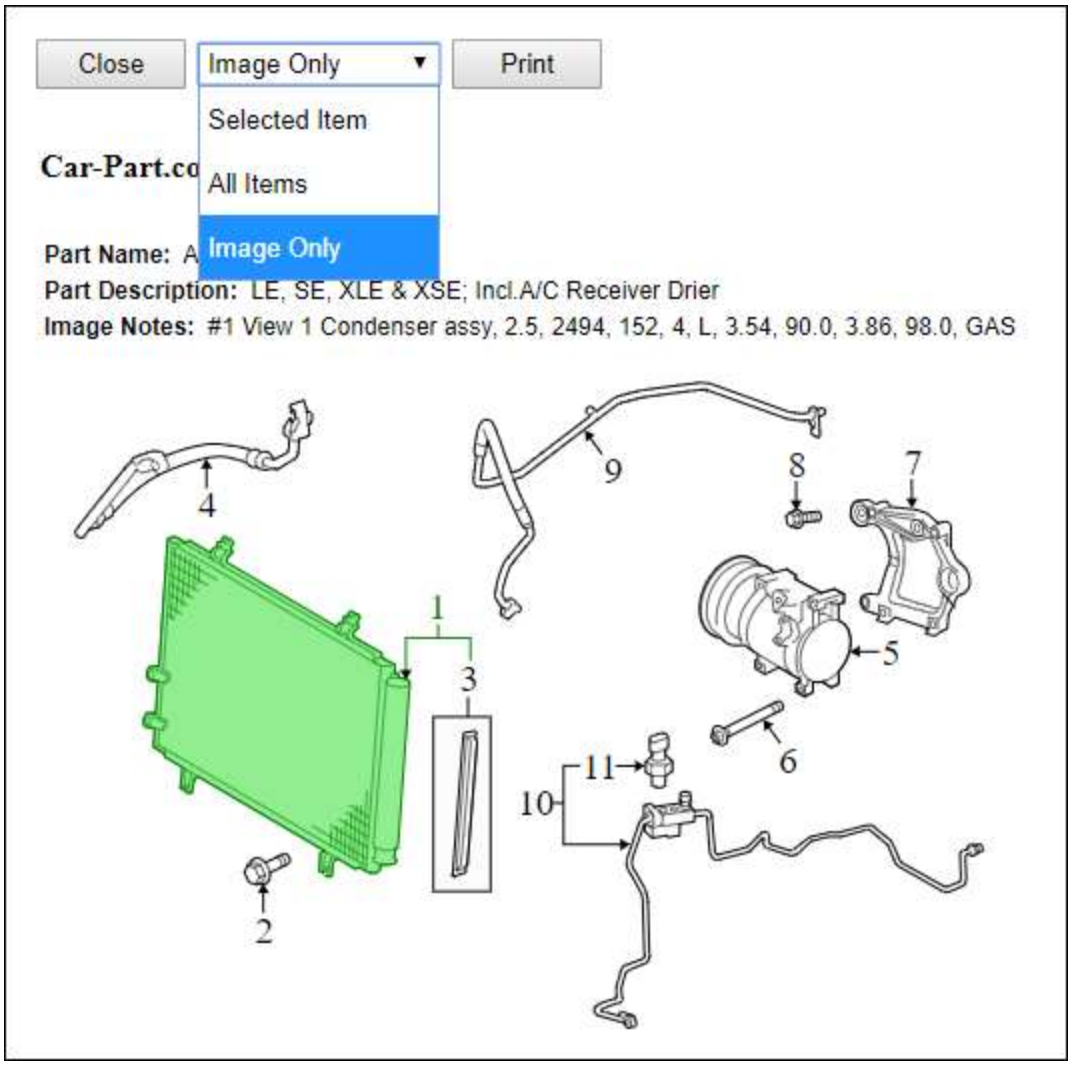
Print This Information

The **Print** button allows you to print this page's information.



1. Click this button. The **Print** page opens.
2. Use the drop-down to select which view you would like to print.
    a. **Selected Item** – Detailed information only about the 1 part that is selected/highlighted in the list (this is the default view).
    b. **All Items** – Basic information about all items in the list.
    c. **Image Only** – Image of the 1 part that is selected/highlighted in the list.
3. Click **Print** to print.

4. Click **Close** to return to the Pricing/Information page.



Part Search/Manual Search

While the most common way to search CrashLink is the automatic search process described above (using **Shift + F6** from Pinnacle) you are also able to perform a manual search. This is helpful when you want to look up a part that does not have a part code associated with it.

You may also be directed to this page if CrashLink cannot determine which part you want to search, or if you search for a part that does not have a corresponding mapping in the CrashLink data.

Step 1: Begin Search

There are 3 ways to begin a manual search:

- Option A: Browser Login
- Option B: Part Search Button
- Option C: VIN Search Button

Option A: Browser Login

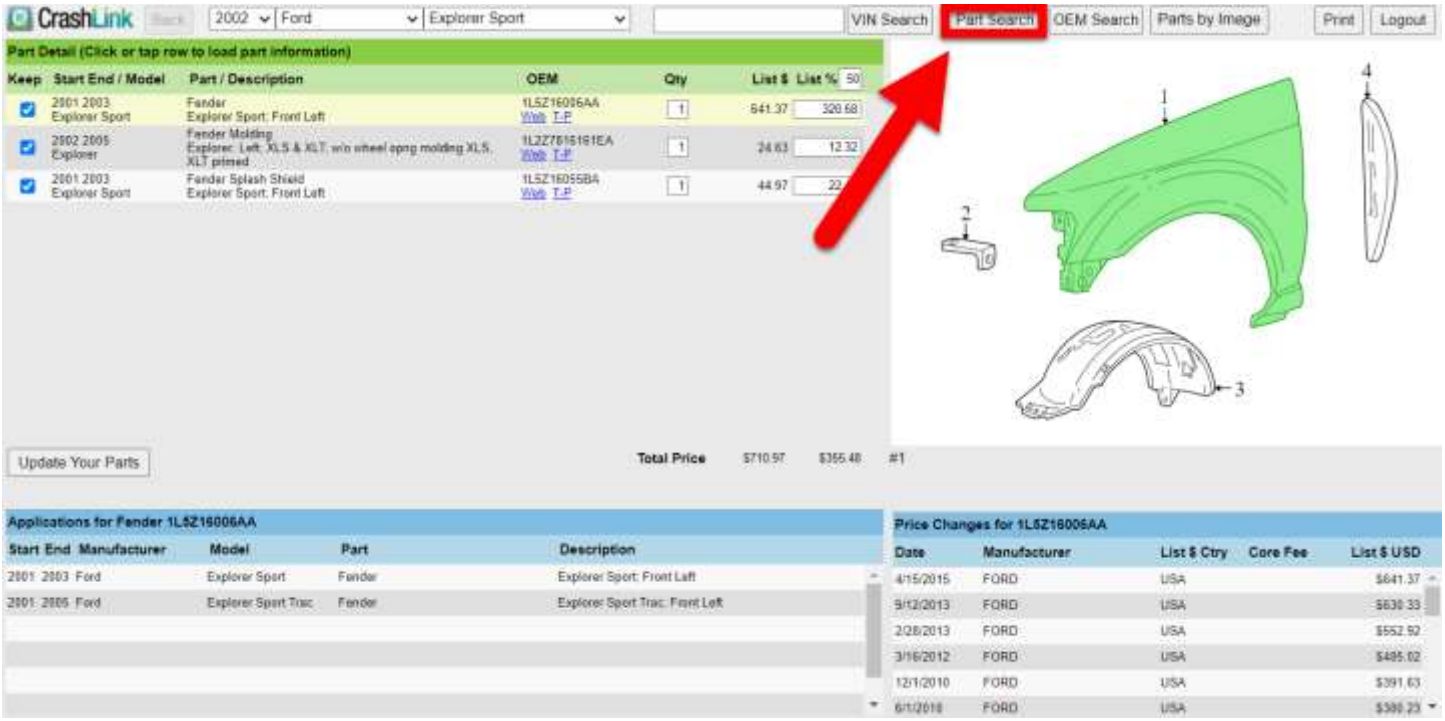
To open CrashLink in your internet browser, follow these steps:

1. Go to **CrashLink.Car-Part.com**.
2. In the **Recycler Login**, enter your **Username** and **Password.**
    - You can use your Trading Partners login, or the login you use for your **Car-Part.com Statistics and Reports** link. If you don't know this login, contact your support rep.

3. Click **Login**. CrashLink opens to the manual search.

Option B: Part Search Button

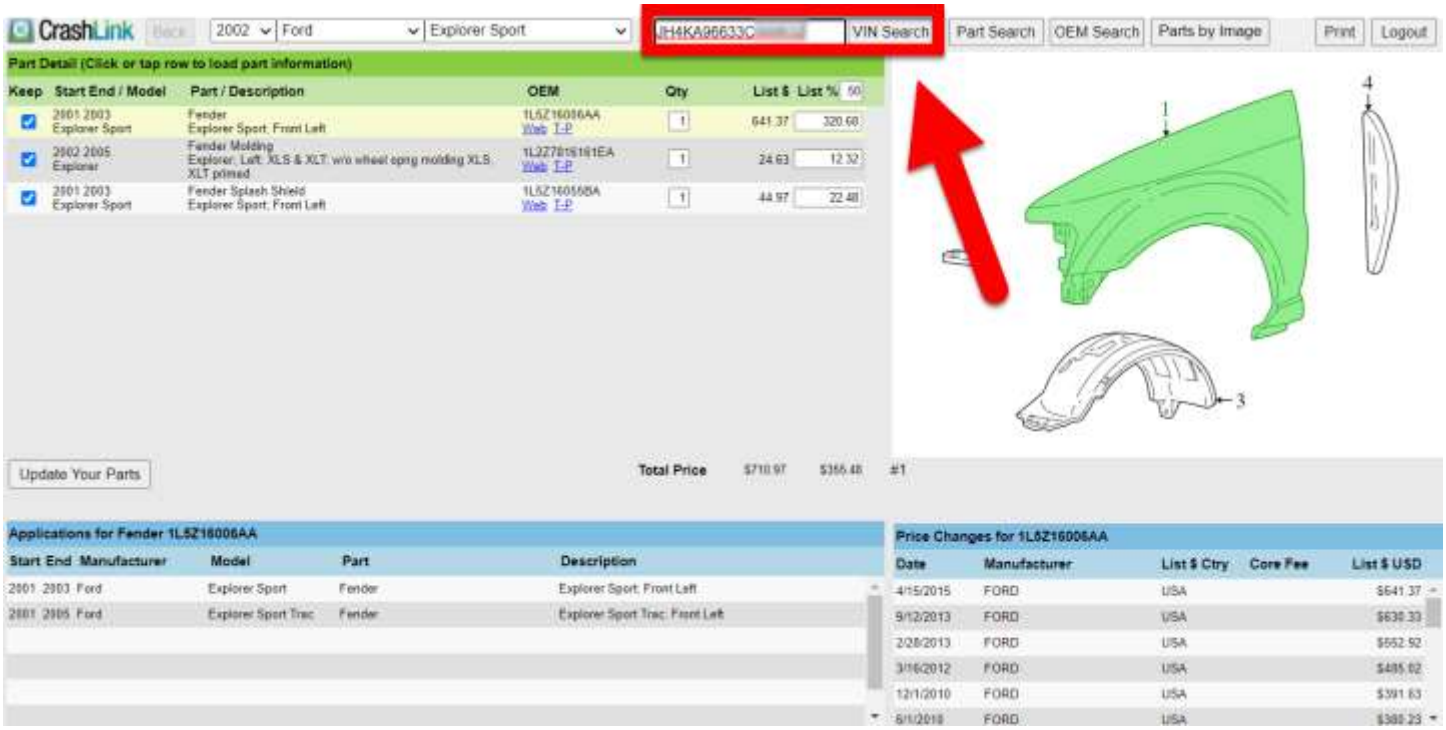
If you already have CrashLink open, you can launch a manual search by clicking the **Part Search** button at the top of any screen. This allows you to add a part to your part list.



Option C: VIN Search Button

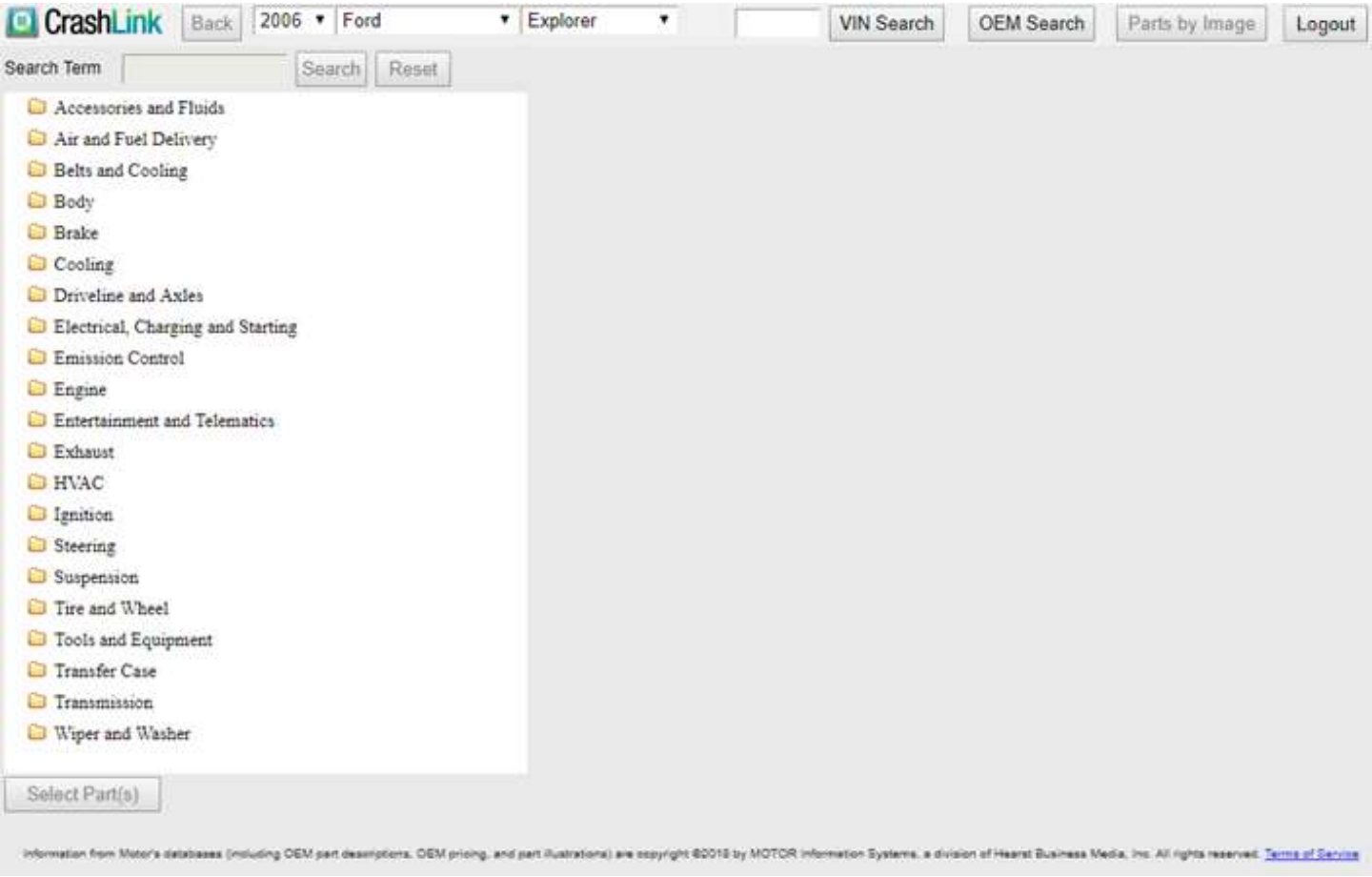
If you already have CrashLink open, you can launch a manual search with VIN information by following these steps:

1. Enter a VIN in the **VIN Search** field
2. Click **VIN Search**.

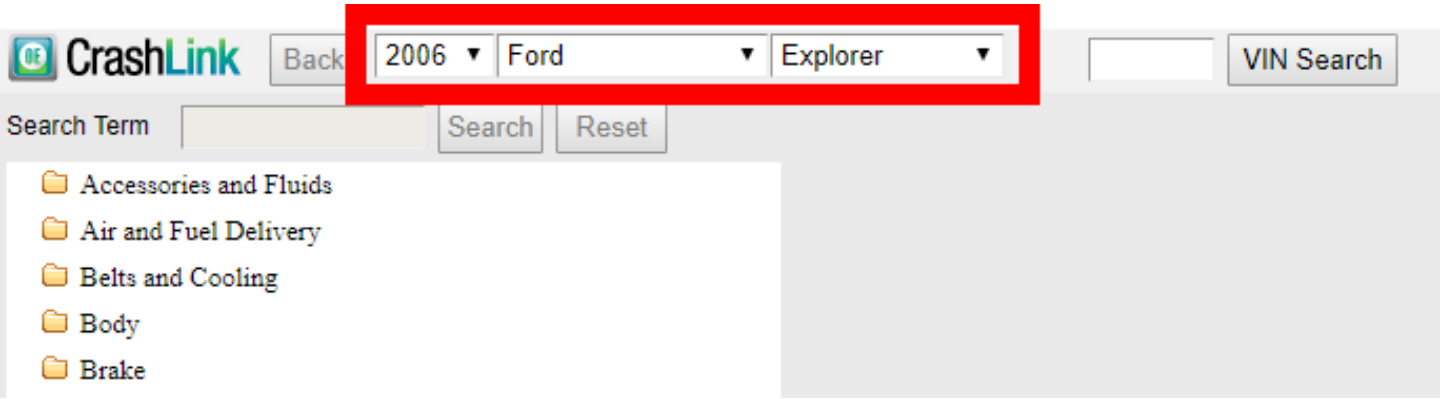


Step 2: CrashLink Manual Search

When you have launched a search, CrashLink opens to the manual search page:



If necessary, you can modify the year, make, and model information with the drop-down menus at the top of the screen. (This will change the information for this search only; it will not modify the year/make/model information for any parts already on your list.)

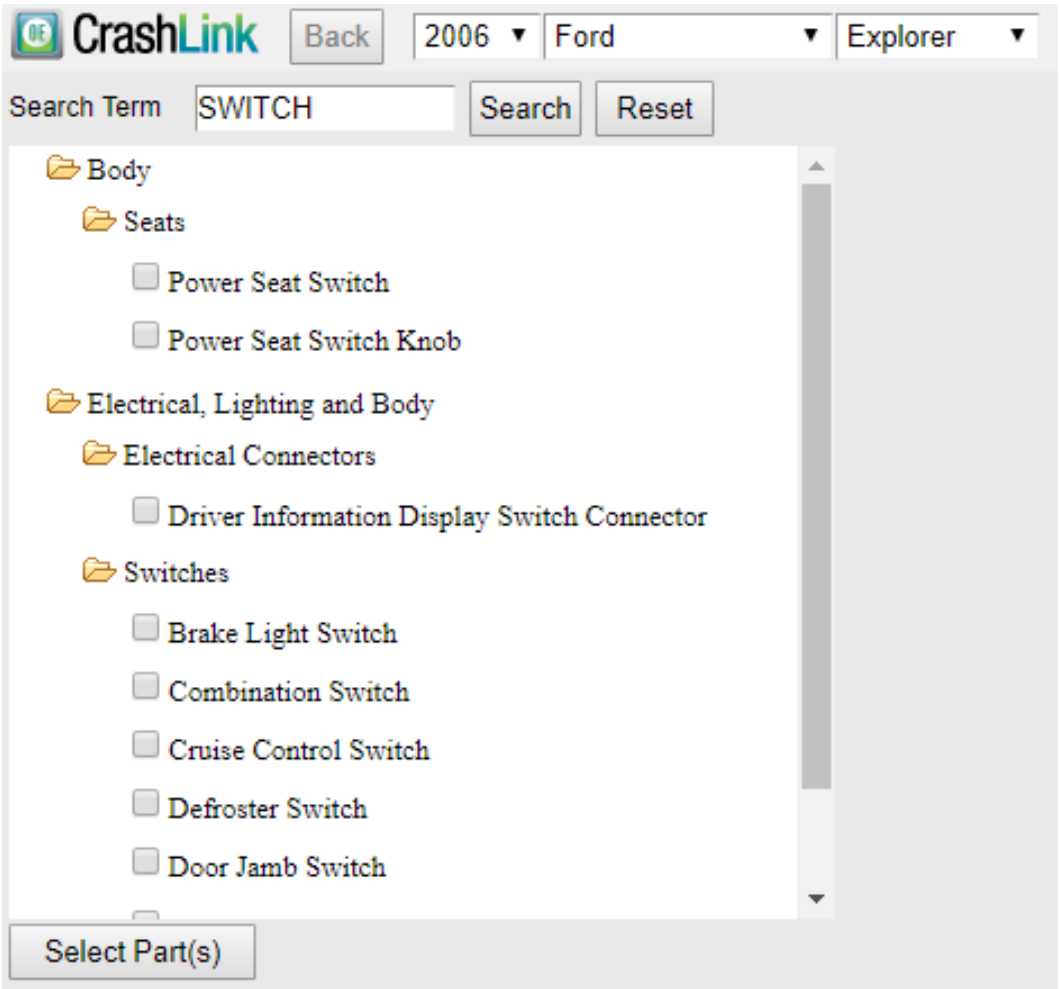


You can use this page 2 ways:

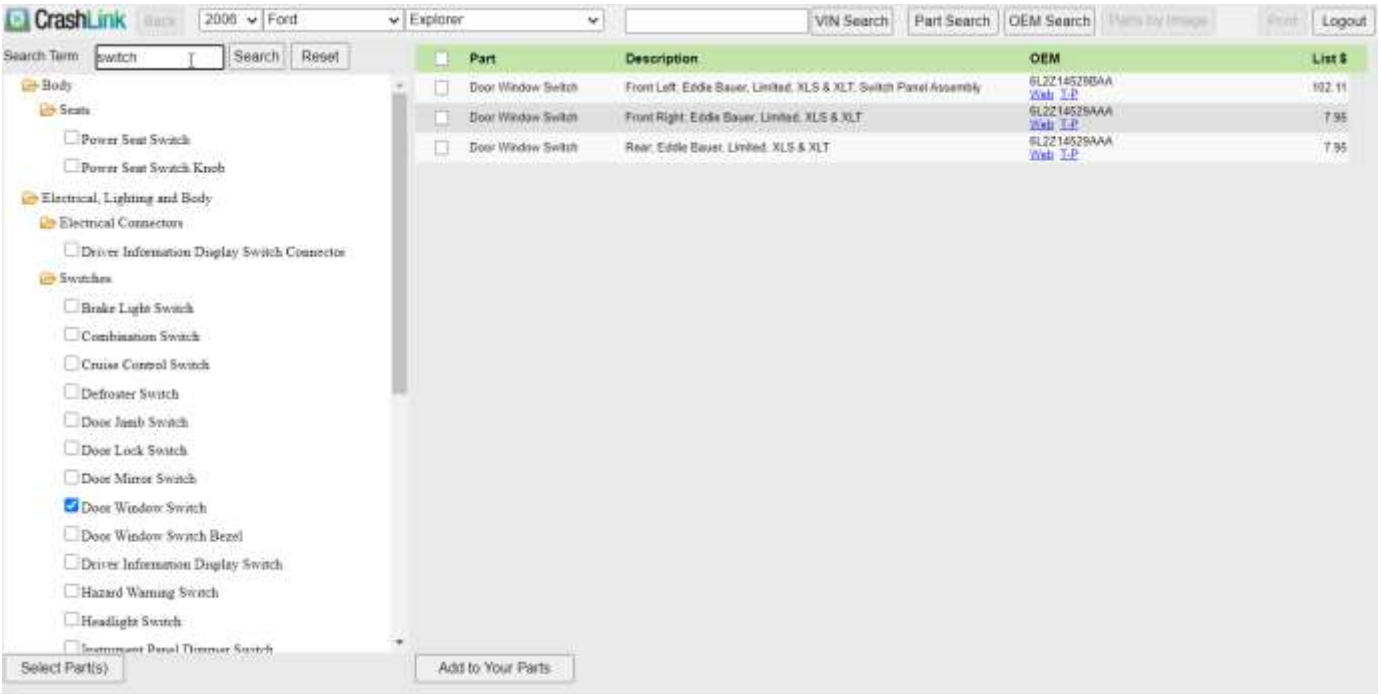
- Option A: Search Terms
- Option B: Browse Categories

Option A: Search Terms

1. Enter a keyword (such as “SWITCH”) in the **Search Term** field.
2. Click **Search.**
3. Your results will include any parts with “SWITCH” in the Motor name. Click the checkbox(es) to select the part(s).
4. Click **Select Part(s)** at the bottom of the list.



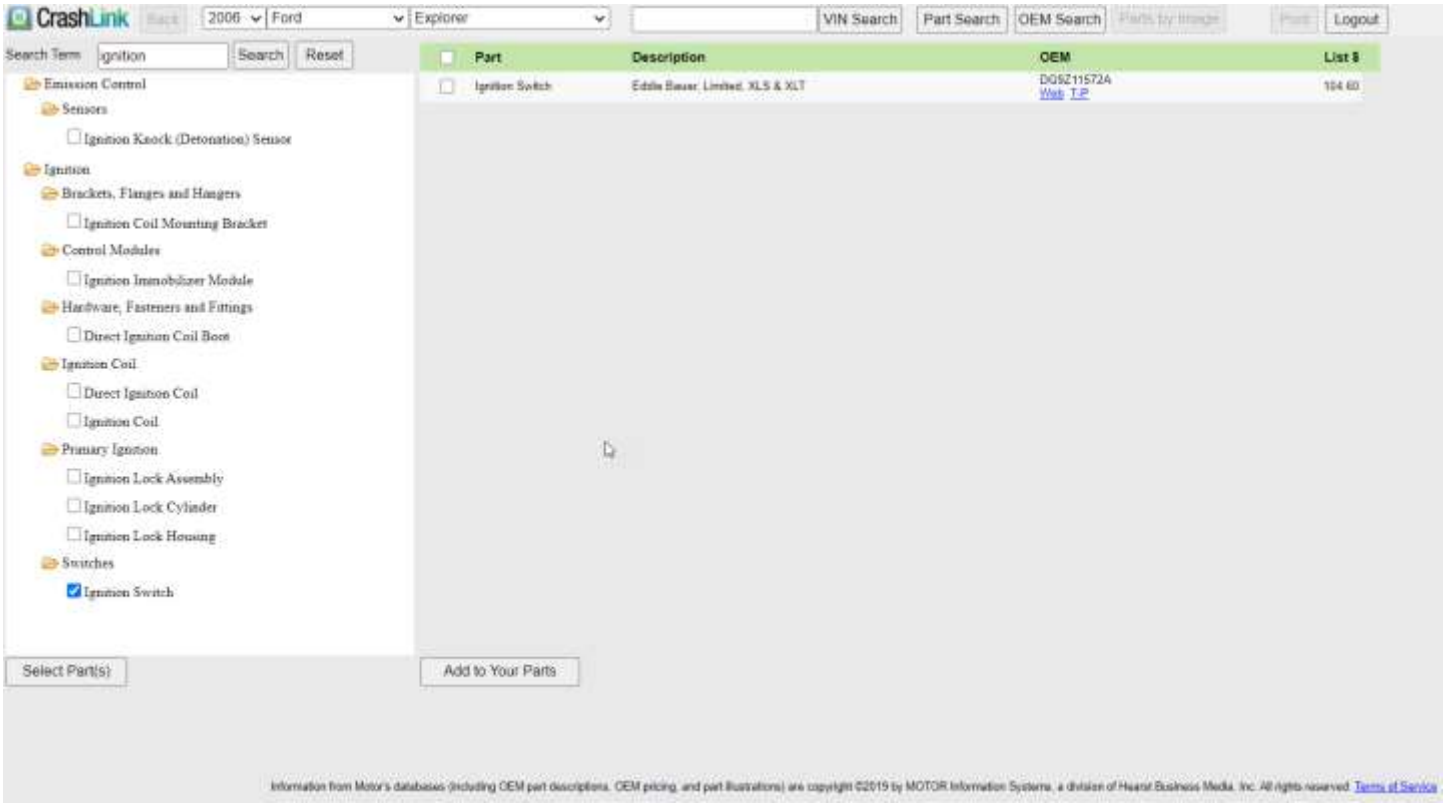
5. The Part Selection list opens on the right. Click the checkbox(es) to select the part(s) you wish to include in your CrashLink search.



6. Click **Add to Your Parts**.
7. The **Pricing/Information** page opens, and the part(s) you selected have been added to your list. Continue with your CrashLink workflow as described in the section of this documented titled **Step 3: Pricing/Information.**

Option B: Browse Categories

1. In the list of categories, click the category of the part you would like to search.
2. Continue “drilling down” through the categories and sub-categories until you reach the component selection checklist.
3. Click the checkbox(es) to select part(s).
4. Click **Select Part(s)** at the bottom of the list.
5. The Part Selection list opens on the right. Click the checkbox(es) to select the part(s) you wish to include in your CrashLink search.
6. Click **Add to Your Parts**.

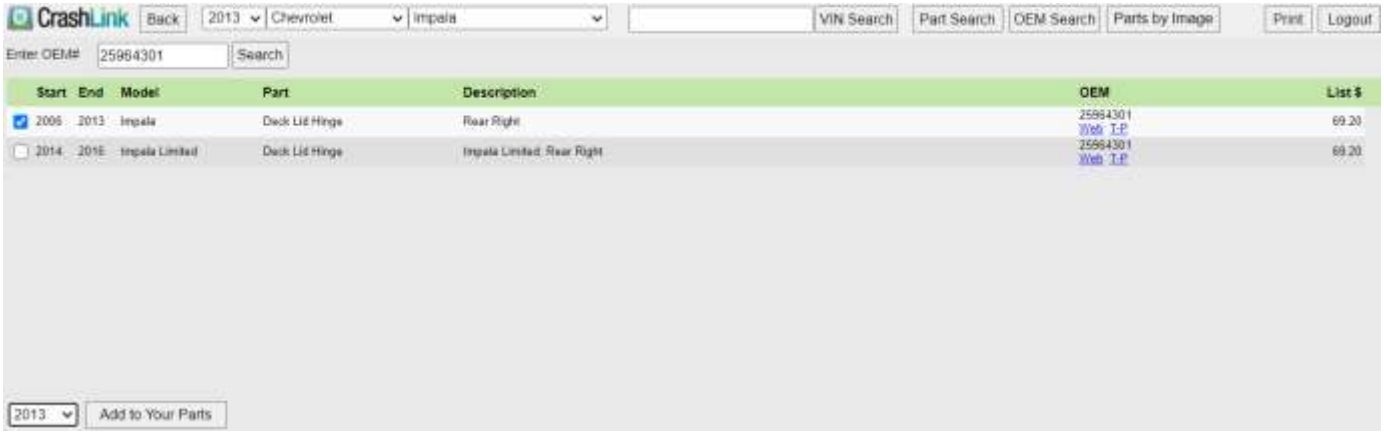


7. The **Pricing/Information** page opens, and the part(s) you selected have been added to your list. Continue with your CrashLink workflow as described in the section of this documented titled **Step 3: Pricing.**

OEM Search

At the top of every CrashLink screen, is a button for **OEM Search**. This button allows you to search for parts by OEM number. Follow these steps:

1. Click **OEM Search**. The OEM Search page opens.
2. Enter an OEM number in the **Enter OEM #** field.
3. Click **Search.** The Part Selection list opens below. This shows all parts that match this OEM number.
4. Click the checkboxes to select the part(s) you wish to include in your CrashLink search.
    - **Note**: You cannot select multiple parts with conflicting year ranges.
5. Choose the year from the drop-down.
6. Click **Add to Your Parts.**



7. The **Pricing/Information** page opens, and the part(s) you selected have been added to your list. Continue with your CrashLink workflow as described in the section of this documented titled **Step 3: Pricing/Information.**
    - **Note**: Notice that the search at the top of your screen changed to match the year you selected in the drop-down on the previous page.

Inventory/Opportunities with Car-Part Interchange Plus

In addition to helping you research parts and their applications, CrashLink can also help you increase profitability—with Car-Part Interchange Plus (CPI+)*. With CrashLink, you can assign interchange to CPI+ parts.

CPI+ is a major advantage. CPI+ provides new and enhanced interchange for over 100 part types (including 2009+ Mitsubishi and 2015+ Mazda models). Pinnacle and Powerlink users can inventory all CPI+ parts except 22 (because those parts aren't included in your IMS). This is a major opportunity because parts with interchange are much more visible in online searches. Parts must have interchange assigned in order to show up in interchange searches on Car-Part.com marketplaces, so CPI+ gives you a competitive edge.

With CrashLink, you can assign interchange to CPI+ parts, so more buyers will see them when searching in Car-Part marketplaces!

Note: When you use CrashLink to assign interchange to CPI+ parts, those parts will have interchange *only* in our online marketplaces. CPI+ is not available within Pinnacle, and no interchange information will be updated within Pinnacle itself.

Inventory Page

The Inventory page is the central hub for researching and assigning interchange to CPI+ parts after you have inventoried them in Pinnacle. From the Inventory page, you can view the CPI+ parts in your inventory, or your inventoried vehicles with CPI+ parts, and then resolve them or find more information about them.

The Inventory page has 3 main buttons:

- **Analyze** – Research parts on specific vehicles. See the **Analyze: Step 1 (Researching Vehicles)** section of this guide, below, for more information about this feature.
- **Vehicles** – Search your inventory by vehicle with the Vehicle Potential tool to find valuable CPI+ parts on your inventoried vehicles.
- **Parts** – Search your inventory by part with the Part Potential tool to find valuable CPI+ parts in your inventory.

* These features (including all content on the Inventory, Analyze, and Resolution tools) are available only to CrashLink Inventory subscribers.

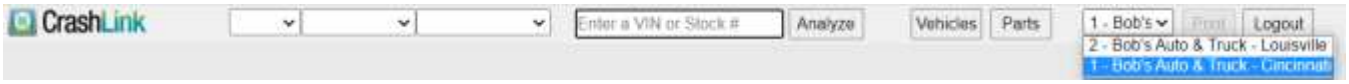
1. To access the Inventory page, click the **Inv** button at the top of the CrashLink window.

2. The Inventory page opens in a new tab. Use the **Analyze**, **Vehicles**, and **Parts** buttons to access those tools. Each is explained in more detail later in this guide.

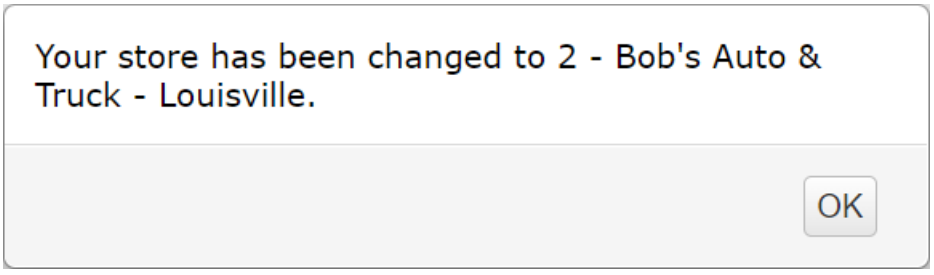
Multi-Yard Accounts

If you have an account for more than one yard, then anytime you access the Inventory page, a drop-down box will appear at the top of your screen.

1. Click this drop-down box to see your inventories/yards.



2. Select the inventory you wish to work with. When you do, you will get a pop-up that confirms which inventory you have selected.



Vehicle and Part Potential Tools

You likely have many CPI+ parts in your inventory. But in order for those parts to have interchange on Car-Part.com, you will need to assign CPI+ interchange to them. The Vehicle Potential and Part Potential tools help you identify parts that have CPI+ available, but still need interchange assigned.

These 2 tools work similarly—the Vehicle Potential tool enables you to find valuable CPI+ parts by vehicle, and the Part Potential tool enables you to find valuable CPI+ parts by part type. You can identify the vehicles and parts that have the greatest opportunity for increased sales, once they have CPI+ assigned. After interchange is assigned, it will be easy for customers to find the parts in online search listings.

To understand the information in these tools, it's important to understand 2 terms:

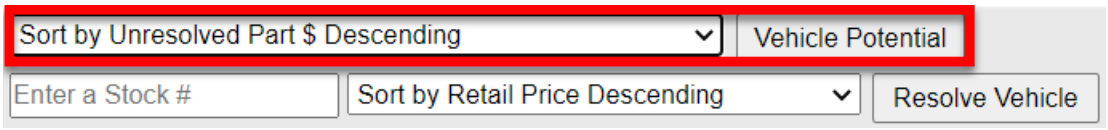
- **Unresolved**: a part that has CPI+ available, but still needs interchange assigned to it. Unresolved parts are difficult for online buyers to search for and find in Car-Part marketplaces.
- **Resolved**: a part that has CPI+ assigned to it, and is much more visible in Car-Part marketplaces. (Remember, when you assign interchange in CrashLink, that interchange is *only* on Car-Part.com marketplaces. The interchange assignment is not transferred to Pinnacle.)

Accessing the Vehicle Potential Tool

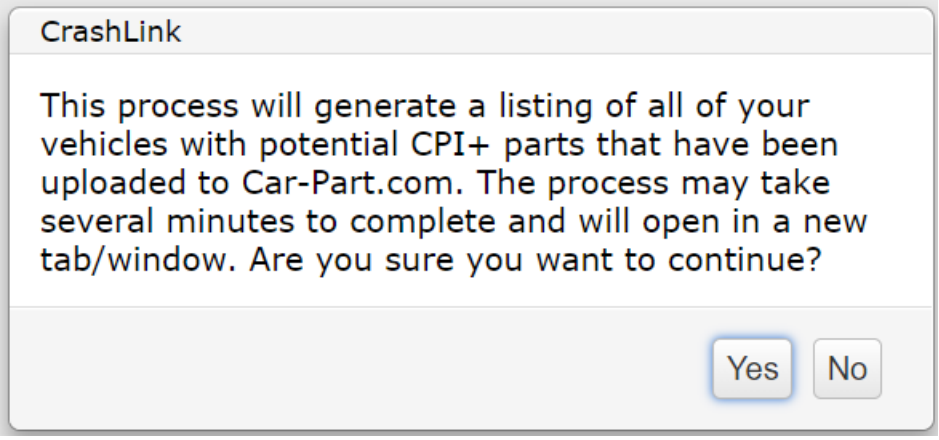
Use the Vehicle Potential tool to find valuable CPI+ parts by vehicle. Follow these steps:

1. Click **Vehicles** in the top menu.
2. Several fields appear. To access the Vehicle Potential tool, you will only use the first line.

   Use the **Sort by** drop-down menu to select your sort method, then click **Vehicle Potential**.



3. A notification will appear to inform you that the page will appear in a new tab/window and may take several minutes to load. Click **Yes** to open the Vehicle Potential tool.



4. The Vehicle Potential tool opens, with a table of vehicles. This table lists vehicles that you have in stock, but that have unresolved parts (i.e., need CPI+ interchange assigned).

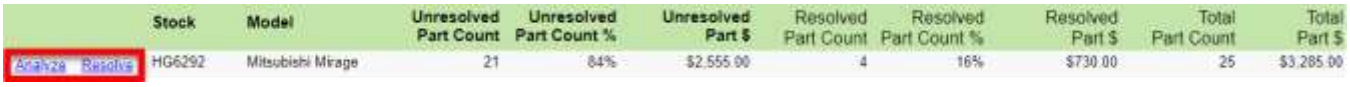
   This list is sorted according to the sort method you chose in step 2.

Vehicle Potential - Sorted by Unresolved Part $ Descending - Generated on 8/30/2021 at 1:32:13 PM EST

				Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
			Totals	9643	99%	$687,081.80	100	1%	$13,430.40	9743	$700,512.20
		Stock	Model	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Analyze	Resolve	HG6292	Mitsubishi Mirage	21	84%	$2,555.00	4	16%	$730.00	25	$3,285.00
Analyze	Resolve	HG6244	Mazda CX3	21	91.3%	$2,395.00	2	8.7%	$625.00	23	$3,020.00
Analyze	Resolve	GL4177	Mazda CX5	19	100%	$2,200.00	0	0%	$0.00	19	$2,200.00
Analyze	Resolve	GK3648	Mitsubishi Outlander	20	83.33%	$2,175.00	4	16.67%	$710.00	24	$2,885.00
Analyze	Resolve	DC2137	Mitsubishi Mirage	19	95%	$2,030.00	1	5%	$60.00	20	$2,090.00
Analyze	Resolve	GC1490	Cadillac Escalade-ESV	7	77.78%	$1,880.00	2	22.22%	$1,075.00	9	$2,955.00
Analyze	Resolve	GM4323	GMC Truck-Sierra 1500	11	100%	$1,630.00	0	0%	$0.00	11	$1,630.00
Analyze	Resolve	GC1680	Mitsubishi Outlander Sport	21	91.3%	$1,775.00	2	8.7%	$550.00	23	$2,325.00
Analyze	Resolve	GE2022	Mitsubishi Outlander	13	100%	$1,720.00	0	0%	$0.00	13	$1,720.00
Analyze	Resolve	HG6241	Mitsubishi Outlander Sport	22	100%	$1,675.00	0	0%	$0.00	22	$1,675.00
Analyze	Resolve	FG9174	Cadillac XTS	10	100%	$1,670.00	0	0%	$0.00	10	$1,670.00
Analyze	Resolve	GF2324	Cadillac Escalade	4	40%	$1,615.00	6	60%	$2,615.00	10	$4,230.00
Analyze	Resolve	EC5123	Buick Regal	12	100%	$1,595.00	0	0%	$0.00	12	$1,595.00
Analyze	Resolve	GF2538	GMC Truck-Sierra 1500	10	90.91%	$1,580.00	1	9.09%	$250.00	11	$1,830.00
Analyze	Resolve	EK8666	Buick Lacrosse	10	100%	$1,470.00	0	0%	$0.00	10	$1,470.00
Analyze	Resolve	GD1883	Buick Envision	13	100%	$1,425.00	0	0%	$0.00	13	$1,425.00
Analyze	Resolve	GA8968	Buick Enclave	11	100%	$1,400.00	0	0%	$0.00	11	$1,400.00
Analyze	Resolve	FK8158	Cadillac XT5	11	100%	$1,340.00	0	0%	$0.00	11	$1,340.00
Analyze	Resolve	HC5263	Mitsubishi Outlander Sport	10	100%	$1,325.00	0	0%	$0.00	10	$1,325.00
Analyze	Resolve	GA8916	Chevy Blazer (2019 Up)	11	91.67%	$1,305.00	1	8.33%	$65.00	12	$1,370.00
Analyze	Resolve	HG6464	Ford Fusion	14	100%	$1,300.00	0	0%	$0.00	14	$1,300.00

   Use this table to identify the greatest sales opportunities, and determine where to focus your efforts (see the **Information Available on the Vehicle Potential Tool** section of this document, below, for more information).

   To work on a vehicle's parts, click:



	Stock	Model	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Analyze Resolve	HG6292	Mitsubishi Mirage	21	84%	$2,555.00	4	16%	$730.00	25	$3,285.00

- **Analyze** – Research parts on specific vehicles. See the **Analyze: Step 1 (Researching Inventoried Vehicles)** section of this guide, below, for more information about this feature.
- **Resolve** – Assign interchange to the unresolved CPI+ parts you have inventoried. See the **Resolve Tool: Assigning Interchange to CPI+ Parts** section of this guide, below, for more information about this feature.

Information Available on the Vehicle Potential Tool

The Vehicle Potential tool lists vehicles that you have in stock, but that have unresolved parts (i.e., need CPI+ interchange assigned). You can identify the vehicles by **Stock** (from Pinnacle) and **Model**.

		Stock	Model	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Analyze	Resolve	HG6292	Mitsubishi Mirage	21	84%	$2,555.00	4	16%	$730.00	25	$3,285.00
Analyze	Resolve	HG6244	Mazda CX3	21	91.3%	$2,395.00	2	8.7%	$625.00	23	$3,020.00
Analyze	Resolve	GL4177	Mazda CX5	19	100%	$2,200.00	0	0%	$0.00	19	$2,200.00

The Vehicle Potential tool displays the following information for each vehicle in the list, and displays **Totals** at the top of the page.

	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Totals	9643	99%	$687,081.80	100	1%	$13,430.40	9743	$700,512.20

- **Unresolved Part Count** – Number of parts you have listed on Car-Part.com for which CPI+ is available, but interchange still needs to be assigned.
- **Unresolved Part Count %** - Percentage of all CPI+ parts on your vehicles on Car-Part.com that are unresolved (e.g., if you had 100 CPI+ parts posted on Car-Part.com, and 90 of them were unresolved, then the **Unresolved Part Count %** would be 90%).
- **Unresolved Part $** - Value of all the unresolved CPI+ parts you have on Car-Part.com, based on the part's retail price in Pinnacle.
- **Resolved Part Count** – Number of parts you have listed on Car-Part.com that have interchange assigned.
- **Resolved Part Count %** - Percentage of all CPI+ parts on your vehicles on Car-Part.com that are resolved (e.g., if you had 100 CPI+ parts posted on Car-Part.com, and 90 of them were unresolved, then the **Resolved Part Count %** would be 10%).
- **Resolved Part $** - Value of all the resolved CPI+ parts you have on Car-Part.com, based on the part's retail price in Pinnacle.
- **Total Part Count** – The number of CPI+ parts you have posted on Car-Part.com, both resolved and unresolved.
- **Total Part $** – Value of all CPI+ parts you have on Car-Part.com, based on the part's retail price in Pinnacle.

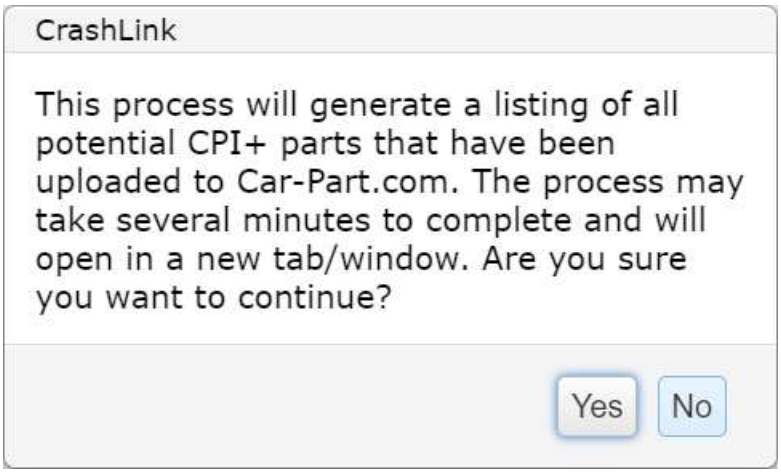
Accessing the Part Potential Tool

Use the Part Potential tool to find valuable CPI+ parts by part type. Follow these steps:

1. Click **Parts** in the top menu.
2. Several fields appear. To access the Part Potential tool, you will only use the first line.

   Use the **Sort by** drop-down menu to select your sort method, then click **Part Potential**.

3. A notification will appear to inform you that the page will appear in a new tab/window and may take several minutes to load. Click **Yes** to open the Part Potential tool.



4. The Part Potential tool opens, with a table of all CPI+ part types that can have interchange assigned through CrashLink's Resolve tool.

   This list is sorted according to the sort method you chose in step 2.

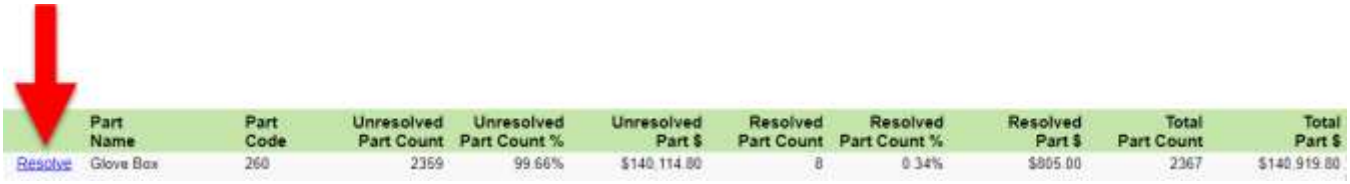
Part Potential - Sorted by Unresolved Part $ Descending - Generated on 8/30/2021 at 5:21:03 PM EST

	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Totals	9727	99%	$696,989.20	101	1%	$13,680.40	9828	$710,669.60

	Part Name	Part Code	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Resolve	Glove Box	260	2359	99.66%	$140,114.60	8	0.34%	$605.00	2367	$140,919.60
Resolve	Fuel Filler Door	177	1584	99.3%	$127,227.40	14	0.7%	$840.00	1098	$128,067.40
Resolve	Jack Assembly	564	1574	99.62%	$83,786.00	6	0.38%	$300.00	1580	$84,086.00
Resolve	Engine Cover	351	1038	99.52%	$67,415.00	5	0.48%	$335.00	1043	$67,750.00
Resolve	Front Door Trim Panel	204	448	99.12%	$55,935.00	4	0.88%	$875.00	452	$56,810.00
Resolve	Running Board	122	290	98.31%	$38,425.00	5	1.69%	$2,190.00	295	$40,615.00
Resolve	Headliner	224	158	99.37%	$34,645.00	1	0.63%	$950.00	159	$35,595.00
Resolve	Rear Door Trim Panel	205	297	99%	$31,150.00	3	1%	$265.00	300	$31,415.00
Resolve	Rocker Moulding	189	240	96.39%	$17,815.00	9	3.61%	$735.00	249	$18,550.00
Resolve	Steering Wheel	235	190	96.45%	$17,845.40	7	3.55%	$950.00	197	$18,795.40
Resolve	Antenna	545	218	100%	$13,955.40	0	0%	$0.00	218	$13,955.40

5. Use this table to identify the greatest sales opportunities, and determine where to focus your efforts.

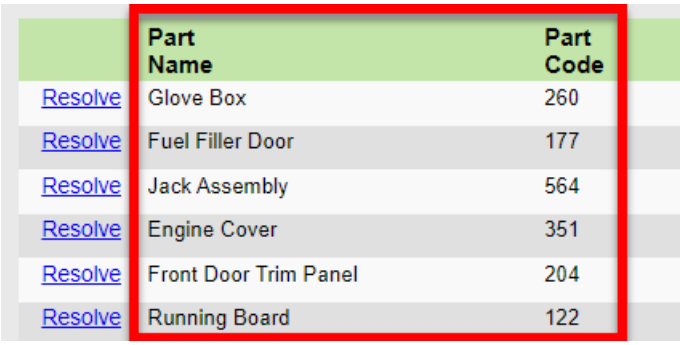
   To assign interchange to parts of a particular CPI+ part type, click **Resolve** on the line for that part type.



	Part Name	Part Code	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Resolve	Glove Box	260	2359	99.66%	$140,114.80	8	0.34%	$805.00	2367	$140,919.80

Information Available on the Part Potential Tool

The information available on the Part Potential tool is very similar to the information available on the Vehicle Potential tool (see the **Information Available on the Vehicle Potential Tool** section of this guide, above), but the information is categorized by part.



	Part Name	Part Code
Resolve	Glove Box	260
Resolve	Fuel Filler Door	177
Resolve	Jack Assembly	564
Resolve	Engine Cover	351
Resolve	Front Door Trim Panel	204
Resolve	Running Board	122

Resolve Tool: Assigning Interchange to CPI+ Parts

The Resolve tool enables you to assign CPI+ interchange for the parts you have posted on Car-Part.com. Each night, the assigned interchange options will update in your Car-Part.com listings.

Remember, CrashLink relies on your inventory upload to Car-Part.com. If you are inventorying a vehicle on Pinnacle today, then the parts will be uploaded to Car-Part.com tonight, and you'll have the opportunity to assign interchange with the Resolve tool *tomorrow*, because the Resolve tool assigns interchange to parts that have already been inventoried and uploaded to Car-Part.

To use the Resolve tool and assign interchange to your parts, follow these steps:

Open the Resolve Tool

You can access the Resolve tool from multiple places throughout CrashLink:

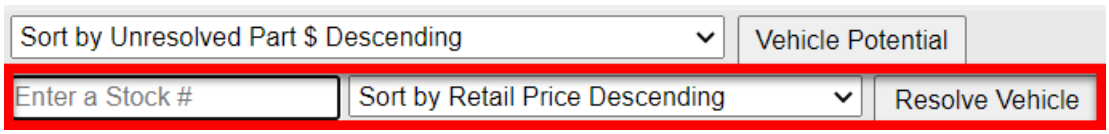
Option A: Resolve Vehicle Button

Use this method if you want to open the Resolve tool to a specific vehicle in your inventory, so you can work on an entire vehicle at once.

1. Click **Vehicles**.

2. Several fields appear. To access the Resolve tool, you will only use the second line.

   Enter your vehicle's stock number from Pinnacle in the **Enter a Stock #** field.
3. Use the drop-down menu to select your sort method.
4. Click **Resolve Vehicle**.



5. The Resolve tool opens.

Option B: Resolve Part Button

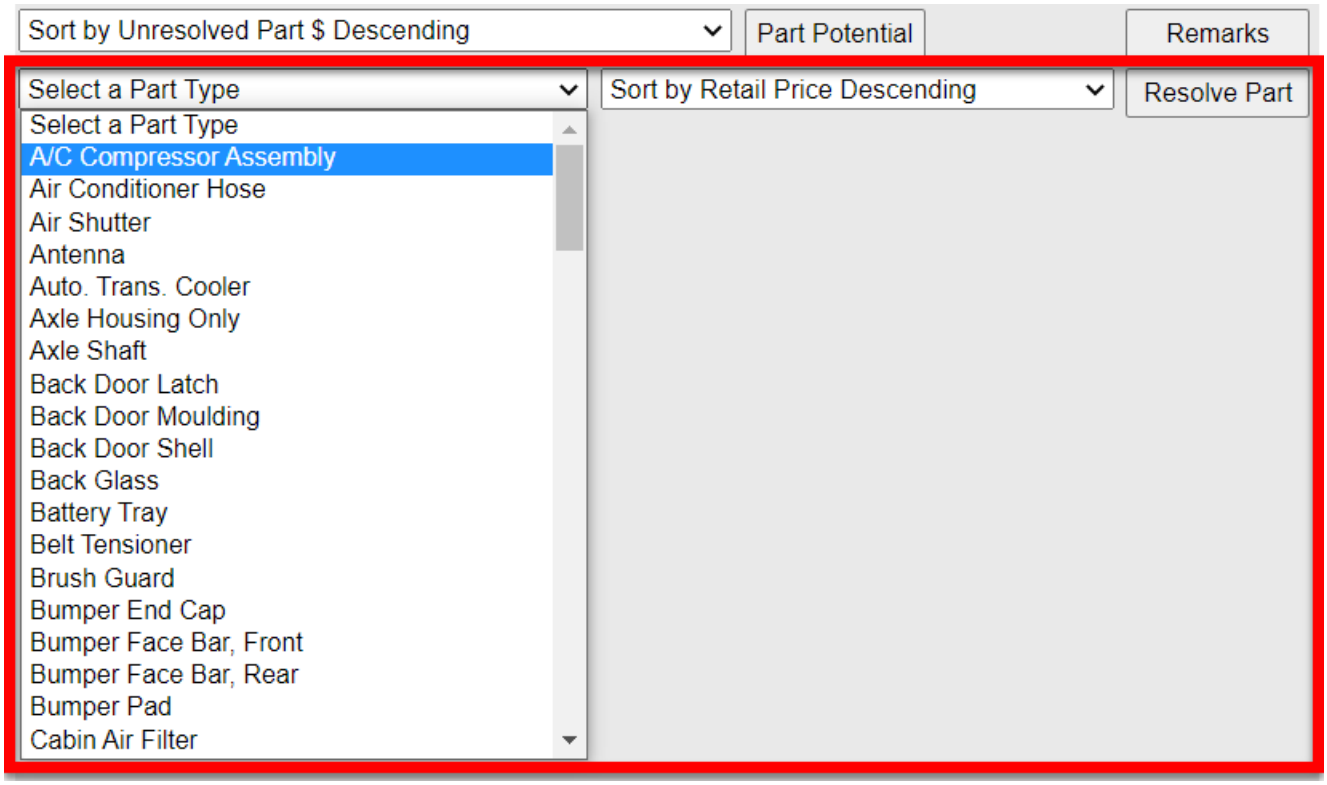
Use this method if you want to open the Resolve tool to a certain part type, so you can work on multiple parts of the same part type.

1. Click **Parts**.

2. Several fields appear. To access the Resolve tool, you will only use the second line.

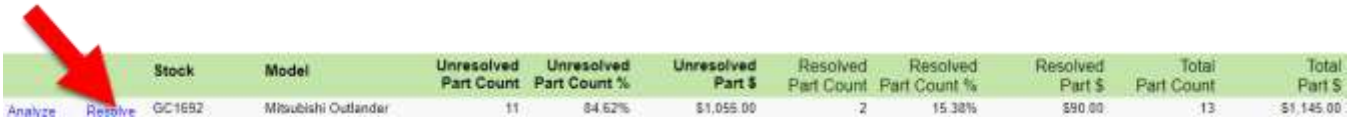
   Use the first dropdown to select a CPI+ part type.

3. Use the second dropdown to select your sort method.
4. Click **Resolve Part**.
5. The Resolve tool opens.



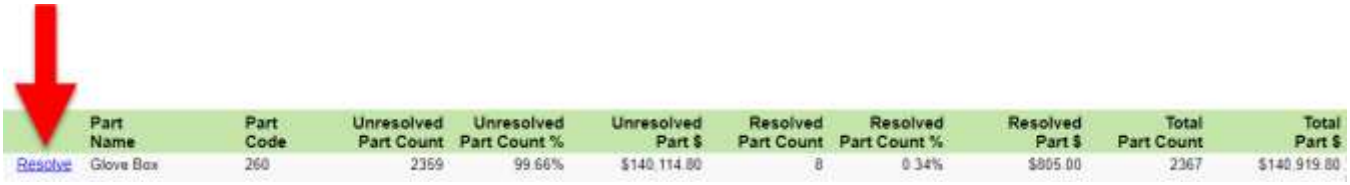
Option C: From Vehicle Potential Tool

On the Vehicle Potential tool, you can click the **Resolve** link on any vehicle's line, to resolve parts on this vehicle. (See the **Vehicle and Part Potential Tools** section of this guide for more information about this feature.)



		Stock	Model	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Analyze	Resolve	GC1692	Mitsubishi Outlander	11	84.62%	$1,055.00	2	15.38%	$90.00	13	$1,145.00

Option D: From Part Potential Tool

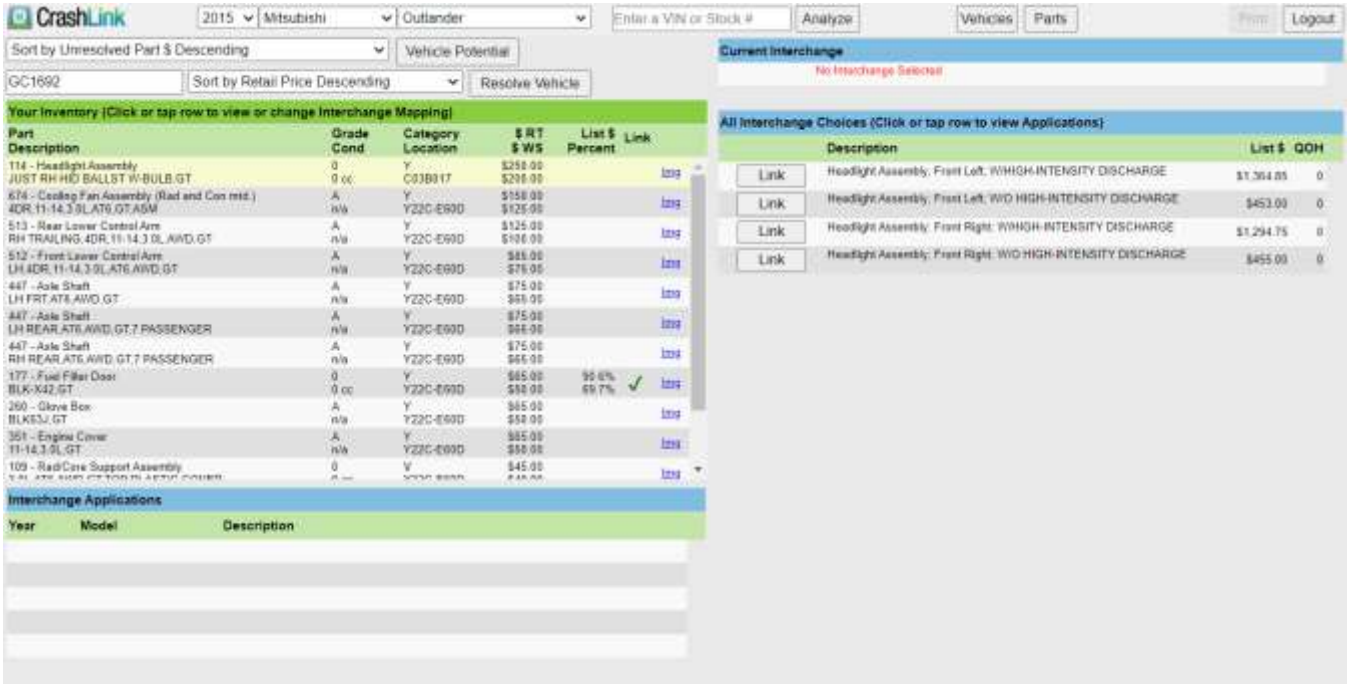


	Part Name	Part Code	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Resolve	Glove Box	260	2359	99.66%	$140,114.80	8	0.34%	$805.00	2367	$140,919.80

On the Part Potential tool, click the **Resolve** link on any part type's line, to resolve parts of this part type. (See the **Vehicle and Part Potential Tools** section of this guide for more information about this feature.)

Use the Resolve Tool

When the Resolve tool opens, it displays CPI+ parts on your chosen vehicle, or CPI+ parts of the part type you selected. Regardless of whether you opened the Resolve tool by vehicle or by part type, the remainder of the workflow is the same.

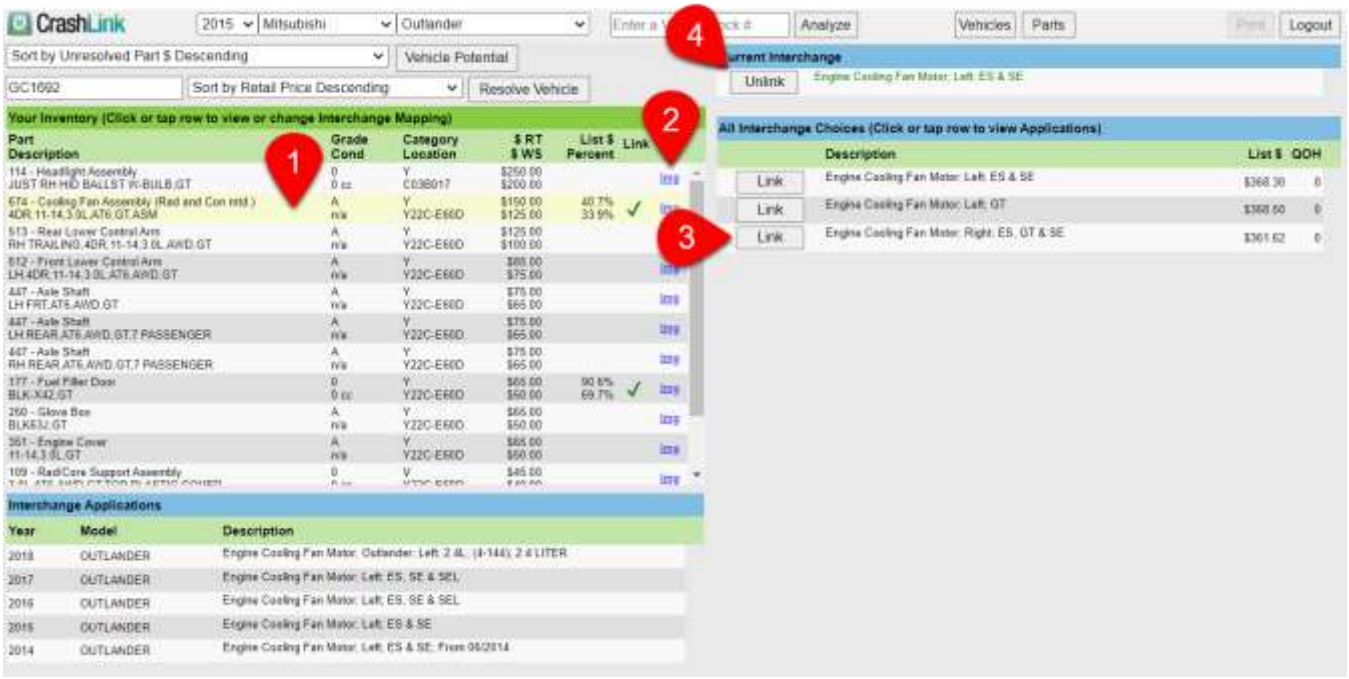


Each part line includes:

- **Part Description** (if you are resolving parts from a vehicle) *or* **Stock Year Model Description** (if you are resolving parts of a chosen part type)**, Grade, Cond**, **Category, Location**, and **$RT** (retail) and **$WS** (wholesale) price information from Pinnacle.
- **List $ Percent** – shows the **$RT** and **$WS** prices from Pinnacle as percentages of current US OEM list price.
- **Link** – displays a green checkmark if the part is resolved (has an interchange assigned).
- **Img** (images) links – when you click an **Img** link, CrashLink checks to see if any images of your inventoried part are available on Car-Part.com and displays them, if available.

To resolve parts, follow these steps:

1. Click a part line to select a part to assign interchange to. When you do, the Resolve tool will display the **Current Interchange** and **All Interchange Choices** options for that part (the selected part line will appear highlighted in yellow).
    - **Current Interchange** – if this part is already resolved, this shows the interchange option that is currently selected for this part
    - **All Interchange Choices** – shows which CPI+ interchange options are available for this part type on this vehicle
        - To **view Interchange Application** information for any option, click it and the information will populate in the **Interchange Applications** section.



2. (Optional) If you'd like to visually verify which part you are assigning interchange to, click the **Img** link to open a window displaying any images you have posted of this part on Car-Part.com.
3. To assign an interchange option to this part, find the correct interchange option for your part, and click **Link**.

   The selected option will now appear under **Current Interchange**, and its part line will show a green checkmark. This interchange option will be updated on the Car-Part.com marketplace overnight.
4. If you wish to unassign the interchange option displayed under **Current Interchange**, you can do so by clicking **Unlink**.

Remarks

When an interchange update affects the parts you have previously resolved in CrashLink, CrashLink will *unlink* your interchange choices for those parts, so that you can then assign the updated, more accurate interchange choice.

For example, if an interchange update introduces separate applications for some Floor Shift Assemblies made before 8/23/21 and similar Floor Shift Assemblies made after 8/23/21, then your previously selected interchange choice will be unlinked.

You can quickly and easily find and resolve your parts that have been affected by an interchange update, by accessing the Resolve tool through the **Remarks** button.

Opening the Resolve tool for Parts Affected by an Interchange Update

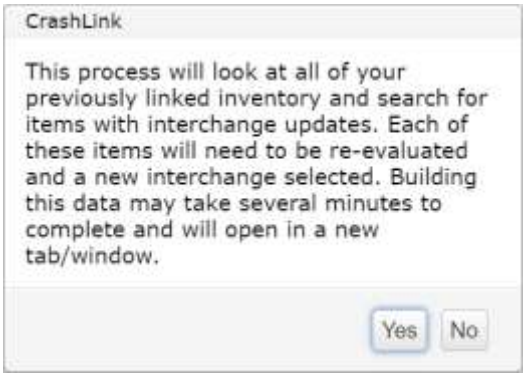
The **Remarks** button opens the Resolve tool to display all your parts that have been affected by an interchange update.

To access the **Remarks** button, starting from the Inventory page:

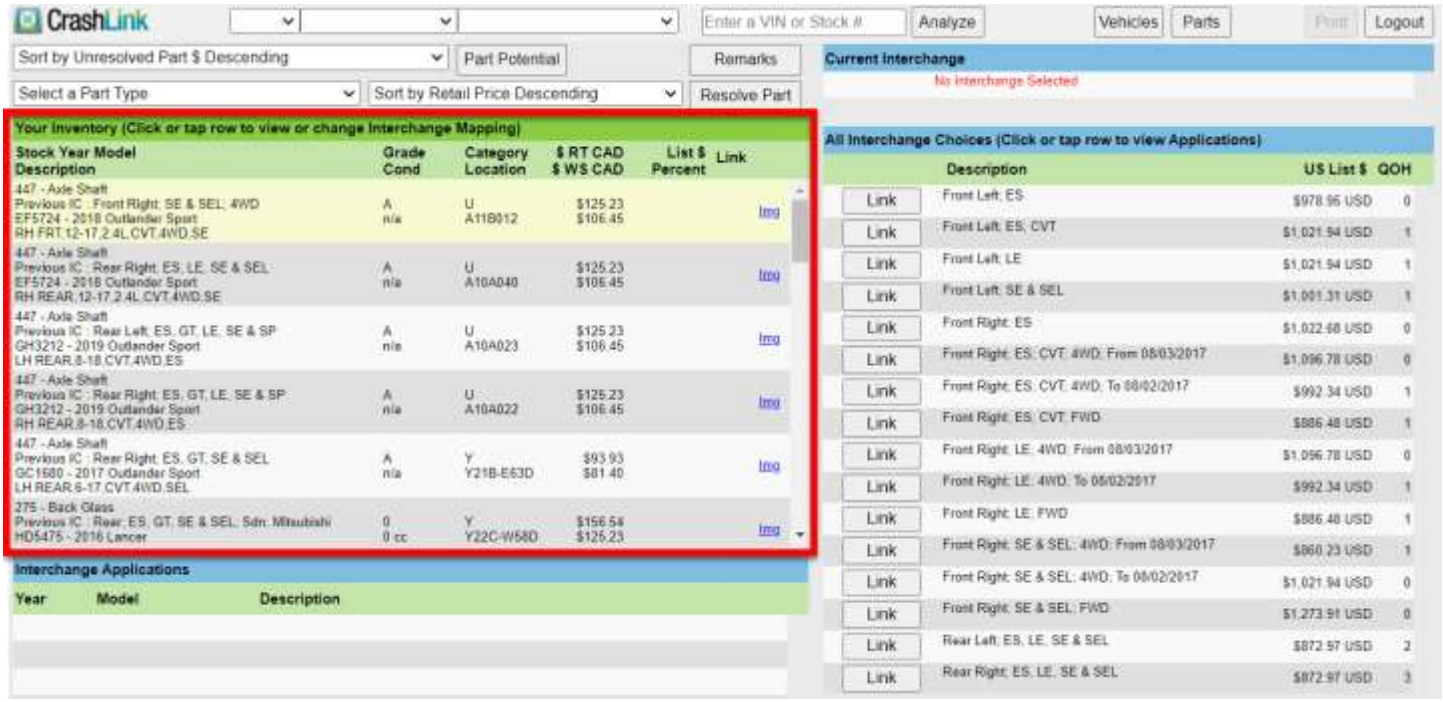
1. Click **Parts**.

2. Several fields appear, along with the **Remarks** button. Click the **Remarks** button.

3. A window appears to notify you that CrashLink will scan your inventory for all parts that previously had interchange assigned, but were unlinked due to interchange updates. Click **Yes**.



4. The Resolve tool opens, showing only your parts that previously had interchange assigned, but have been unlinked by an interchange update.



Using the Resolve Tool for Unlinked Parts

Functionally, the Resolve tool works the same when assigning updated interchange to unlinked parts. Select a part line and link the appropriate interchange choice for the part. (For more information, see the **Use the Resolve Tool** section of this guide).

The information that displays is also the same, except that each part line also includes the previous interchange assignment in its description.

Stock Year Model Description	Grade Cond	Category Location	$ RT CAD $ WS CAD	List $ Percent	Link
447 - Axle Shaft Previous IC : Front Right; SE & SEL; 4WD EF5724 - 2018 Outlander Sport RH FRT,12-17,2.4L,CVT,4WD,SE	A n/a	U A11B012	$125.23 $106.45		Img

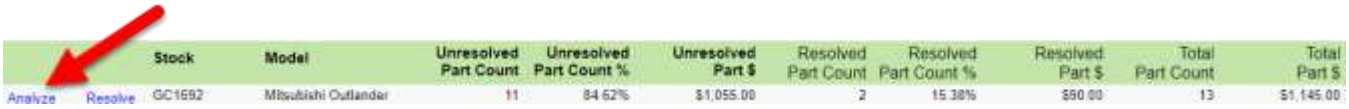
Analyze: Step 1 (Researching Vehicles)

The Analyze tool serves as a powerful research tool. This page enables you to examine the vehicles you have inventoried in Pinnacle (or any vehicle), and learn which parts are high-value and worth prioritizing. The Analyze tool makes it easy to print lists of the parts you're interested in. You can save the parts you're researching on the Analyze tool, so that you can view them again with ease.

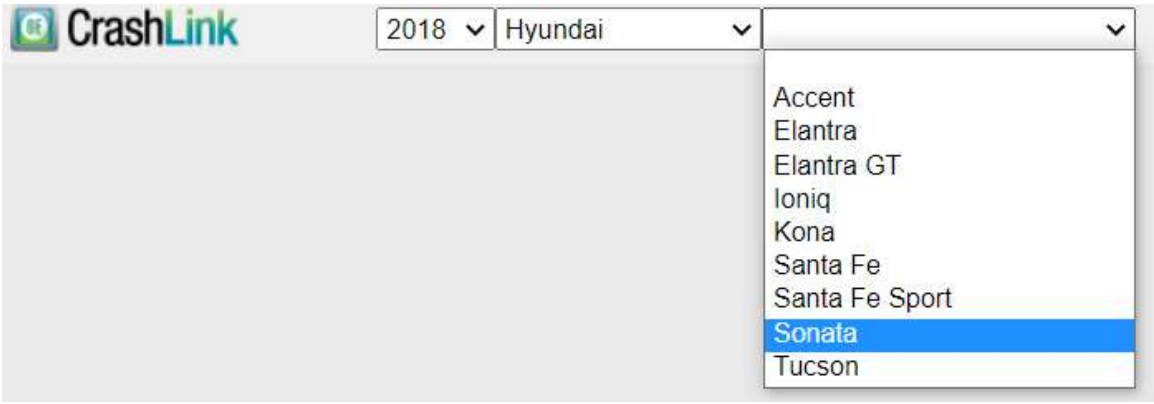
To analyze a vehicle, follow these steps:

1. Open the Analyze tool, with one of the following methods:
    - To research a vehicle you have inventoried in Pinnacle (and that has been uploaded to Car-Part): From the Inventory page, enter your vehicle's VIN or stock number, and click **Analyze** at the top of your screen.

    - To research a vehicle you identified with the Vehicle Potential tool: From the Vehicle Potential tool, you can click the **Analyze** link on any vehicle's line. (See the **Accessing the Vehicle Potential Tool** section of this guide for more information about this feature.)

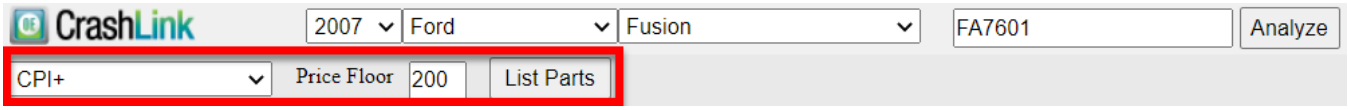


- To research a vehicle you don't have inventoried (or have inventoried but have not yet uploaded to Car-Part.com): Use the drop-downs to select the year, make, and model of the vehicle you wish to research.



2. If you already have parts for the vehicle saved in CrashLink, skip to the section of this document titled **Analyze: Step 3 (Viewing and Updating Your Saved Parts).** If you do not yet have parts saved in CrashLink, continue to this workflow.
3. A **Price Floor** filter appears. Enter a **Price Floor** in that field to filter out parts by price.

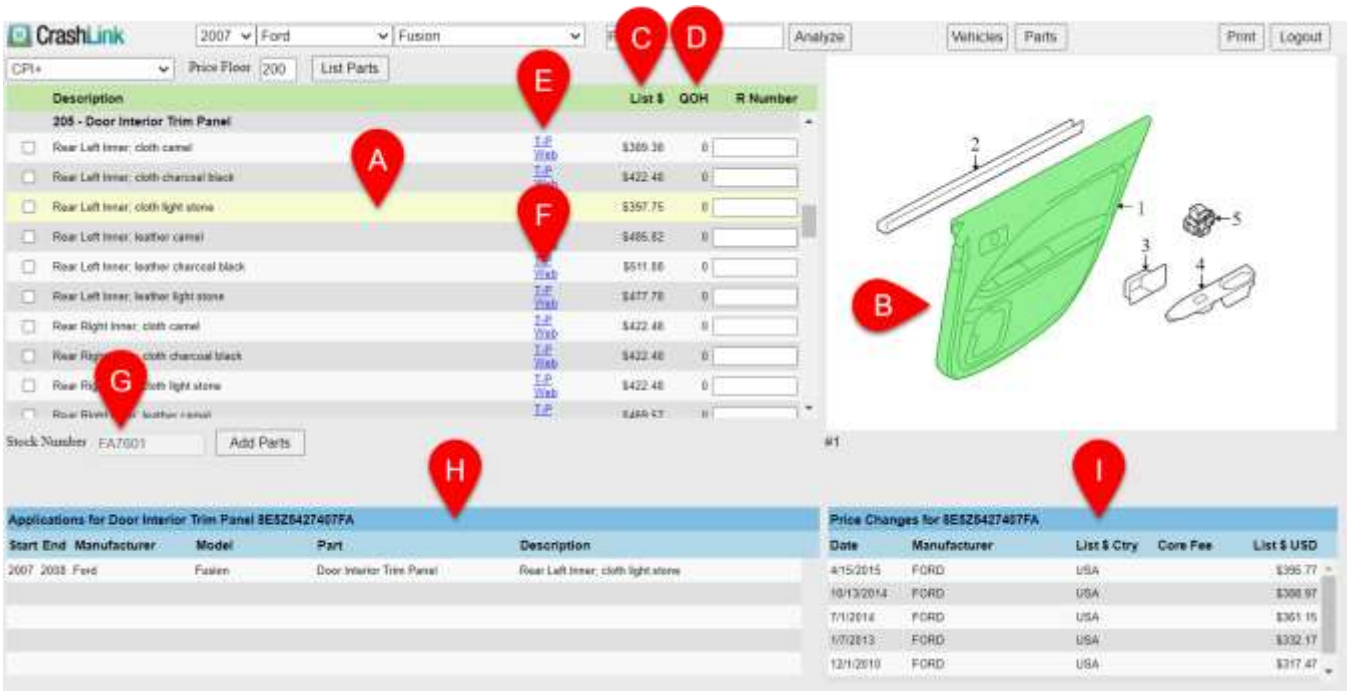
   When you enter a **Price Floor**, CrashLink will filter out any part types where *all* the interchange options are below the Price Floor; therefore, you may still see some interchange options in your list that are lower value than the Price Floor. The **Price Floor** filters out part types on your selected vehicle with a value below a set dollar amount* (based on current US OEM list prices), which can be adjusted using the text box.



4. Click **List Parts**. The Analyze tool opens.

* When you set a Price Floor, CrashLink will filter out any part types where *all* interchange options of that part type are below the Price Floor; therefore, you may see some interchange options in your list that are lower value than the Price Floor.

Information Available in the Analyze Tool



A. **Part selection** – Click to select a part in the list. The information on the page (Diagram, Applications, and Price Changes) will update to display information about the selected part. Whichever part you have selected will be highlighted in yellow.

B. **Diagram** – The selected part is highlighted in green in the diagram.

- If there are multiple diagrams available from Motor® for this part, there will be a drop-down menu available under the diagram. Use this to select and view additional diagrams.

C. **List $** – Displays the current OEM list price of a part. To learn more about your choices for this feature, please see **Appendix A: Currency Display Options**.

D. **QOH** – Displays the “Quantity on Hand” of a part, based on what you have inventoried.

E. **T-P** – Click the **T-P** link to search for this part on Trading Partners.

F. **Web** – Click **Web** to search for this OEM number on Google.

G. **Stock Number** – Displays the vehicle’s stock number.

H. **Applications** – Displays the OEM applications for this part. This information is very helpful in cases where you don’t have the specific part you searched for in stock. This section displays other vehicles with parts that match this OEM number, so you can find the right part from a different year, make, or model.

I. **Price Changes** – Displays the history of the List Price changes for this part. See **Appendix A: Currency Display Options** to learn more about the information displayed here.

Analyze: Step 2 (Saving Parts)

Depending on your research goals, this list may contain all the information you need. But if you want to print a list of parts, or if you want to revisit a list of specific parts later, you must “save” them.

When you’re viewing the full list of part types on the Analyze tool, you can select which parts you wish to save.

1. Select the checkboxes for the parts your wish to save in CrashLink.
2. Depending on your research goals, this list may contain all the information you need. But if you want the ability to later retrieve this information quickly and easily, you will need to save the parts in CrashLink. To do so, select the checkboxes for the parts you wish to save.
3. If the **Stock Number** field is blank (i.e., if you searched for a vehicle that is not inventoried in Pinnacle, or that has been inventoried in Pinnacle but has not yet been uploaded to Car-Part.com), enter a stock number in that field now.

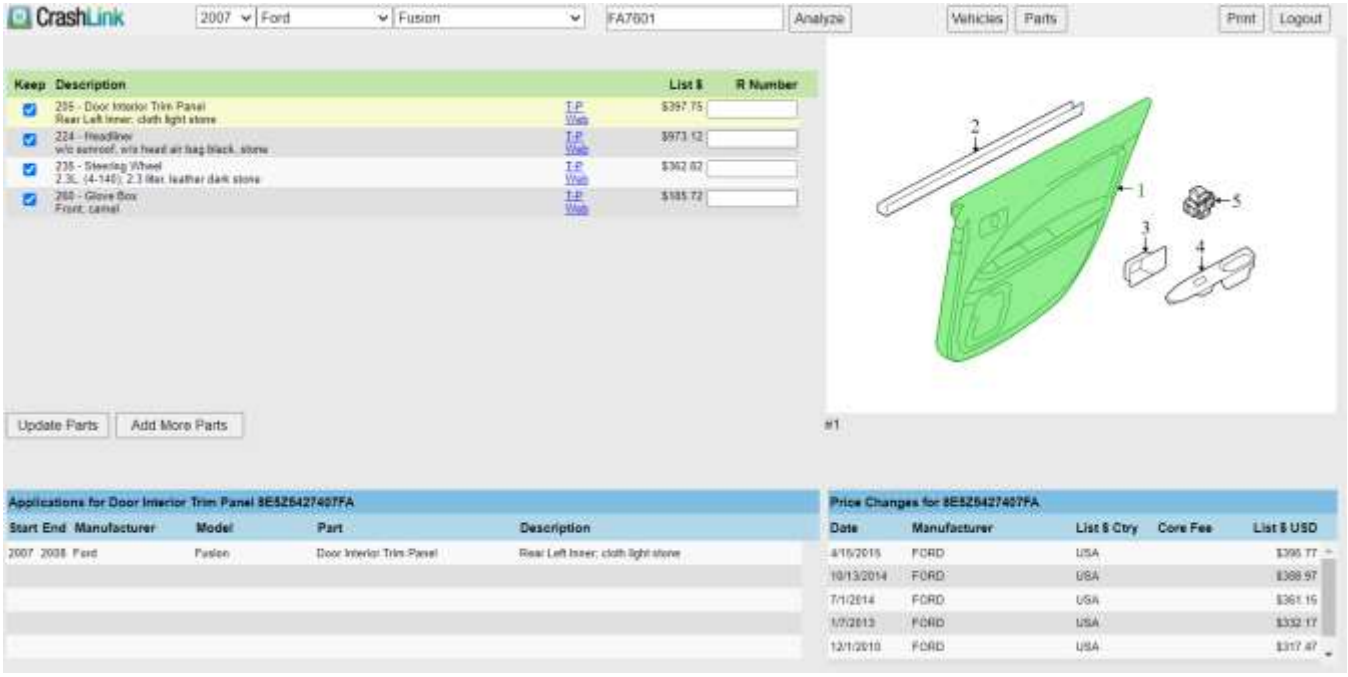
   A stock number is required to save parts in CrashLink.

   - If you do not have a Pinnacle stock number for the vehicle (e.g., it’s a vehicle you’re researching to bid on), you can enter any combination of numbers and letters in this field—just be sure to remember what you enter, if you intend later to access the list of saved parts for the vehicle.
   - If you do have a Pinnacle stock number for this vehicle, enter that stock number.

4. Click **Add Parts**.

5. The Analyze tool now shows a list of only your saved parts.

   If you wish to continue working in the Analyze tool to view and print information about your saved parts, continue on to the next section.


CrashLink
2007
Ford
Fusion
FA7601
Analyze
Vehicles
Parts
Print
Logout
Keep
Description
List $
R Number
205 - Door Interior Trim Panel
Rear Left Inner; cloth light stone
T-P
Web
$397.75
224 - Headliner
w/o sunroof, w/o head air bag black, stone
T-P
Web
$973.12
235 - Steering Wheel
2.3L (4-140); 2.3 liter, leather dark stone
T-P
Web
$362.82
260 - Glove Box
Front; camel
T-P
Web
$185.72
Update Parts
Add More Parts
#1
Applications for Door Interior Trim Panel 8E5Z5427407FA
Start
End
Manufacturer
Model
Part
Description
2007
2008
Ford
Fusion
Door Interior Trim Panel
Rear Left Inner; cloth light stone
Price Changes for 8E5Z5427407FA
Date
Manufacturer
List $ Qty
Core Fee
List $ USD
4/15/2015
FORD
USA
$396.77
10/13/2014
FORD
USA
$388.97
7/1/2014
FORD
USA
$361.15
1/7/2013
FORD
USA
$332.17
12/1/2010
FORD
USA
$317.47

Analyze: Step 3 (Viewing and Updating Your Saved Parts)

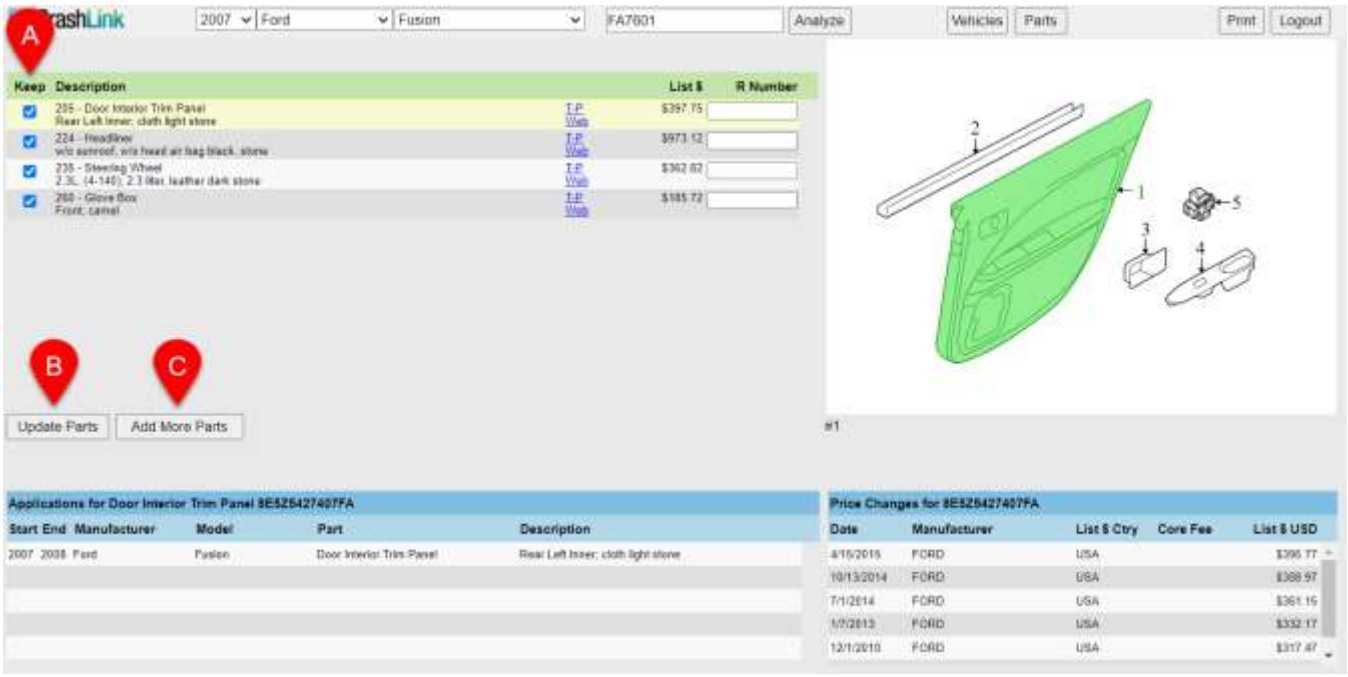
When you click **Add Parts** on the Analyze tool, or when you click the **Analyze** button for a selected vehicle for which you have already saved parts, a list of all your saved parts for the selected vehicle appears.

When you are viewing your list of saved parts, 3 additional features appear on the Analyze tool.

A. **Keep** -- Use the checkboxes to specify which parts to keep on your list. To remove a part from your list, uncheck the box, then click **Update Your Parts** to update your list.

B. **Update Parts** – Click this button to update your list of saved parts after you have changed the **Keep** information.

C. **Add More Parts** – Click this button to go to the full list of parts for the vehicle.



Analyze Step 4: (Printing Information from the Analyze Tool)

You've now found information about valuable parts on your vehicle. Saving parts in the Analyze tool gives you the ability to return to your research quickly, but you may want a paper version of the list to share this information with your team. The **Print** button allows you to print this page's information, so you can keep physical copies of your research that present the Analyze tool's information in an orderly, easy-to-read fashion.

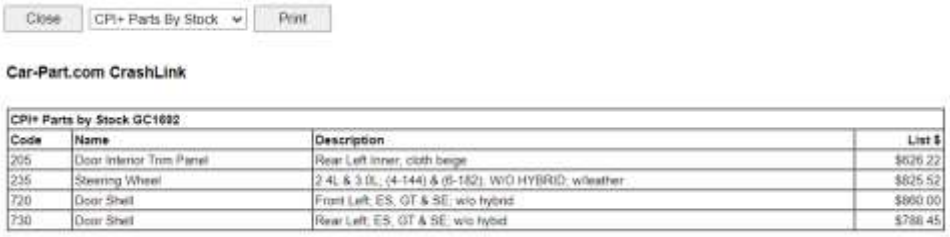
1. Click the **Print** button. The **Print** page opens.
2. Use the drop-down to select which view you would like to print.

    a. **CPI+ Analysis** – Prints a list of all CPI+ part types for the vehicle, including all interchange options (part types filtered out by your Price Floor will not display here).

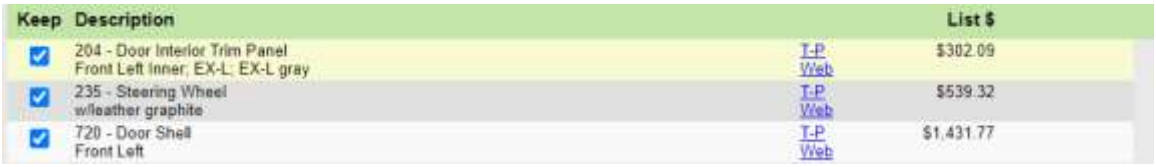
This view corresponds with the full list of CPI+ part types on the Analyze tool.

	Description		List $	QOH
	204 - Door Interior Trim Panel			
☐	Front Left Inner; EX-L; EX-L	T-P Web	$337.02	0
☐	Front Left Inner; EX; EX	T-P Web	$337.02	0
☐	Front Left Inner; LX; LX	T-P Web	$337.02	0
☐	Front Right Inner; EX-L; EX-L	T-P Web	$337.02	0
☐	Front Right Inner; EX; EX	T-P Web	$337.02	0
☐	Front Right Inner; LX; LX	T-P Web	$337.02	0
	205 - Door Interior Trim Panel			
☐	Rear Left Inner; EX-L; EX-L	T-P Web	$303.92	0
☐	Rear Left Inner; EX; EX	T-P Web	$303.92	0
☐	Rear Left Inner; LX; LX	T-P Web	$303.92	0

b. **CPI+ Parts by Stock** – Prints only the list of parts you have “saved” in CrashLink on this vehicle.



This view corresponds with the list of saved parts for your vehicle on the Analyze tool.



3. Click **Print** to print.
4. Click **Close** to return to the Analyze tool.

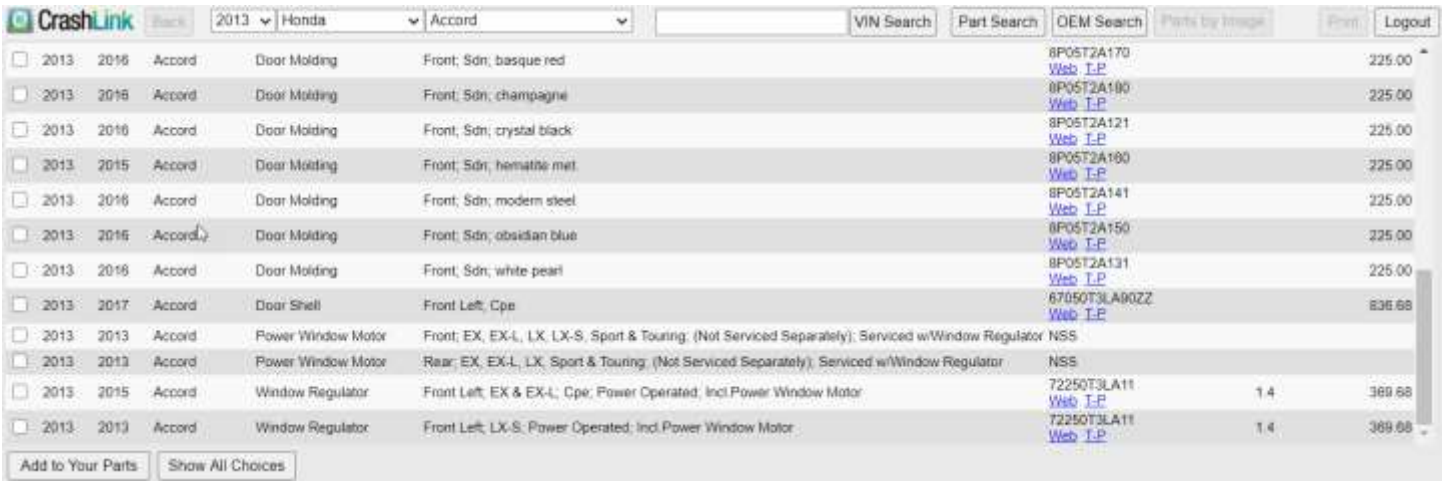
Examples of CrashLink Workflows

CrashLink is the solution for your OEM pricing and OEM information needs. Because CrashLink is so powerful and flexible, you might find it helpful to review these example scenarios to better understand the different ways CrashLink can assist you.

Pricing an In-Stock Part with an Interchange Search

Scenario: An insurance adjustor calls, requesting a left front door for a 2013 Honda Accord. You look up the part in Pinnacle, and the part has interchange. You have the part in stock, but you do not have a price. You want to research the price for this part on CrashLink.

1. From your search results screen in Pinnacle, press **Shift** + **F6**.[*]).
2. CrashLink opens in your web browser.

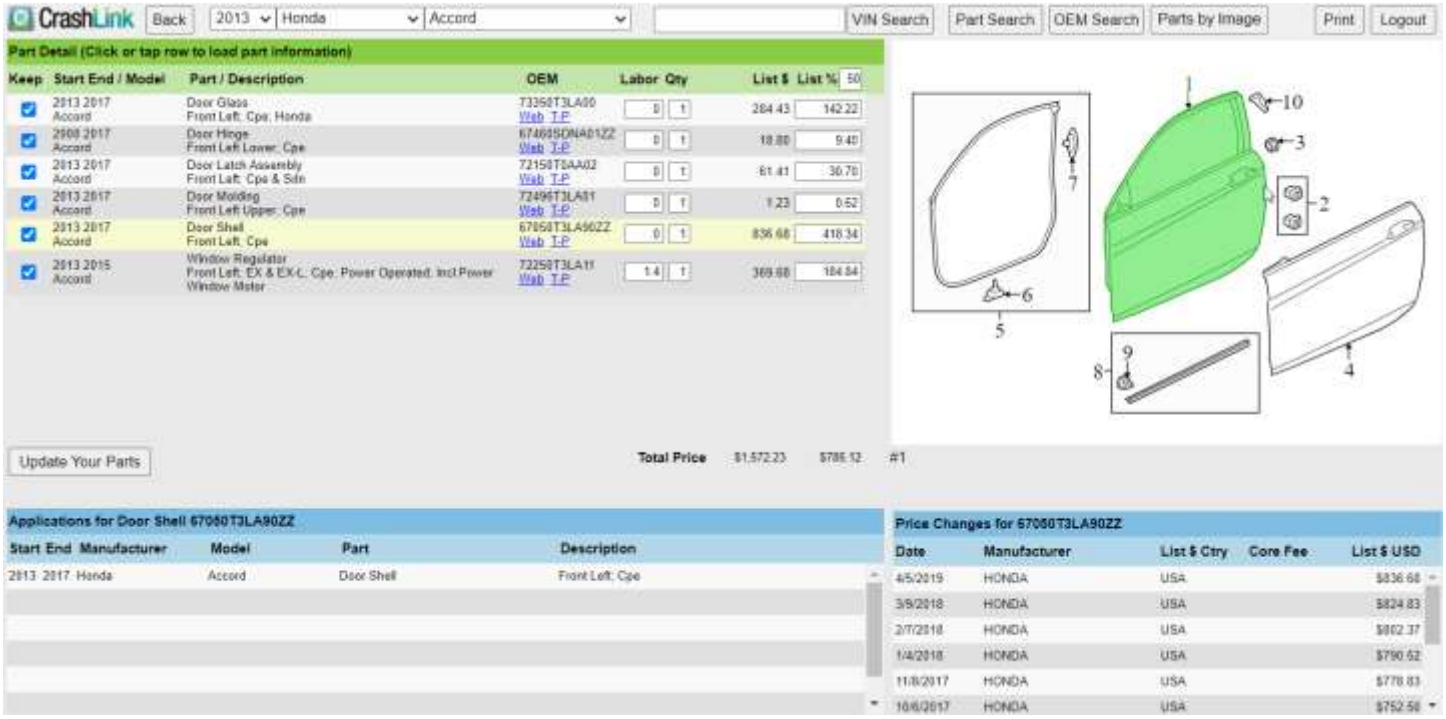


Note that not only is the Door Shell listed, but also listed is the Door Glass, Door Hinge, Door Latch Assembly, Door Molding, Power Window Motor, and Window Regulator. When you look up a part like a door, there are often other parts that you may want to consider when researching the price, so CrashLink lists related parts here for you.

Ask your customer for the information you need to make your selections, and check the appropriate checkboxes.

[*] Most Pinnacle Classic users use **Shift + F6** to begin a CrashLink search; however, occasionally a different F-key is configured. If you do not know your CrashLink F-key, see **Appendix B: Confirming CrashLink's F-key**.

3. Click **Add to Your Parts**. The **Pricing/Information** page opens.

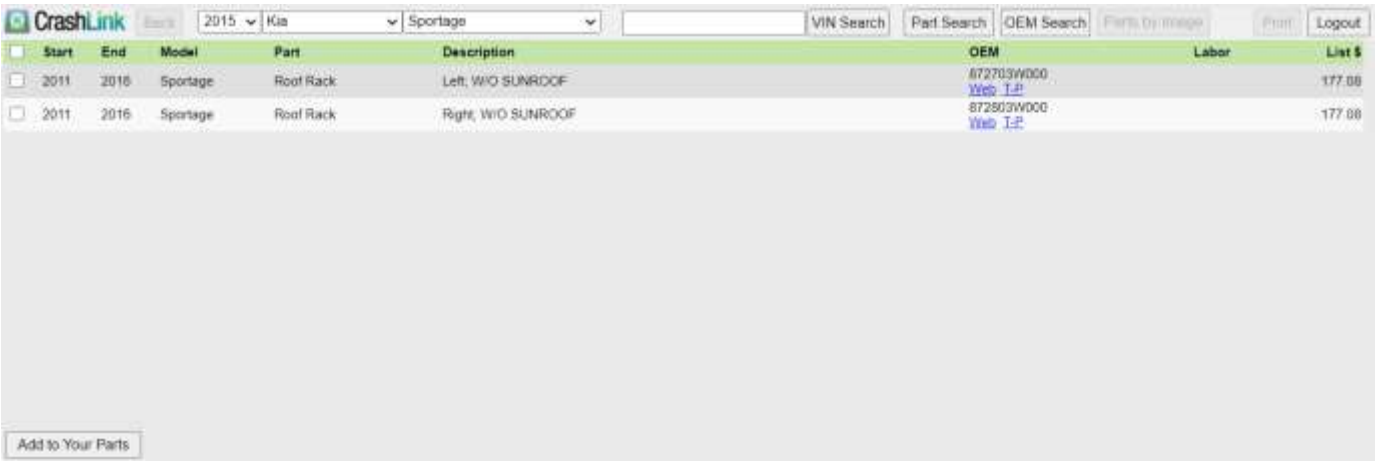


4. Reference the information available on this screen to determine the price of the door.

Finding a Similar Part with a Non-Interchange Search

Scenario: A retail customer calls requesting a luggage rack for a 2016 Kia Sportage. You look up the part in Pinnacle. This part does not have interchange.

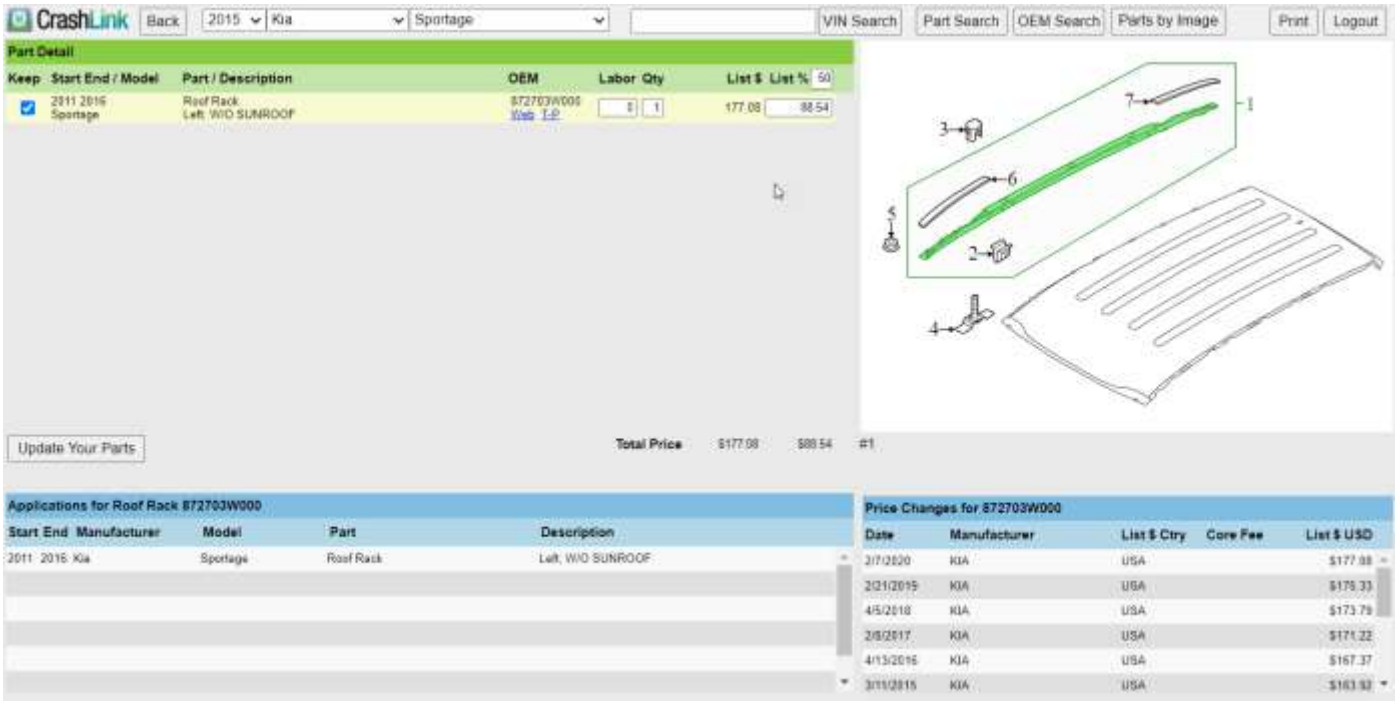
1. You look the part up in Pinnacle, and you see that you have a luggage rack from a 2015 Kia Sportage, but you don't know if that will work for your customer's 2016. You decide to search CrashLink.
2. Press **Shift + F6**.[*]) This launches the CrashLink data search. CrashLink processes the data and opens the **Part Selection** page in your browser.



3. Based on the questions, ask the customer about the part they need (in this case, you'd ask whether they need the left or right roof rack). Use the checkboxes to select the part you wish to search.
4. Click **Add to Your Parts**.

[*] Most Pinnacle Classic users use **Shift + F6** to begin a CrashLink search; however, occasionally a different F-key is configured. If you do not know your CrashLink F-key, see **Appendix B: Confirming CrashLink's F-key**.

5. The **Pricing/Information** page opens. The **Applications** section lists the years and models that share the same OEM part number. This information will tell you if the 2015 roof rack that you have is compatible with the 2016 that the customer requested.



Identifying a Loose Part – OEM Number Lookups

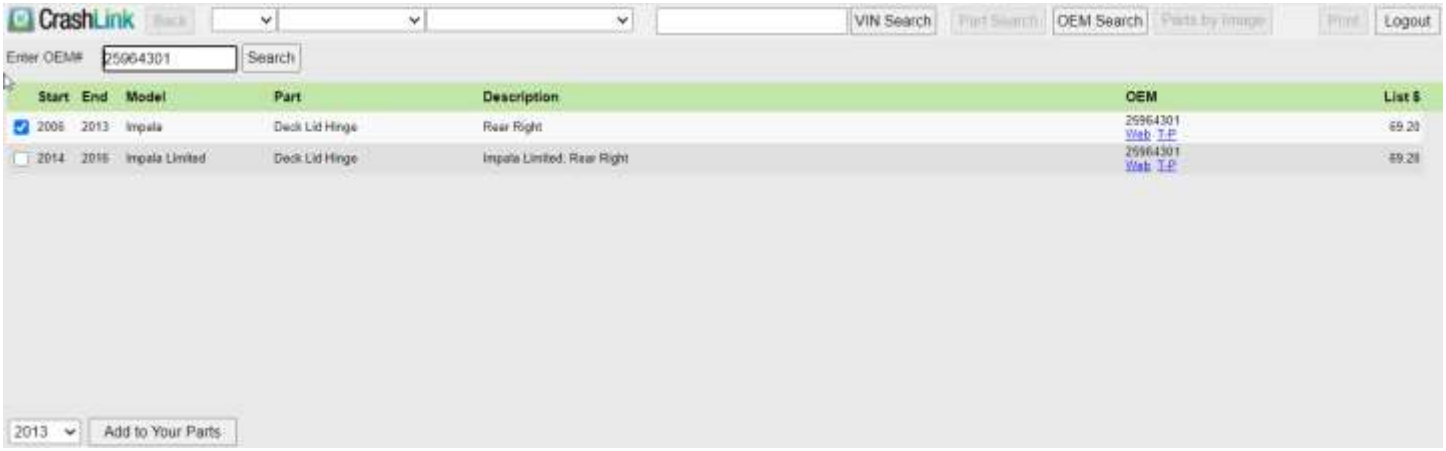
Scenario: You find a hinge in the yard that has no tag or any other identifying features except for an OEM number of 25964301. You can use CrashLink to help you determine what the hinge fits and how much you should charge for it.

1. Go to CrashLink.Car-Part.com and log in.
2. Click the **OEM Search** button.

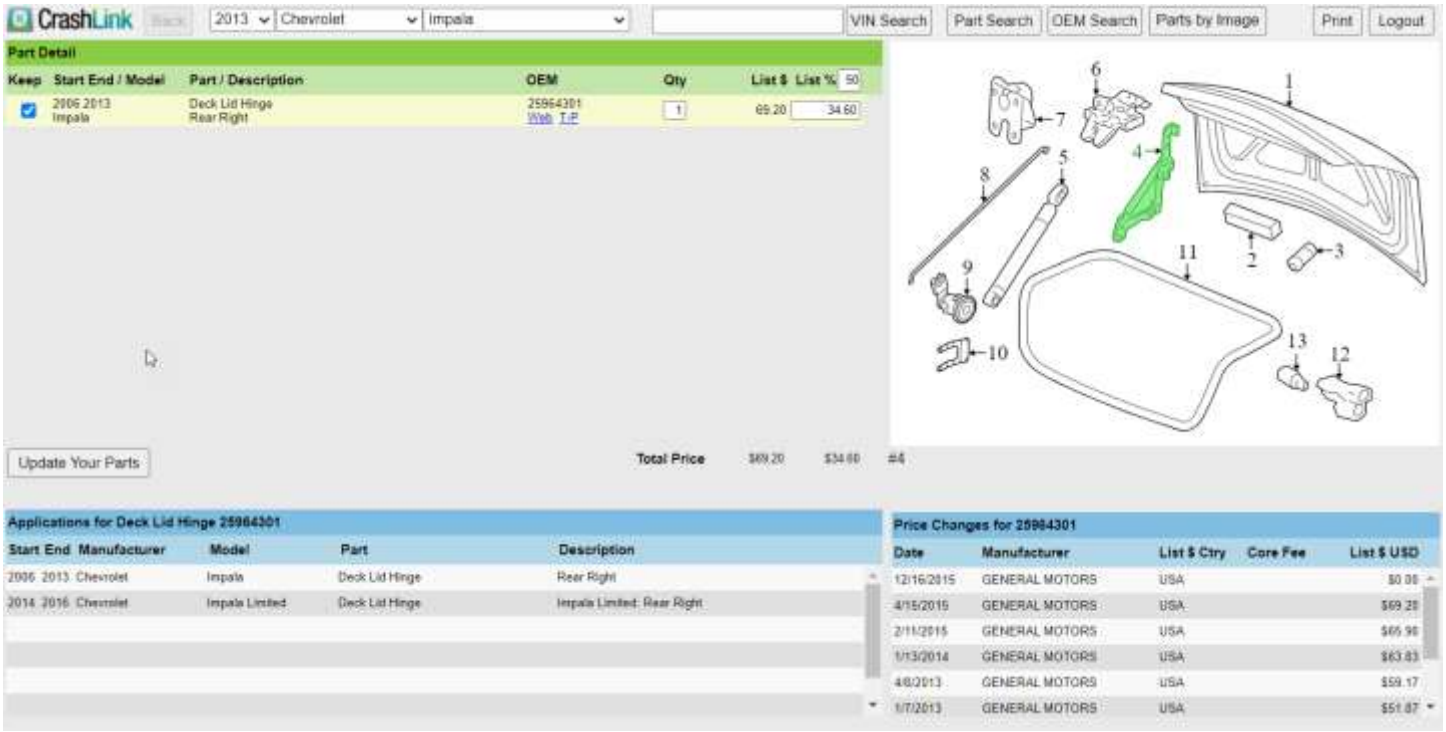
3. **Enter OEM#** and click **Search**.

4. CrashLink displays the OEM results page, which lists all the vehicles and parts that share this OEM number. Click the checkbox to select the part you wish to include in your CrashLink search.

5. Click **Add to Your Parts.**



6. The **Pricing/Information** page opens. This page includes part diagrams for your reference, to help you identify this part.



Finding Unresolved Parts and Assigning Interchange with the Resolve Tool

Scenario: You recently subscribed to CrashLink Inventory, because you want to sell more CPI+ parts. You want to use CrashLink to see which parts in your inventory have CPI+ available, and then you want to assign interchange to them for online marketplaces.

Approach A: Search for Vehicles with High-Value Parts

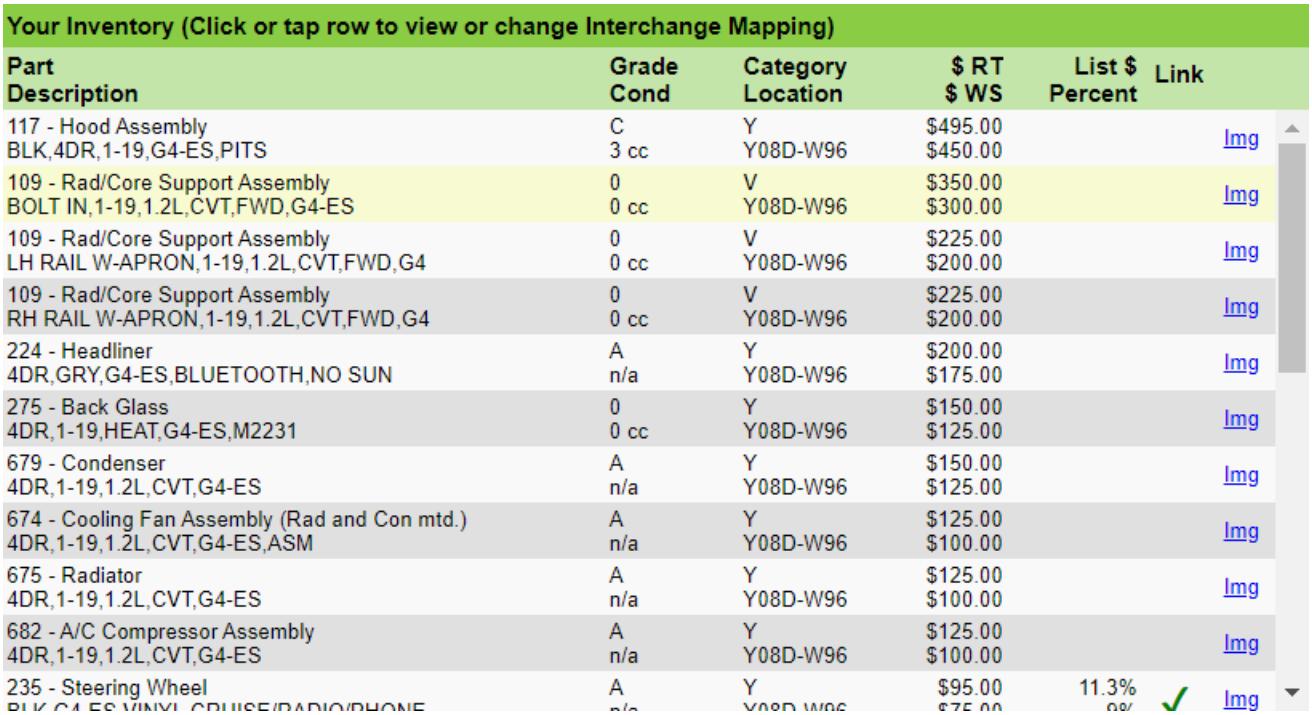
1. Go to CrashLink.Car-Part.com and log in.
2. Click **Inv.**
3. The Inventory page opens. Click **Vehicles**.
4. Use the drop-down to select your sort, and click **Vehicle Potential**.
5. When the **Vehicle Potential** tool opens, you'll see a list of all vehicles in your inventory that have parts for which CPI+ is available, but interchange still needs to be assigned.

   You see that one of the Mitsubishi Mirages you have inventoried, stock number HG6292, has an **Unresolved Part Count** column that shows you that this vehicle has 21 unresolved CPI+ parts. You also see in the **Unresolved Part $** column that these parts have a combined price of $2,555 (based on retail price in Pinnacle).

   Click **Resolve** in this vehicle's part line to open the Resolve tool for this vehicle.

		Stock	Model	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Analyze	Resolve	HG6292	Mitsubishi Mirage	21	84%	$2,555.00	4	16%	$730.00	25	$3,285.00
Analyze	Resolve	HG6244	Mazda CX3	21	91.3%	$2,395.00	2	8.7%	$625.00	23	$3,020.00
Analyze	Resolve	GL4177	Mazda CX5	19	100%	$2,200.00	0	0%	$0.00	19	$2,200.00
Analyze	Resolve	GK3646	Mitsubishi Outlander	20	83.33%	$2,175.00	4	16.67%	$710.00	24	$2,885.00
Analyze	Resolve	DC2137	Mitsubishi Mirage	19	95%	$2,030.00	1	5%	$60.00	20	$2,090.00
Analyze	Resolve	GC1490	Cadillac Escalade-ESV	7	77.78%	$1,880.00	2	22.22%	$1,075.00	9	$2,955.00
Analyze	Resolve	GM4323	GMC Truck-Sierra 1500	11	100%	$1,830.00	0	0%	$0.00	11	$1,830.00
Analyze	Resolve	GC1688	Mitsubishi Outlander Sport	21	91.3%	$1,775.00	2	8.7%	$550.00	23	$2,325.00
Analyze	Resolve	GE2022	Mitsubishi Outlander	13	100%	$1,720.00	0	0%	$0.00	13	$1,720.00

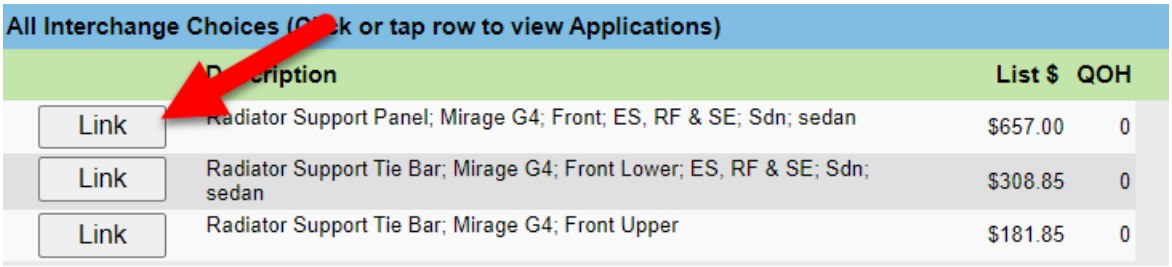
6. When the Resolve tool opens, it displays a list of all CPI+ parts inventoried on this Mitsubishi Mirage. Click the part line of any part that doesn't have interchange assigned (i.e., any part that does not show the green check mark in the **Link** column).



Your Inventory (Click or tap row to view or change Interchange Mapping)

Part Description	Grade Cond	Category Location	$ RT $ WS	List $ Percent	Link	
117 - Hood Assembly BLK,4DR,1-19,G4-ES,PITS	C 3 cc	Y Y08D-W96	$495.00 $450.00			Img
109 - Rad/Core Support Assembly BOLT IN,1-19,1.2L,CVT,FWD,G4-ES	0 0 cc	V Y08D-W96	$350.00 $300.00			Img
109 - Rad/Core Support Assembly LH RAIL W-APRON,1-19,1.2L,CVT,FWD,G4	0 0 cc	V Y08D-W96	$225.00 $200.00			Img
109 - Rad/Core Support Assembly RH RAIL W-APRON,1-19,1.2L,CVT,FWD,G4	0 0 cc	V Y08D-W96	$225.00 $200.00			Img
224 - Headliner 4DR,GRY,G4-ES,BLUETOOTH,NO SUN	A n/a	Y Y08D-W96	$200.00 $175.00			Img
275 - Back Glass 4DR,1-19,HEAT,G4-ES,M2231	0 0 cc	Y Y08D-W96	$150.00 $125.00			Img
679 - Condenser 4DR,1-19,1.2L,CVT,G4-ES	A n/a	Y Y08D-W96	$150.00 $125.00			Img
674 - Cooling Fan Assembly (Rad and Con mtd.) 4DR,1-19,1.2L,CVT,G4-ES,ASM	A n/a	Y Y08D-W96	$125.00 $100.00			Img
675 - Radiator 4DR,1-19,1.2L,CVT,G4-ES	A n/a	Y Y08D-W96	$125.00 $100.00			Img
682 - A/C Compressor Assembly 4DR,1-19,1.2L,CVT,G4-ES	A n/a	Y Y08D-W96	$125.00 $100.00			Img
235 - Steering Wheel BLK,G4-ES,VINYL,CRUISE/RADIO/PHONE	A n/a	Y Y08D-W96	$95.00 $75.00	11.3% 9%	✓	Img

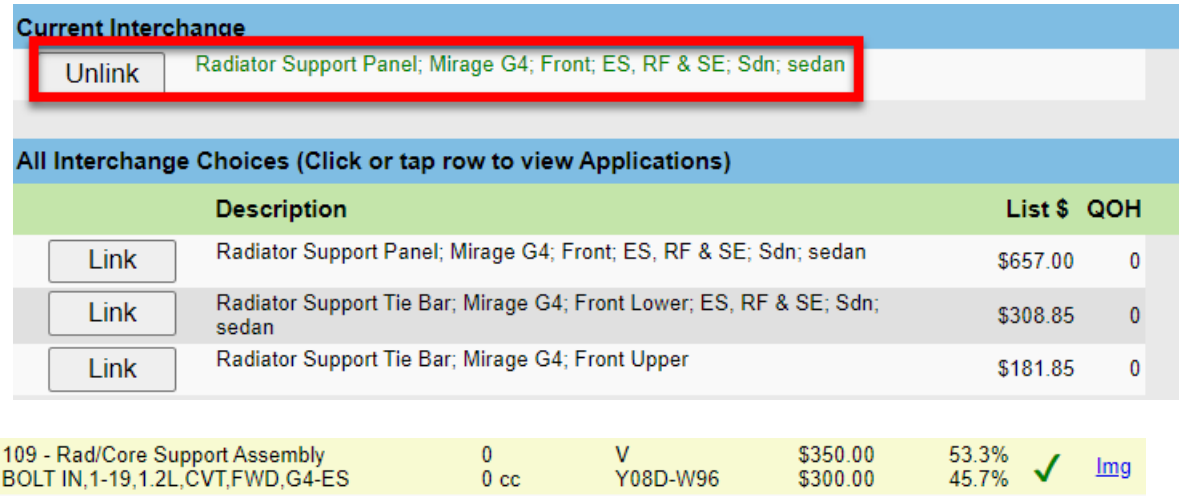
7. A list of **All Interchange Choices** for the part appears. Find the right interchange option for your part, and click **Link** for that option.



All Interchange Choices (Click or tap row to view Applications)

	Description	List $	QOH
Link	Radiator Support Panel; Mirage G4; Front; ES, RF & SE; Sdn; sedan	$657.00	0
Link	Radiator Support Tie Bar; Mirage G4; Front Lower; ES, RF & SE; Sdn; sedan	$308.85	0
Link	Radiator Support Tie Bar; Mirage G4; Front Upper	$181.85	0

8. The selected option will now appear under **Current Interchange**, and its part line will show a green checkmark. This interchange option will be updated on the Car-Part.com marketplace overnight.



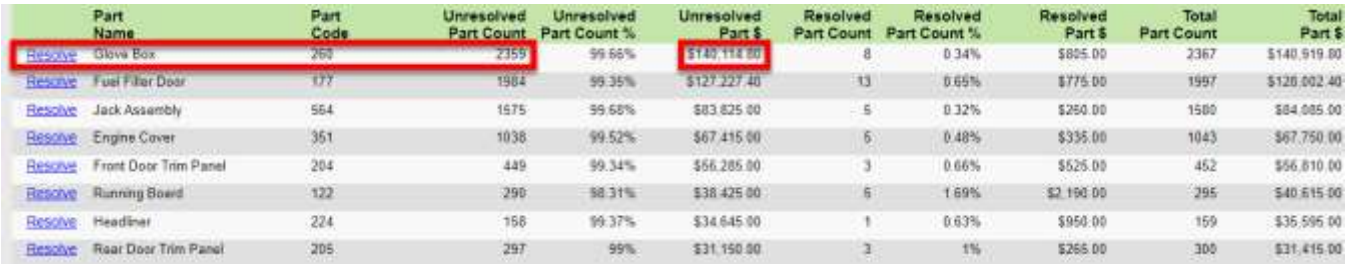
9. Repeat this process for each unresolved CPI+ part on the Mitsubishi Mirage. Once each part has had an interchange option assigned to it, return to the Vehicle Potential tool to find other vehicles with unassigned CPI+ parts.

Approach B: Search for High-Value Part Types

1. Go to CrashLink.Car-Part.com and log in.
2. Click **Inv.**
3. The Inventory page opens. Click **Parts**.
4. Use the drop-down to select your sort, and click **Part Potential**.
5. When the **Part Potential** tool opens, you'll see a list of all CPI+ parts in your inventory, grouped by part type, that have parts for which CPI+ is available, but interchange still needs to be assigned.

You see that the Glove Box part type has an **Unresolved Part Count** of 2,359, meaning you have that many glove boxes in your inventory that don't have interchange assigned to them. You also see in the **Unresolved Part $** column, that these unresolved glove boxes have a combined value of $140,114.80.

Click **Resolve** on this line to open the Resolve tool for the Glove Box part type.



	Part Name	Part Code	Unresolved Part Count	Unresolved Part Count %	Unresolved Part $	Resolved Part Count	Resolved Part Count %	Resolved Part $	Total Part Count	Total Part $
Resolve	Glove Box	260	2359	99.66%	$140,114.80	8	0.34%	$805.00	2367	$140,919.80
Resolve	Fuel Filler Door	177	1984	99.35%	$127,227.40	13	0.65%	$775.00	1997	$128,002.40
Resolve	Jack Assembly	564	1575	99.68%	$83,825.00	5	0.32%	$250.00	1580	$84,085.00
Resolve	Engine Cover	351	1038	99.52%	$67,415.00	5	0.48%	$335.00	1043	$67,750.00
Resolve	Front Door Trim Panel	204	449	99.34%	$56,285.00	3	0.66%	$525.00	452	$56,810.00
Resolve	Running Board	122	290	98.31%	$38,425.00	5	1.69%	$2,190.00	295	$40,615.00
Resolve	Headliner	224	158	99.37%	$34,645.00	1	0.63%	$950.00	159	$35,595.00
Resolve	Rear Door Trim Panel	205	297	99%	$31,150.00	3	1%	$265.00	300	$31,415.00

6. When the Resolve tool opens, it displays a list of all the glove boxes you have inventoried. Click the part line of any glove box that doesn't have interchange assigned (i.e., any part that does not show the green check mark in the **Link** column).

Your Inventory (Click or tap row to view or change Interchange Mapping)

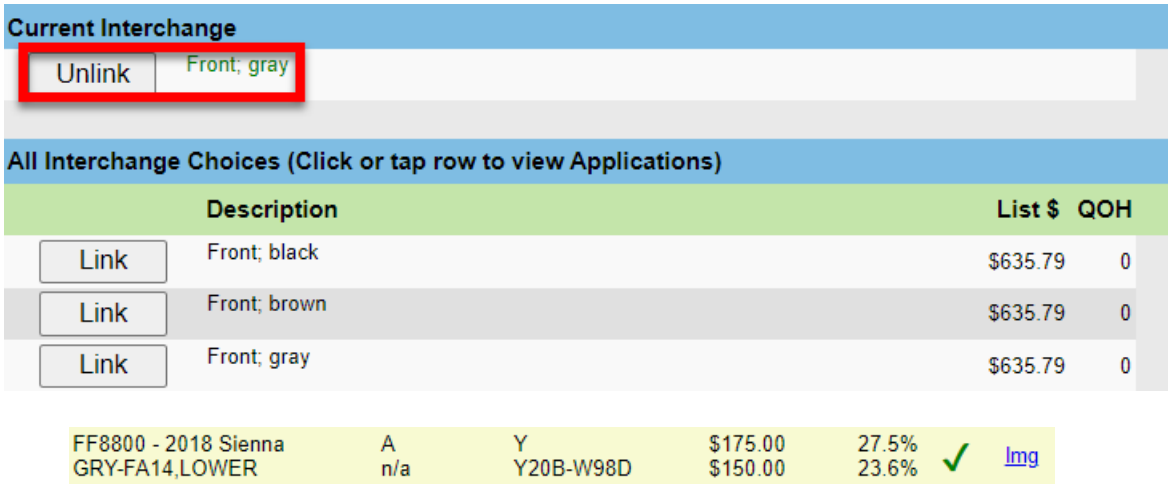
Stock Year Model Description	Grade Cond	Category Location	$ RT $ WS	List $ Percent	Link	
GC1717 - 2002 Liberty BLK-XJDV,LMTD	A n/a	Y Y01E-W47D	$250.00 $200.00	64.9% 51.9%	✓	Img
FF8800 - 2018 Sienna GRY-FA14,LOWER	A n/a	Y Y20B-W98D	$175.00 $150.00			Img
FC8205 - 2017 Sienna DARK GRY-FA14,LOWER	B n/a	Y Y21D-W86D	$175.00 $150.00	27.5% 23.6%	✓	Img
DC1997 - 2014 Q7 BLK-MHN,S-LINE,PWR GLOVE BOX	A n/a	U F01E016	$150.00 $125.00			Img
GC1615 - 2017 Pathfinder TAN-M,PLAT	B n/a	Y Y20B-W56D	$150.00 $125.00			Img
DC2089 - 2008 Passat BLK,VR6,GLOVE BOX	A n/a	Y Y15C-E65	$125.00 $100.00			Img
GD1929 - 2020 Promaster BLK-B7X9,HR	A n/a	Y Y23D-?99D	$125.00 $100.00			Img
HB4975 - 2014 320i BLK	A n/a	Y Y04E-E22	$125.00 $100.00			Img
FA7636 - 2012 C Class BLK,SPORT	A n/a	Y Y04E-E35D	$125.00 $100.00			Img
GG2689 - 2014 328 TAN	A n/a	Y Y03E-W34D	$125.00 $100.00			Img

7. A list of **All Interchange Choices** for the part appears. Find the right interchange option for your part, and click **Link** for that option.

All Interchange Choices (Click or tap row to view Applications)

	Description	List $	QOH
[redacted]	Front; black	$635.79	0
[redacted]	Front; brown	$635.79	0
Link	Front; gray	$635.79	0

8. The selected option will now appear under **Current Interchange**, and its part line will show a green checkmark. This interchange option will be updated on the Car-Part.com marketplace overnight.



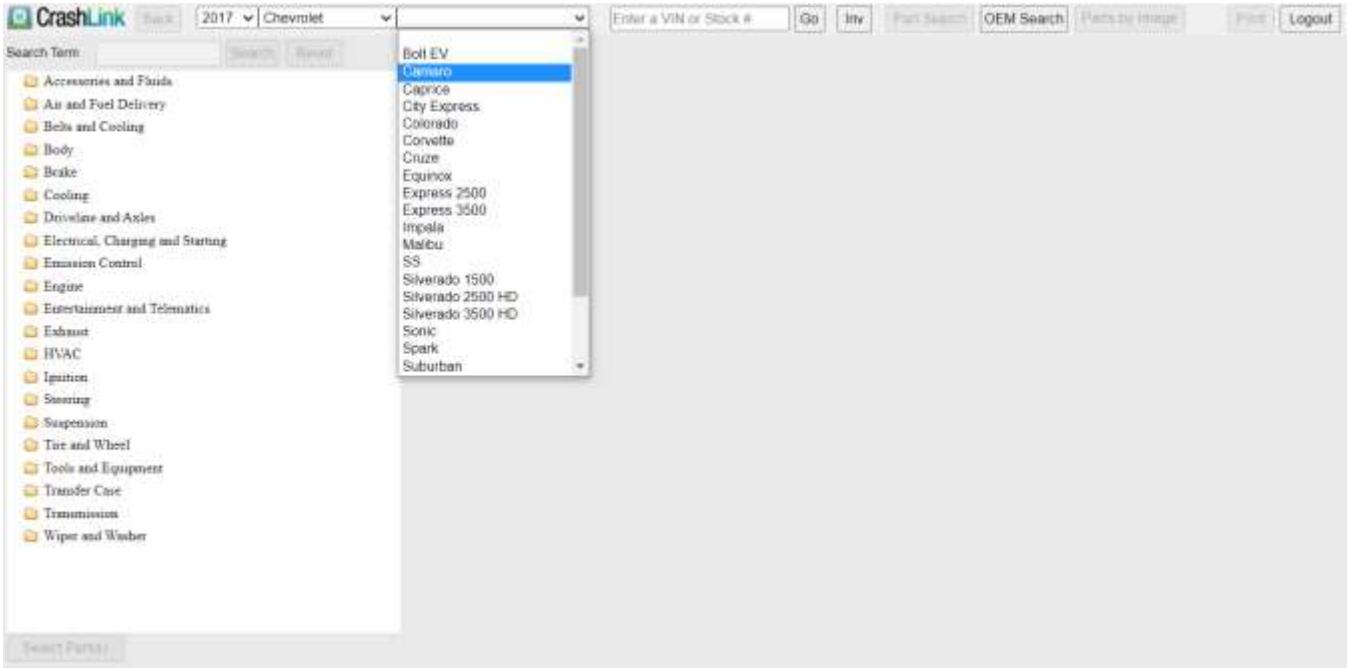
9. Repeat this process for each unresolved glove box you wish to assign interchange to. Once each part has had an interchange option assigned to it, return to the Part Potential tool to find other part types with unassigned CPI+ parts.

Finding Interchange Applications for a CPI+ Part that Doesn't Have a Hollander Part Code

Scenario: A customer calls your yard, and asks if you have a Hood Scoop for a 2017 Chevrolet Camaro. You don't have that exact part one in stock, but you want to research the part in CrashLink to see if a part from another year/model would work.

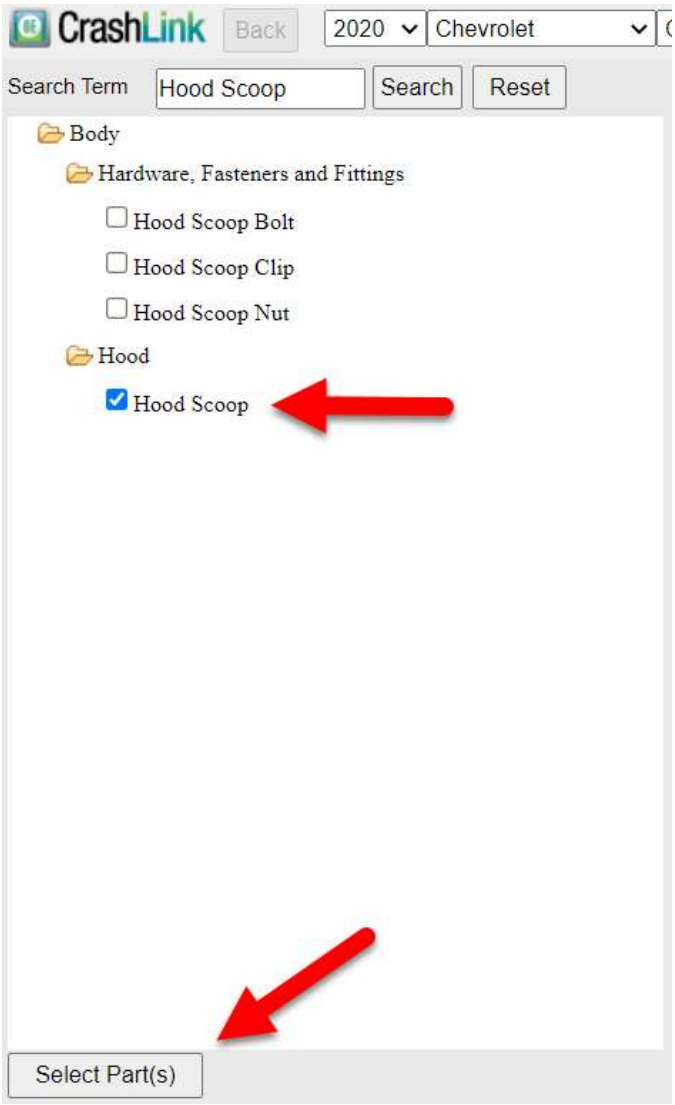
Hood Scoop is a CPI+ part, but it is one of 22 CPI+ parts are not included in your IMS, so it won't appear in CrashLink's Analyze tool; however, you can still research the application information in CrashLink to make a sale.

1. Go to CrashLink.Car-Part.com and log in.
2. Use the drop-downs or type the VIN of your inventoried Camaro to select the vehicle.

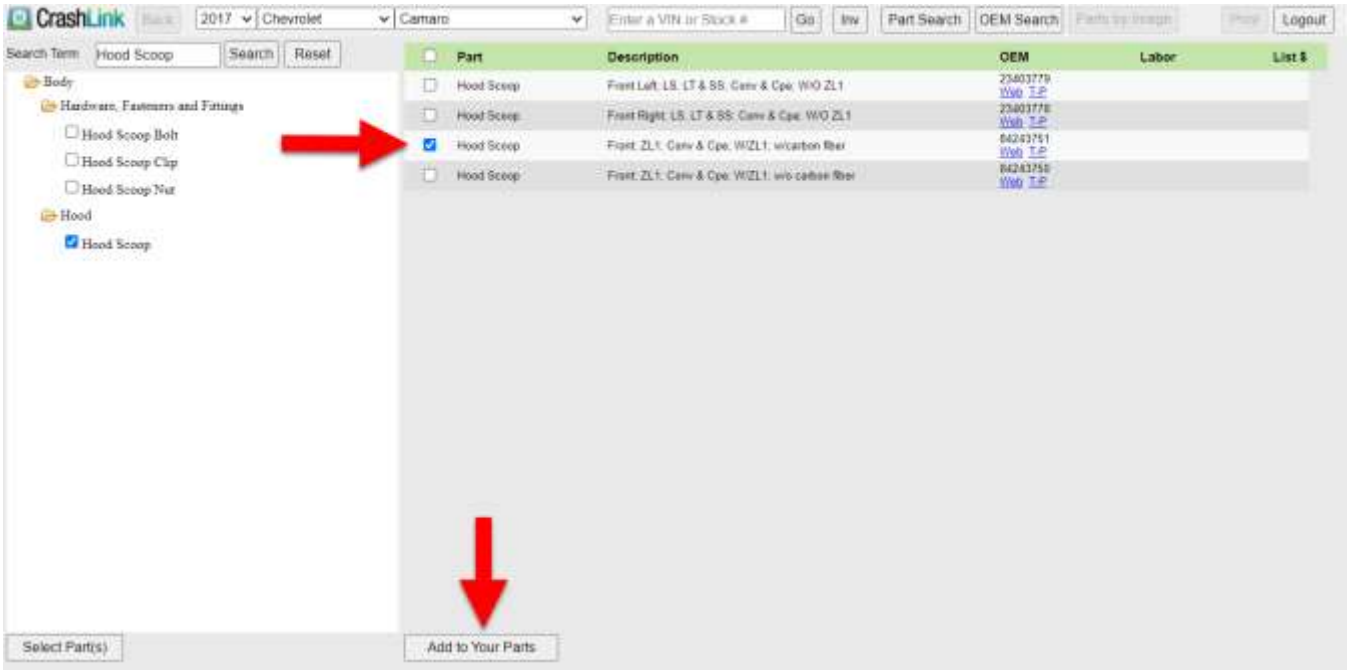


3. Type "Hood Scoop" into the **Search Term** field, and click **Search**. Note that you will need to use the Motor name to find the part in CrashLink (in some cases, these are not the same as the CPI+ part names).

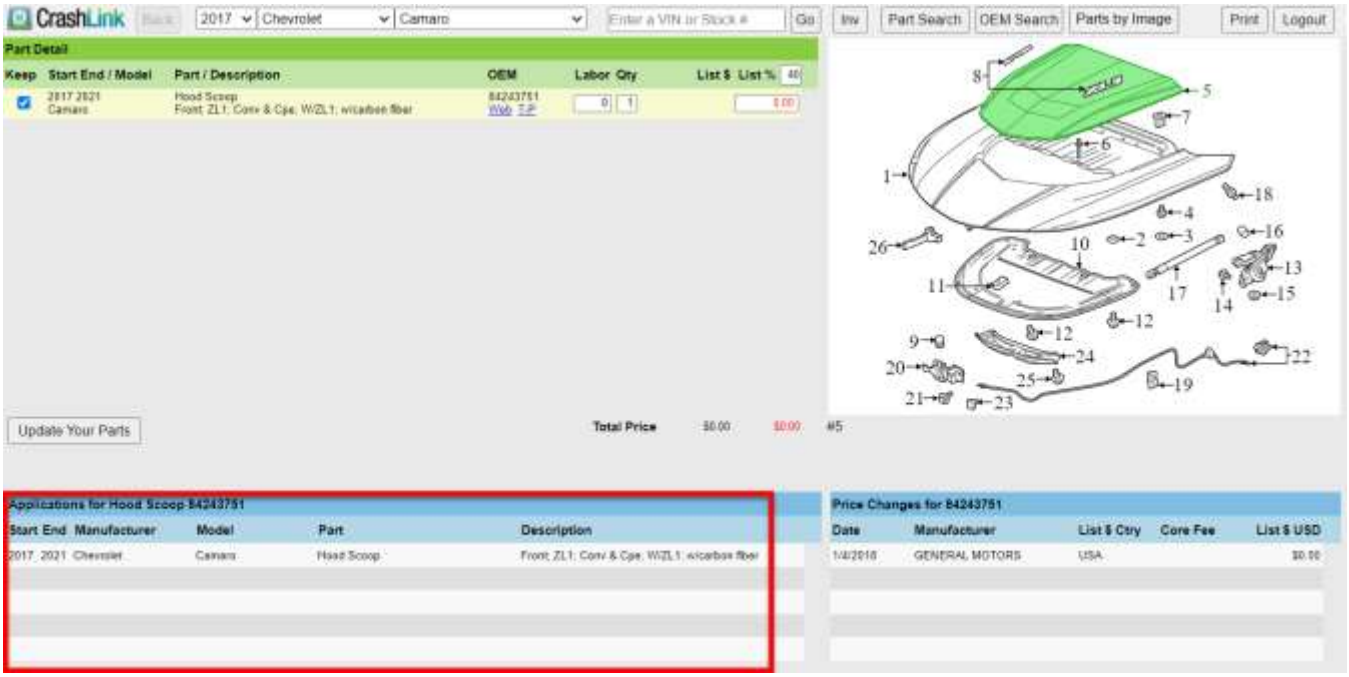
4. A list of all parts on the vehicle with names that contain the words “Hood Scoop” appears. Check the checkbox for the correct part, and then click **Select Parts**.



5. A list of interchange options for the Hood Scoop appears. Select the correct option(s) for your inventoried part, and click **Add to Your Parts**.



6. The **Pricing/Information** page opens. Check the **Applications** for the Hood Scoop to determine what other years/models will fit your customer's vehicle.

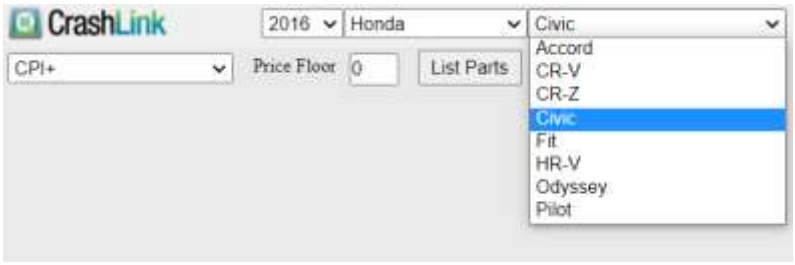


7. Return back to Powerlink and search your inventory for parts that will fit your customer's vehicle.

Using the Analyze Tool to Determine if a Vehicle Has Valuable Parts

Scenario: You're soon to dispose of a vehicle, a 2016 Honda Civic. You don't have all of the parts inventoried, but you decide to check and see if it has any valuable CPI+ parts before you scrap it.

1. Go to CrashLink.Car-Part.com and log in.
2. Click **Inv.**
3. Use the drop-downs to select a 2016 Honda Civic.

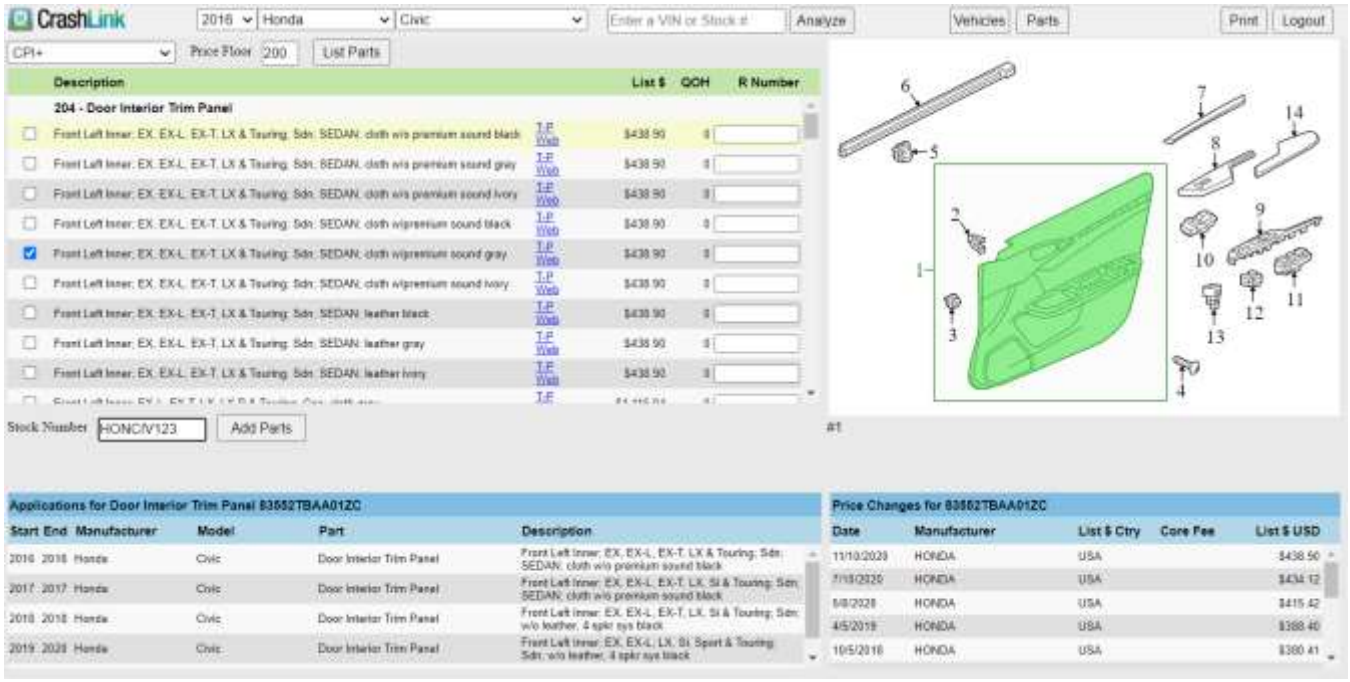


4. Use the text box to set the **Price Floor** to a value that would make a part worth removing from the vehicle, and click **List Parts**.

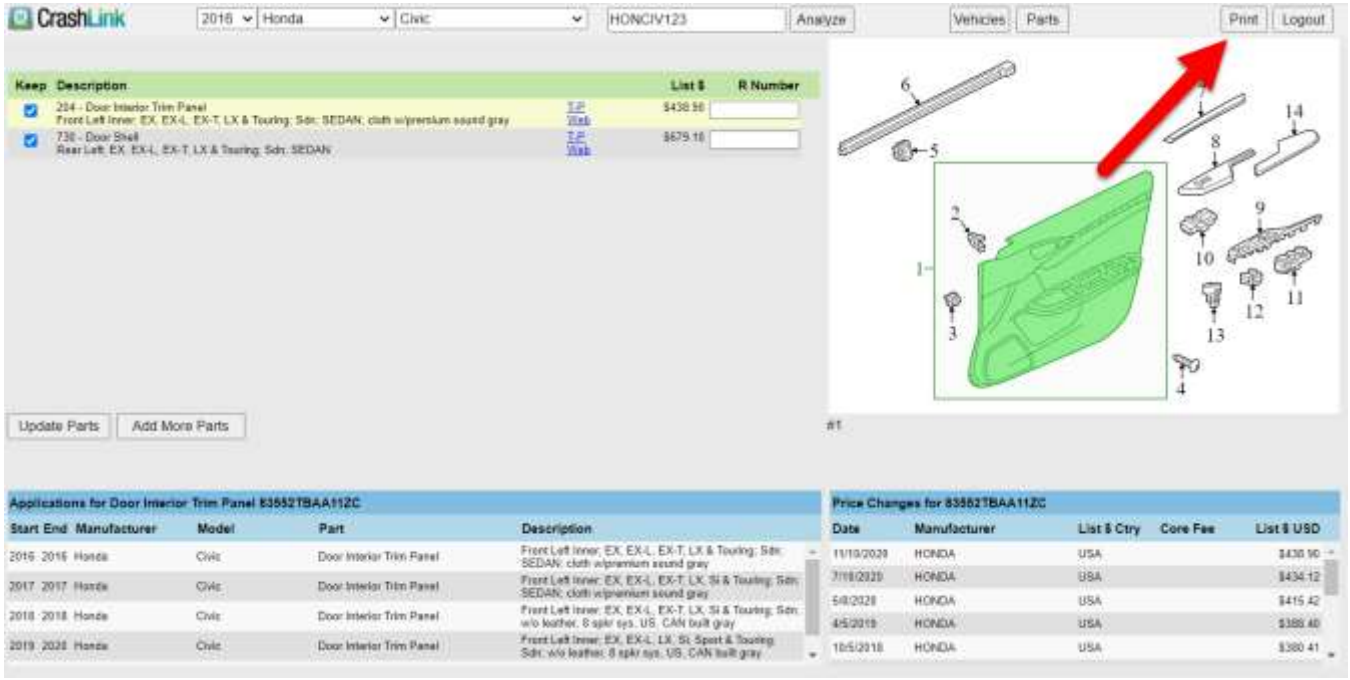
5. A list of CPI+ parts appears. Scroll through this list and see if there are any parts that are of high value that you would like to remove before scrapping this vehicle.

	Description		List $	QOH
	204 - Door Interior Trim Panel			
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; cloth w/o premium sound black	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; cloth w/o premium sound gray	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; cloth w/o premium sound ivory	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; cloth w/premium sound black	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; cloth w/premium sound gray	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; cloth w/premium sound ivory	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; leather black	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; leather gray	T-P Web	$438.90	0
☐	Front Left Inner; EX, EX-L, EX-T, LX & Touring; Sdn; SEDAN; leather ivory	T-P Web	$438.90	0
☐	Front Left Inner; EX-L, EX-T, LX, LX-P & Touring; Cpe; cloth gray	T-P Web	$1,116.04	0

6. If you'd like to save a list of these CPI+ parts for your team, select the checkboxes for each part you wish to save, enter a stock number in the **Stock Number** field, and click **Add Parts**. (The Stock Number can be any combination of numbers and letters, but if you plan on inventorying the part through Pinnacle, you must use the same stock number in CrashLink and in Pinnacle).



7. The stock number you entered is now assigned to your 2016 Honda Civic. A list of saved parts appears. You can click **Print** to print this list for your team.



8. If you want to access this list again in the future, you can enter the Stock Number in the field at the top of the **Inventory** page, and click **Analyze** to view the list of saved parts for the vehicle.

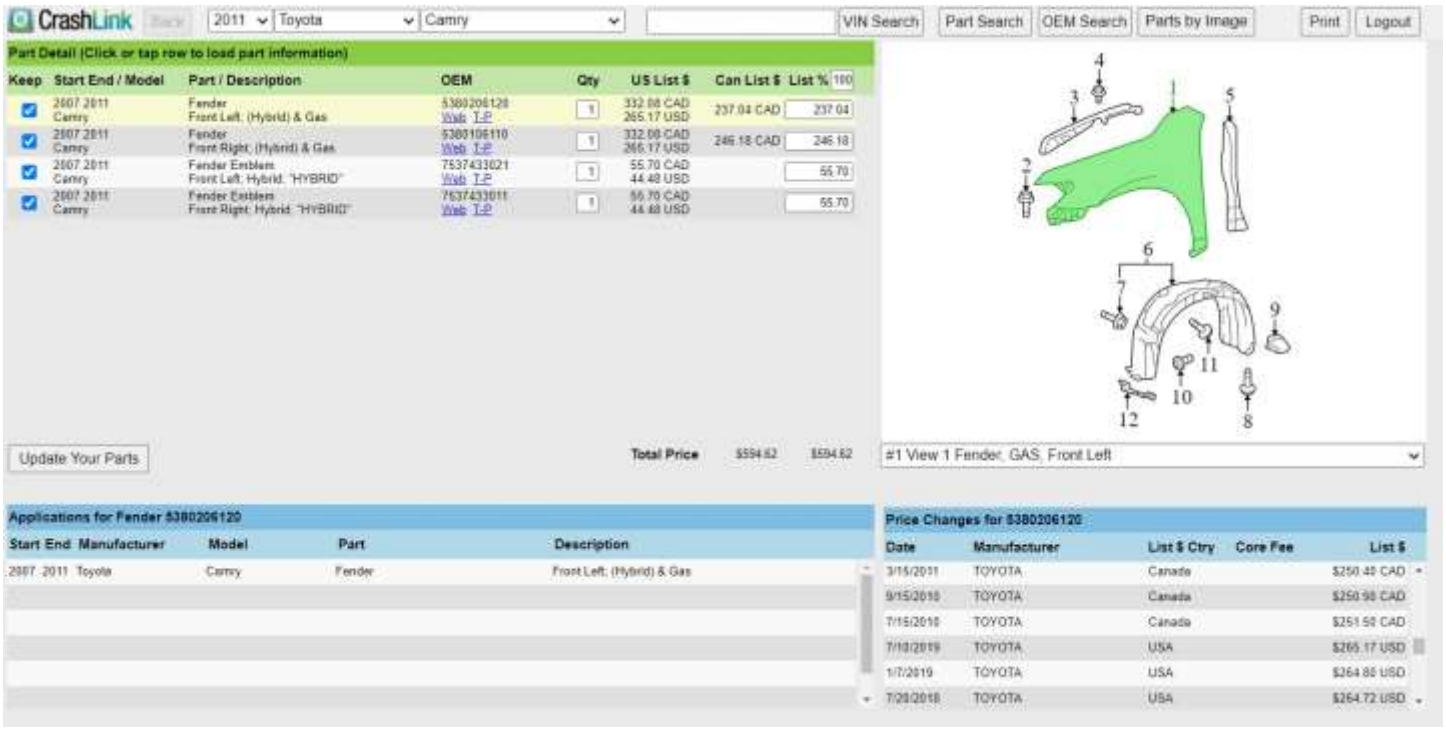
Appendix A: Currency Display Options

CrashLink allows you to select how you would like to see prices displayed when using the tool. If you would like to change the way currency displays in your CrashLink searches, your Car-Part salesperson can assist you.

Options for Canadian Users

1.

- **US List Price:** US List Price will display in US dollars and Canadian dollars.
- **Canadian List Price:** Canadian List Price will display in Canadian dollars only.
- **List %:** List % price will use Canadian List Price. If no Canadian List Prices are available then US List Prices are converted to Canadian dollars.
- **Price (History) Changes:** Price Changes will display mixed currencies (Canadian List Prices in Canadian dollars and US List Prices in US dollars).

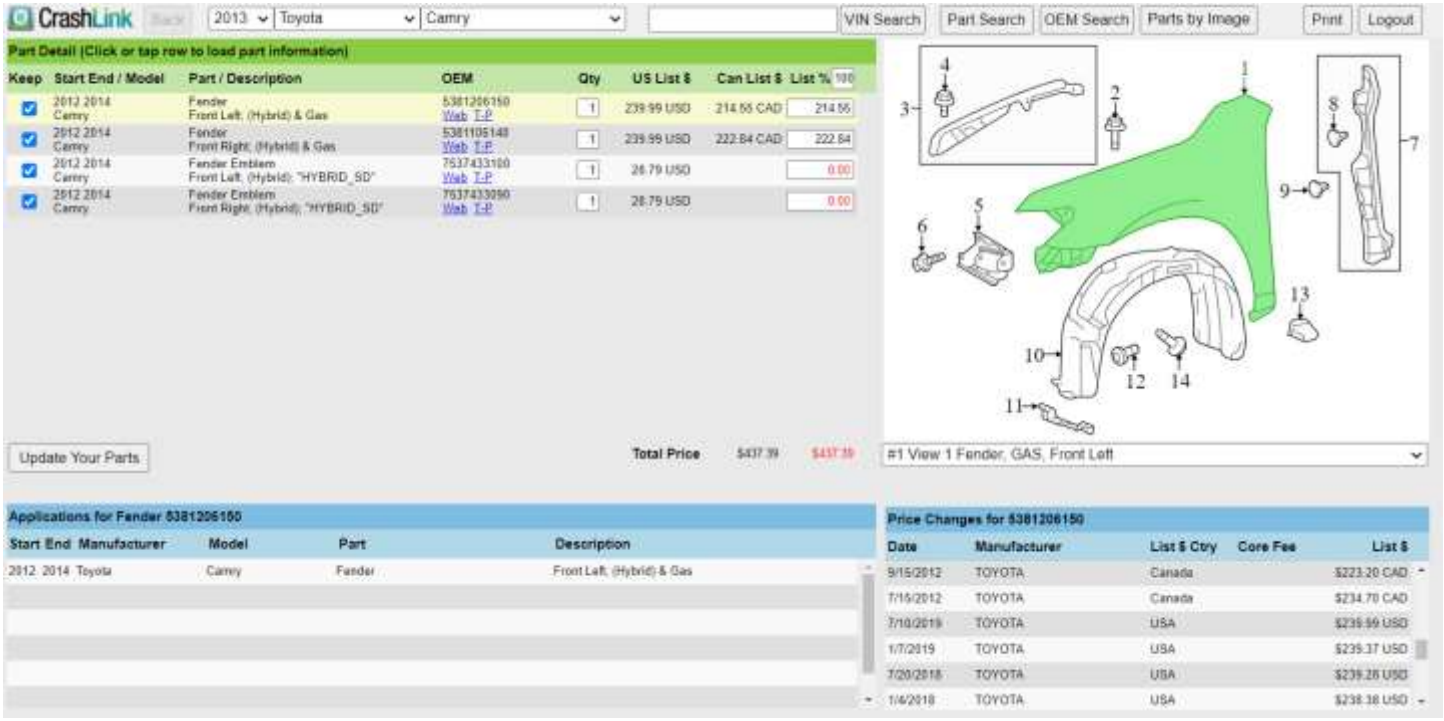


2.

- **US List Price**: US List Price will display in Canadian dollars only.
- **Canadian List Price**: Canadian List Price will display in Canadian dollars only.
- **List %**: List % price will use Canadian List Price. If no Canadian List Prices are available, then the US List Prices are converted to Canadian dollars.
- **Price (History) Changes**: Price changes will display Canadian dollars only (US List Prices are converted to Canadian dollars).

3.

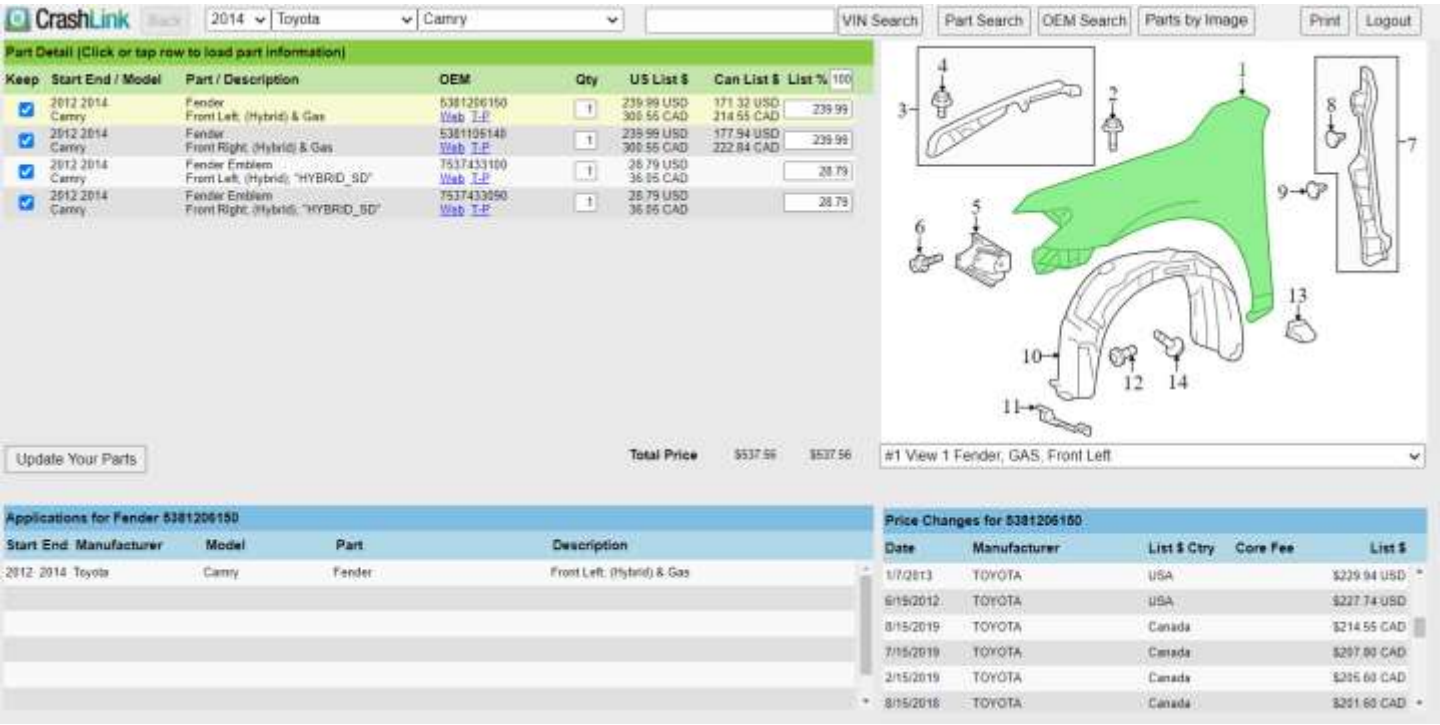
- **US List Price:** US List Price will display in US dollars only.
- **Canadian List Price:** Canadian List Price will display in Canadian dollars only.
- **List %:** List % price will use Canadian List Price. If no Canadian List Prices are available, $0.00 will be used.
- **Price (History) Changes:** Price changes will display mixed currencies (Canadian List Price in Canadian dollars and US List Price in US dollars).



Options for United States Users

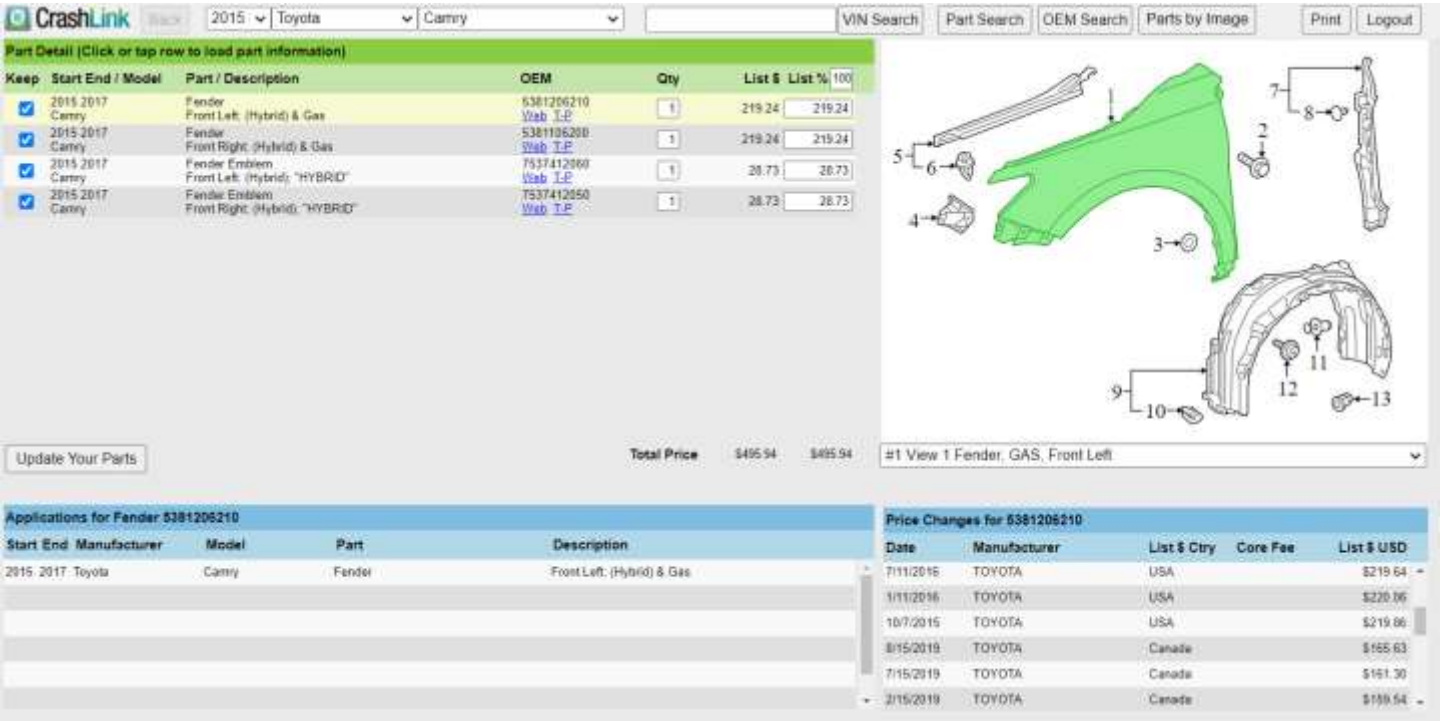
1.

- **US List Price:** US List Prices will display in US dollars and in Canadian dollars.
- **Canadian List Price:** Canadian List Price will display in US Dollars and in Canadian dollars.
- **List %:** List % price will use US list price.
- **Price (History) Changes:** Price changes will display mixed currencies (Canadian List Price in Canadian dollars, US List Price in US dollars).



2.

- **US List Price:** US list prices will display in US dollars.
- **Canadian List Price:** No Canadian list prices will display.
- **List %:** List % price will use US list price.
- **Price (History) Changes:** Price changes will display US dollars only (Canadian List Prices are converted to US Dollars).



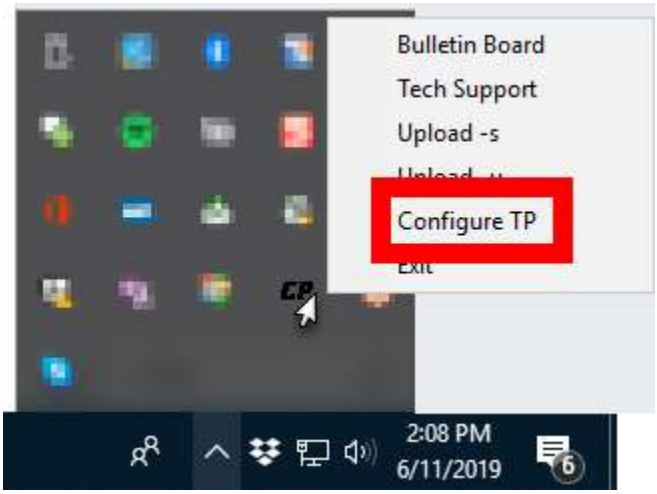
Appendix B: Confirming CrashLink's F-key

If **Shift + F6** does not begin a CrashLink search, follow these steps to confirm which F-key you have assigned to CrashLink:

1. Make sure the Trading Partners software is running by looking for the ***CP*** icon in your system tray. (If the Trading Partners software is not running, double-click on the **Car-Part.com Trading Partner Software** icon.)

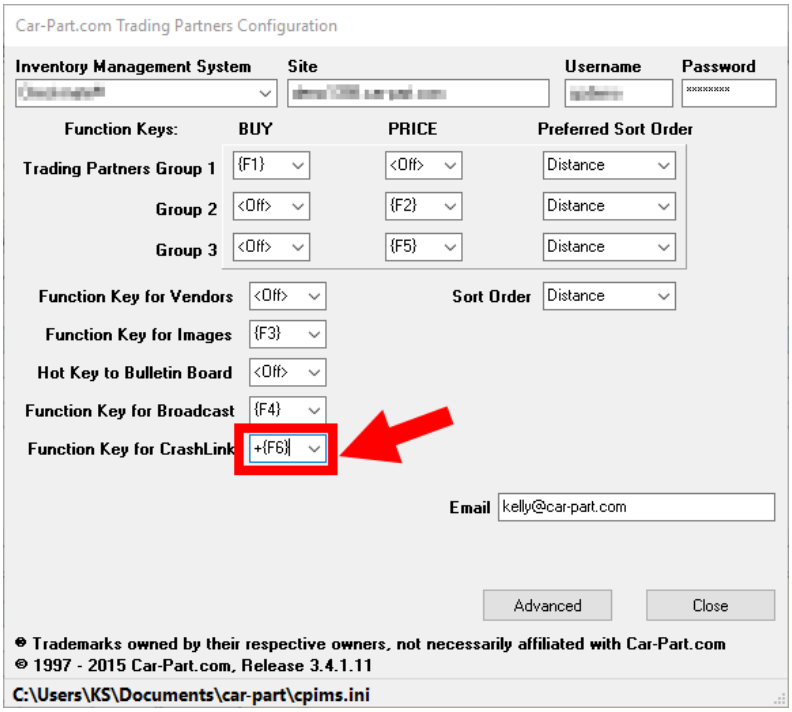
- **Note**: If Trading Partners software is not already running, double-click the **Car-Part.com Trading Partner Software** icon on your desktop.

2. Open Trading Partners by right-clicking on the ***CP*** icon and selecting **Configure TP**.



3. The **Car-Part.com Trading Partners Configuration** window opens. Look for the **Function Key for CrashLink** line. The drop-down box will indicate which key you have CrashLink configured to. You can also change your designated F-key here if you wish.

   - **^** indicates the **Ctrl** key
     - For example, if you select **^F6** then you will launch a CrashLink search by pressing **Ctrl** and **F6** on your keyboard)
   - **+** indicates the **Shift** key
     - For example, if you select **+F6** then you will launch a CrashLink search by pressing **Shift** and **F6** on your keyboard)



4. When you are finished, click **Close**.

Getting Help

For more information about this product, including access to online training videos and documentation, visit Products.Car-Part.com for our recycler resources.

Car-Part.com takes customer service seriously. We have a variety of support options available to help you if you have questions about our products or if you need help for any reason. Your questions are very important to us and we want your experience to be a positive one. Please contact us with any questions or concerns using any of the following methods.

Phone Support

If you have a question not covered in this guide, Car-Part.com offers phone support. Please call 859-344-1925 with your questions.

Online Support using Car-Part Messaging (iCPM)

Support technicians are available online using Car-Part Messaging (iCPM) support rooms. These technicians are available LIVE to help answer any questions you may have.

The support rooms are staffed Monday–Friday, 8:00AM–8:00 PM ET.

To enter an iCPM support room:

1. Double-click the **iCPM** icon on your desktop.

2. **Car-Part Messaging** opens.
3. Double-click the name of the **Support Room** from your bookmark list.
4. Type **HELP** and a brief explanation of your issue. A Car-Part.com support technician will answer and help with your issue.

Training

If you have ongoing training needs, Car-Part.com has a team of product training specialists to help you learn how to use our products quickly. If you are interested in product training, please call our training department at 859-344-1925 and a trainer in your area will call to schedule training.

Comments

We welcome your comments and suggestions concerning the content and organization of this guide as well as the accuracy and the usability of the instructions it contains. Email us at documentation@car-part.com. We're listening!

Published by

Car-Part.com

1980 Highland Pike
Ft. Wright, KY 41017

Copyright © 2021 by Car-Part.com. All rights reserved.

The information contained herein is confidential proprietary information of Car-Part.com. No part of the information contained in this document may be reproduced, transmitted, or disclosed to any other person without the prior written consent of Car-Part.com.

Bidmate, Advanced Bidmate, Partmate, Partmate Review, Desktop Review, Advanced Partmate, Photomate, Checkmate Rest Server, Car-Part Messaging, Car-Part Interchange, Car-Part Interchange Plus, iCPM, Live Service, Live Chat, Coremate, Core Pricing, Checkmate, Checkmate Listing Manager, Checkmate Sales Pro, Checkmate Workstation, Fast Parts, FastNnet, Car-Part Exchange, Trading Partners, Compass, Orion, SmartVin, Smart Interchange, Order Trakker, Car-Part Auction, CrashLink, Car-Part Pro, Desktop Review, Partmate Review, Labelmate, Car-Part EMS Pro, Car-Part Gold, and Tagmate are trademarks of Car-Part.com.

Car-Part Interchange information is © 2005-2021. The Hollander Interchange is included with or is the basis for the Car-Part Interchange. The Hollander Interchange is © 2021 Claims Services Group, Inc. Some of the information available through this product contains material that is reproduced and distributed under a license from Ford Motor Company. No further reproduction or distribution of the Ford Motor Company material is allowed without the express written permission of Ford Motor Company.

Information from Motor's databases (including OEM part descriptions, OEM pricing, and part illustrations) are copyright ©2020 by MOTOR Information Systems, a division of Hearst Business Media, Inc. All rights reserved.

All other product and company names mentioned herein are the property of their respective owners.

This edition obsoletes all previous editions.