



NEW MEMBER GUIDE

WINNING STARTS HERE

WELCOME TO COPART

Copart was founded in 1982 by Willis J. Johnson with just one location in California. In 1994, he took Copart public, raising the money needed to expand the company across the U.S. Today, our industry-changing auction technology connects sellers and buyers around the globe, every single day.

With more than 125,000 vehicles up for bid on any given day, Copart has something for everyone: dismantlers, body shops, salvage buyers, dealers and individual consumers.

We want you to have the best experience possible, so please take some time to get familiar with the basics of purchasing a vehicle through Copart before starting your search. This is a great foundation for becoming a smart buyer, and it will enable you to access even more helpful tools on Copart.com.

Sincerely,

The Copart Team

WHICH MEMBERSHIP IS RIGHT FOR YOU?

DASIC MEMBERSHIP

When joining Copart for free with a Basic Membership, you will have the ability to create Watchlists and Saved Searches, access a personalized Member Dashboard and bid on up to 5 vehicles.

- Create Watchlists and Saved Searches
- Access a personalized Member Dashboard
- Get Vehicle Alerts delivered to your inbox
- Limited Buying Power: 10% deposit required for bids over \$1,000
- Bid on up to 5 vehicles with a deposit on file

Basic Membership is free.

♦ PREMIER MEMBERSHIP

Premier Membership is the best choice for most Copart buyers. With Premier, you can join unlimited auctions at once. You also get substantial Buying Power so you can bid on multiple vehicles without needing additional deposits.

- Join multiple live auctions at the same time through our new Auction Dashboard
- Bid on multiple vehicles
- Increased buying power through a single, fully refundable \$400 deposit

All for just a \$200 registration fee the first year; \$150 annual renewal thereafter.

See a copy of our Member Protection Pledge at Copart.com/Pledge



Copart's website, you can order online deliveries. Also, I've had good rapport with the staff from Copart.

- Steve Brancati

Join today at Copart.com/Start

BID AND BUY FROM ANYWHERE It's easy with our mobile app!



Scan code or visit Copart.com/Mobile



BID WITH CONFIDENCE



For an annual fee of \$50, you get one year of unlimited vehicle history reports on most clean title vehicles offered on Copart.com.

For more buying tips and vehicle reports visit

Copart.com/Educate.

JOINING AN AUCTION

You can join a live auction in just a few clicks. Anyone can attend an auction, but you will need to sign in or register if you'd like to bid on a vehicle.

- 1. Sign In or Register at Copart.com/Register.
- 2. Visit the My Account page to instantly upload a copy of your valid government-issued ID. (e.g. Driver's License, Passport, Permanent Resident Card)
- 3. Access live auctions from the home page, search results, your Member Dashboard, the Auctions tab or any vehicle details page.
- 4. Click the 'Join Live Auction' button from any of these pages.
- 5. Begin your bidding on the Auction Dashboard.

Read the Terms & Conditions before bidding on or buying a vehicle.

AUCTION TIMES

With over 180 locations around the globe, we have an extensive list of vehicles to choose from. Auctions at locations in the Eastern Time Zone begin at 10am local time, and all other sales start at 12pm local time.

Visit each location page to see more information on upcoming auctions.

Copart.com/Locations



When everyone else is closed...

Bid and Buy in our Night Cap Sales

Join our evening auctions • Monday - Thursday at 9PM ET

Find out more at

Copart.com/NightCap



MAKING DEPOSITS

All Copart Members automatically get \$1,000 in Buying Power when they register as a Basic Member. This allows bidding on one vehicle up to \$1,000. A deposit is required to bid higher.

Deposits must be at least 10% of the amount you plan to bid. For example, if you wish to bid up to \$2,400 on a vehicle, you'll need to submit a deposit of \$240.

Keep in mind you will not be able to increase your deposit during an auction if the bids exceed your limit, so be sure to add a high enough deposit before the sale begins.

The fastest way to make a deposit is online, but you may also visit any Copart location for assistance.

- 1. Sign in to your Copart account.
- 2. On your Member Dashboard, find the My Buying Power widget.
- 3. Click the 'Increase Buying Power' button.
- 4. Fill in your desired bid amount and it will calculate your 10% deposit.
- 5. Submit your credit card payment.



You can request a refund of any security deposit if not tied to outstanding bids or unpaid fees. Just sign in to your account and visit the Account Information page, then click on 'Deposit Refund.'

Premier Membership requires one fully refundable deposit of \$400 and gives you the freedom to bid as high as you wish without making additional deposits for added Buying Power.



WHAT CAN YOU BUY?

Our inventory includes some vehicles that can only be purchased by Members with business licenses on file. You can either apply for appropriate business licenses or sign up with a Copart Registered Broker who can assist you with the purchase of a vehicle.

SUBMIT BUSINESS LICENSES:

- 1. Review state-specific business licensing requirements and resources.
- Once you've registered and signed in, instantly upload all applicable business licenses, forms and sales tax exemption certificates by visiting the My Account page.



For more information, visit Copart.com/Licensing

BUY WITH A BROKER:

- 1. Find the vehicle you wish to purchase on Copart.com.
- 2. Enter your maximum bid and submit by clicking 'Bid Now.'
- 3. If you're not eligible to purchase, you'll be prompted to submit business licenses or find a Copart Registered Broker from a provided list.
- 4. Review Broker profile pages and contact a Broker who meets your purchasing needs to discuss services and additional terms and conditions.
- 5. Pay registration fees and agree to the Broker's terms and conditions to have your Bidder Account activated.

For more information, visit Copart.com/Broker



STATE BUSINESS LICENSING OVERVIEW

VEHICLE LOCATION	DEALERS/DISMANTLERS		GENERAL BUSINESSES AND EXPORTERS		PRIVATE INDIVIDUALS		
	TITLED ITEMS	SALVAGE	TITLED ITEMS	SALVAGE	TITLED ITEMS	SALVAGE	BOAT/JET SKI/SNOWMOBILI
ALABAMA	✓	BID CARD	✓	BROKER	BROKER	BROKER	BROKER
ALASKA	\checkmark	✓	✓	✓	✓	✓	✓
ARIZONA	✓	✓	✓	✓	✓	✓	✓
ARKANSAS	✓	✓	✓	✓	✓	✓	✓
CALIFORNIA	✓	✓	✓	✓	BROKER	BROKER	BROKER
COLORADO	✓	✓	✓	✓	BROKER	BROKER	BROKER
CONNECTICUT	✓	✓	✓	BROKER	BROKER	BROKER	BROKER
DELAWARE	✓	✓	✓	✓	BROKER	BROKER	BROKER
FLORIDA	✓	✓	BROKER	BROKER	BROKER	BROKER	BROKER
GEORGIA	✓	✓	✓	✓	BROKER	√	√
HAWAII	√	√	✓	√	BROKER	✓	√
IDAHO	✓	✓	√	✓	✓ ×	✓	✓
ILLINOIS	✓	DISMANTLER	√	DISMANTLER	BROKER	BROKER	BROKER
INDIANA	✓	√	√	√	BROKER	BROKER	BROKER
IOWA	· ✓	· ✓	✓	· ✓	✓ V	✓ ✓	✓ V
KANSAS	✓ ·	✓	· ✓	✓	BROKER	✓	BROKER
KENTUCKY	√	→	√	→	BROKER	BROKER	BROKER
LOUISIANA	·	·	· /	, ✓	JHOKEH ✓	JHOKEH ✓	DHOKEN ✓
MAINE	√	→	· /	→	BROKER	BROKER	BROKER
MARYLAND	∨ ✓	▼	V	∨ ✓	BROKER	BROKER	BROKER
MASSACHUSETTS	∨ ✓	▼	√	▼	BROKER	BROKER	BROKER
MICHIGAN	√		✓		DRUKEK √		
MINNESOTA		BID CARD	*	BID CARD	V	BROKER	BROKER
	√	√		√	· ·	√	√
MISSISSIPPI	✓	√	✓	√ 	√	✓ 	√
MISSOURI	√	√	√	BROKER	√	BROKER	√
MONTANA	√	√	✓	√	√	✓.	✓
NEBRASKA	√	√	√	✓	√	√	√
NEVADA	✓	√	BROKER	BROKER	BROKER	BROKER	√
NEW HAMPSHIRE	✓	✓	✓	✓	BROKER	BROKER	✓
NEW JERSEY	✓	✓	✓	✓	BROKER	BROKER	BROKER
NEW MEXICO	✓	✓	BROKER	BROKER	BROKER	BROKER	BROKER
NEW YORK	✓	✓	BROKER	BROKER	BROKER	BROKER	✓
NORTH CAROLINA	✓	\checkmark	✓	\checkmark	✓	\checkmark	✓
NORTH DAKOTA	\checkmark	\checkmark	✓	✓	✓	\checkmark	✓
OHIO	✓	✓	BROKER	✓	BROKER	\checkmark	BROKER
OKLAHOMA	✓	✓	✓	✓	✓	✓	✓
OREGON	✓	✓	✓	✓	✓	✓	✓
PENNSYLVANIA	✓	✓	✓	✓	✓	✓	✓
RHODE ISLAND	✓	✓	✓	✓	✓	✓	✓
SOUTH CAROLINA	✓	✓	BROKER	BROKER	BROKER	BROKER	BROKER
SOUTH DAKOTA	✓	✓	✓	✓	✓	✓	✓
TENNESSEE	✓	✓	BROKER	BROKER	BROKER	BROKER	✓
TEXAS	✓	✓	BROKER	✓	BROKER	✓	BROKER
UTAH	✓	✓	✓ ×	✓	✓ ×	BROKER	BROKER
VERMONT	✓	√	✓	√	√	✓ ×	✓ ✓
VIRGINIA	✓	√	✓	BROKER	BROKER	BROKER	BROKER
WASHINGTON	· ✓	· /	BROKER	DHOKEH ✓	BROKER	JHOKEH ✓	JHOKEH ✓
WEST VIRGINIA	· ✓	· ✓	JHOKEH ✓	· ✓	BROKER	BROKER	BROKER
WISCONSIN	BID CARD	BID CARD	BID CARD	BID CARD	BID CARD	BID CARD	JHUKLH
WYOMING	DID CARD ✓	DID CARD ✓	DID CARD	DID CARD	DID CARD ✓	DID CARD ✓	∨ ✓
ONTARIO	√	→	✓	▼	BROKER	BROKER	BROKER
	√	√		√			=::*::=::
ALBERTA			√		V DDOVED	√ DDOVED	V DDOVED
MONTREAL	√	√	√	√	BROKER	BROKER	BROKER
NEW BRUNSWICK	✓	✓	✓	✓	BROKER	BROKER	BROKER

This chart is not a complete listing of eligibility rules, but it does provide a good overview for new Members. May not reflect current licensing laws. For more licensing resources, visit **Copart.com/Licensing**.

[✓] For this type of vehicle, you will not need to submit any additional licenses (beyond the standard licenses required for your buyer type).

BID AND WIN PROCESS

Q SEARCH

It's easy to find the vehicles you are looking for on Copart.com. Whether you have a specific model in mind, or simply want to browse vehicles by title type, Copart makes your search easy.

- From any page on Copart.com, you can access the Vehicle Finder tool to search for various types of inventory, or use the filters on the Search Results pages to find a specific vehicle.
- You can access your saved search results by clicking the 'Save Search' button at the top of your results page.
- Save up to 20 vehicle searches at a time, and access your saved searches on the Copart website or mobile app. Start your search at **Copart.com/vehicleFinder.**

☆ WATCH

Whether you're a new Member or an active buyer, if you're not using Copart's Watchlist feature, you're missing out on the easiest way to monitor the lots you're interested in bidding on.

- Have your eye on a vehicle? Head on over to the lot details page and click the 'Watch' button to add it to your watchlist.
- Your Watchlist keeps track of the sale date, lot number, description and current bid before the live auction begins. You will even receive an email notification when vehicles on your watchlist are up for auction.
- You can save up to 2,000 lots at a time and bid on your favorite vehicles across multiple devices, including iPad, iPhone and computer.

XINSPECT

We encourage all Copart Members to take the time to educate themselves on the vehicle they are interested in before placing a bid. Copart provides all Members the option to inspect a vehicle prior to auction.

- Start by making a list of lot numbers you plan to inspect at a specific location. Members can preview all Copart vehicles at no cost, Monday through Friday, during regular business hours.
- Can't make it to the location to preview a lot? Hire an independent inspector to inspect the vehicle before you begin bidding. Find one at **Copart.com/inspectors**.
- Remember to review a vehicle's history by using AutoCheck, EpicVin or Market Guide Report links located on the lot details page. We also provide the VIN for every vehicle should you want to use another service.

WAYS TO BID AND WIN

COPART'S AUCTION TECHNOLOGY

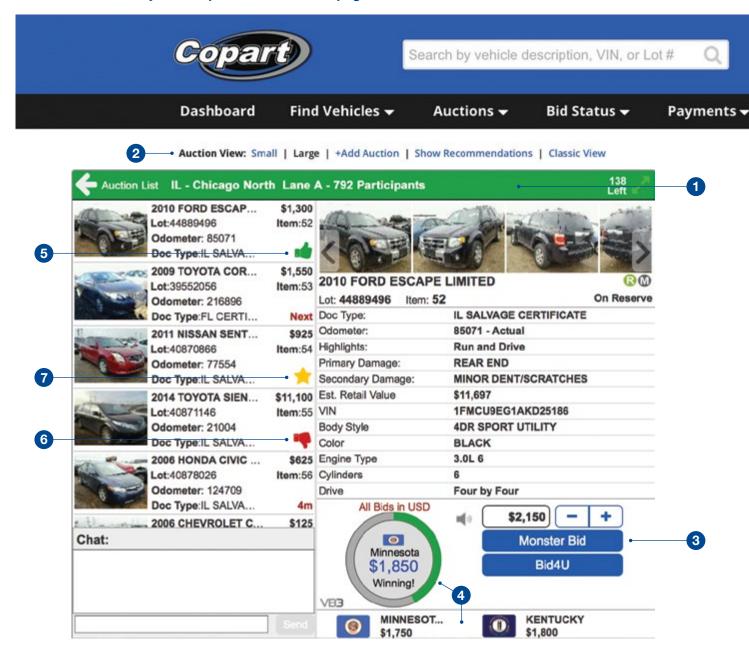
Our patented auction technology is a 2-stage bidding process, allowing you to bid well before the live auction begins.

ТҮРЕ	DESCRIPTION	TIMING	BENEFITS
PRE-BIDS PC / Online iPhone / iPad Yard Kiosk	Enter your max bid price for the vehicle. If you are the highest pre-bidder, our BID4U program places incremental bids on your behalf during live bidding.	You can pre-bid once an item is listed on our website, up to 1 hour before the Virtual "Live" Auction starts.	If you have the highest bid at the end of preliminary bidding, BID4U will bid on your behalf in the Virtual "Live" Auction—great for those who can't attend on sale date. This is also valuable when bidding on several vehicles. Pre-bidding can help determine whether you have a shot of winning during Virtual "Live" Auction.
LIVE BIDS PC / Online iPhone / iPad	This is the incremental bid you place in real time once the Virtual "Live" Auction starts. You can also increase the amount one or more increments over the current bid amount to place a Monster Bid.	On the day of the sale, vehicles are arranged by item number and you can begin live bidding once the lot is "on the block." The countdown timer will begin to run, and each time a live bid is submitted, the clock will reset. If it reaches zero, the sale is over.	Great for those who can attend the Virtual "Live" Auction held on the sale date. Live bidding on our auction platform is fast and fun! You can also attend the live online sale to see the sale prices of vehicles you're interested in even if you aren't sure you'd like to bid.
BUY IT NOW Pre bids / Live Bids But it Now Counter Bids	Buy a vehicle immediately for the price listed by the seller. This option is only available on select vehicles.	You can choose to Buy It Now once an item is listed on our website until the Virtual "Live" Auction begins.	Ideal for those who do not want to wait for the sale date to compete with other Members for the vehicle. Buy It Now allows you to lock in the sale price and complete the transaction the same day.
COUNTER BIDS PC / Online iPhone / iPad Telephone	When a vehicle is sold with a Minimum Bid requirement or "On Approval," the seller may send you a counter bid after the Virtual "Live" Auction ends. You can choose to accept, decline or respond with your own counter bid.	You and the seller can place counter bids after a lot has run through an auction until 5pm PT the next business day after the sale date.	Allows your best offer to be reviewed by the seller.

Tie Bid Policy: Live bids prevail over pre-bids of equal amount.

AUCTION DASHBOARD

The powerful new Auction Dashboard gives Members the ultimate bidding experience and allows Premier Members to join multiple auctions on one page.



- Green, yellow, red and gray auction colors to keep you up-to-date on your live bidding status
- 2 Choose your view: small, large, multi auction and classic view
- 3 Increase bid amount, submit a Monster Bid or let our Bid4U auction technology work for you
- 4 Know the current bid time and bidders location
- **5** Upcoming winning pre-bids with a green thumb up
- 6 Upcoming losing pre-bids with a red thumb down
- Upcoming Watchlist items with a yellow star

To learn more about our industry-leading VB3 auction technology, visit Copart.com/Dashboard.



COMPLETING THE PURCHASE

PAY FOR YOUR VEHICLE

- 1. You will receive an email notification that you've won the vehicle.
- 2. Pay for your vehicle within 3 business days, including the sale date. Payment must include the Buyer Fee, Internet Bid Fee, Gate Fee and any applicable sales tax. Sign in to your account for more details on fees associated with your purchase.



SECURED PAYMENT TYPES

- · Cashier's check
- Money order
- Wire transfer
- Company check, subject to prior approval by Copart
- ePay online payments using your checking account, subject to prior approval by Copart Financing available

UNSECURED PAYMENT TYPES

- Personal credit or debit cards*
- *Restrictions apply. Visit **Copart.com/Payments** for more information.

PICK UP YOUR VEHICLE

- 1. Pay for your vehicle in full.
- 2. Pick up your vehicle from the location during normal business hours within 3 business days of a winning Internet bid or 3 business days after a winning kiosk bid, including the sale date.
- 3. When you arrive, we will load your vehicle onto your transporter. Loading is first come, first serve. All heavy and medium-duty vehicles are self-load only.
- 4. If you need more time to pick up your vehicle, you can keep it stored at the Copart location for an additional daily fee.

CAN'T PICK IT UP?

Use the delivery quote tool on the lot details page. Simply enter in the destination zip code to get a real-time estimate on transportation cost. If you aren't prepared to transport the vehicle yourself, you will have the opportunity to select one of our partner transportation options at checkout.



Use the My Payments Due option on your Dashboard to keep track of payment deadlines so you will not be charged a late payment fee.

LOCATION RULES & SAFETY GUIDELINES



- 1. All visitors should be alert and aware of loaders and heavy equipment operating at all times.
- 2. Safety vests and closed-toe shoes are required at all times.
- 3. Buyers are allowed in designated sale rows only.
- 4. Inspection is limited to vehicles currently listed for sale.
- 5. Tools of any kind, including diagnostic code readers, are not allowed in the yard. See a staff member if you need assistance with a vehicle.
- 6. As a safety precaution, please do not attempt to start a vehicle without a Copart employee.
- 7. Vehicles cannot be test driven.
- 8. All yards are under 24-hour surveillance. Theft or damage will be prosecuted.









TERMS AND ICONS GLOSSARY

ICONS

- Run & Drive: At the time the vehicle arrived at Copart's location, Copart verified that the vehicle (i) started, (ii) could be put into gear and (iii) was capable of moving forward under its own power. There is no guarantee, representation or warranty that the vehicle is in roadworthy condition or can be driven lawfully upon the highways of any state. There is no guarantee, representation or warranty that the vehicle will (i) start, (ii) drive or (iii) move forward under its own power at the time the vehicle is picked up at Copart's location. It is the Member's sole responsibility to ascertain, confirm, research, inspect and/or investigate the vehicle prior to bidding on it. Once the vehicle is removed from Copart's premises, the Member accepts the vehicle "as is."
- Engine Start Program: At the time the vehicle arrived at Copart's facility, Copart verified that the vehicle (i) started and (ii) ran at idle. There is no guarantee, representation or warranty that the vehicle will (i) start or (ii) run at idle at the time the vehicle is picked up at Copart's location. It is the Member's sole responsibility to ascertain, confirm, research, inspect and/or investigate the vehicle prior to bidding on it. Once the vehicle is removed from Copart's premises, the Member accepts the vehicle "as is."
- Enhanced Vehicle: Vehicles listed as "Enhanced Vehicles" are those where: (i) the seller has authorized Copart to perform an enhancement service to the vehicle such as a wash and vacuum or protective covering or (ii) the vehicle is under a program that gives Copart discretion to use enhancement services to maximize the value of the vehicle. This designation does not guarantee that any enhancement service was completed but rather indicates that qualifying vehicles would likely be enhanced. It is the Member's responsibility to inspect and verify the use of enhancement services.
- Offsite Sale: Offsite Sale lots are not physically located at a Copart location but are sold during the regular VB3 sale of the closest Copart location. The "preview" and "pickup" location is listed for each lot. Please review the preview dates and times to make arrangements

- to inspect any item. Members will be responsible for pickup of the lot from the location listed with the normal free-storage period. All regular Copart fees apply to the sale of Offsite lots.
- Seller Certified: Seller certifies that the member purchasing this unit will be completely satisfied with the purchase. If upon inspection of the unit, and prior to leaving Copart's premises, the member is not fully satisfied, then the member may decline to complete the purchase transaction without any penalties, fees or charges. Once a vehicle is removed from Copart's premises, the member understands and agrees s/ he accepts the vehicle "as is" pursuant to Copart's Member Terms & Conditions.
- CrashedToys: Vehicles listed as CrashedToys are those that are located at CrashedToys specific yards. CrashedToys specializes in the sale of salvaged motorcycles, exotics, RVs, boats, jet skis and other power sport crafts. These vehicles are accompanied with additional photos and lot notes. Where applicable, videos are also available for these vehicles. Fee structure differs for these vehicles.

KEY TERMS

ERV: ERV stands for "Estimate Retail Value" of the vehicle, which means the estimated retail value of the lot as submitted to Copart by the Seller. If the lot has been damaged, this is the value prior to the occurrence of the damage.

BID4U: BID4U represents the highest bidder during both the preliminary bidding process and the virtual auction, if you are the high bidder at the end of preliminary bidding. Simply enter the maximum price you are willing to pay for the lot during preliminary bidding and BID4U will bid on your behalf up to your maximum bid during the virtual auction. BID4U will only bid one increment over the current bid to maintain your position as the highest bidder. This allows you to purchase a vehicle below your maximum bid if bidding doesn't meet or exceed your maximum bid.

Current Bid: The Current Bid is the highest price offered for this lot at this time. There may be a higher maximum bid being represented by VB3 BID4U. The Current Bid is always listed in the currency of the country of the location.

Pre-Bid: A bid placed during preliminary bidding, which takes place up to 1 hour before the Virtual "Live" Auction begins. Bids may be placed online or through computer terminals located at kiosks installed in Copart locations.

Live Bid: Bid placed during the Virtual "Live" Auction.

Lane: A subset of all items up for bid during each live auction. The number of lanes running in a particular location's sale depends on that sale's inventory size. Lanes are assigned based on vehicle item numbers, which are located on the lot page under 'Sale Information.'

On average, there are 4 lanes running per auction. On the day of the sale, make sure you join the correct lane-specific VB3 auction so you don't miss your chance to bid!

ITEM NUMBERS	DESCRIPTION	LANE
1 - 500	Run & Drive Lots	Α
501 - 600	Rental Cars	Α
601 - 700	Motorcycles	Α
701 - 800	Boat/Jet Skies/Marine	Α
801 - 900	Heavy Equipment	Α
901 - 1000	Recreational Vehicles	Α
1001 - 1100	Homeowners	Α
1101 - 2000	Salvage Lots	Α
2001 - 2500	Run & Drive Lots	В
2501 - 3000	Salvage Lots	В
3001 - 4000	Salvage Lots	С
4001 - 5000	Salvage Lots	D
5001 - 6000	Salvage Lots	Е

Repair Cost: Repair Cost is the estimated cost to repair the vehicle as submitted to Copart by the seller of the vehicle. The Repair Cost listed here may vary greatly from the actual cost to repair this vehicle. The availability and use of recycled parts, varying labor rates, paint times, etc. greatly affect the cost to repair any vehicle. Copart recommends that each bidder

evaluate the damage to determine the extent of the repairs necessary. This number is presented for informational purposes only. Copart makes no representations as to the validity or accuracy of the listed repair cost.

Remember that all Copart vehicles are sold "As-is whereis" and are not represented as being in roadworthy condition, mechanically sound or maintained at any quaranteed level of quality.

SALES STATUS

Sales Status indicates the current status of the lot. Possible values and their meanings are:

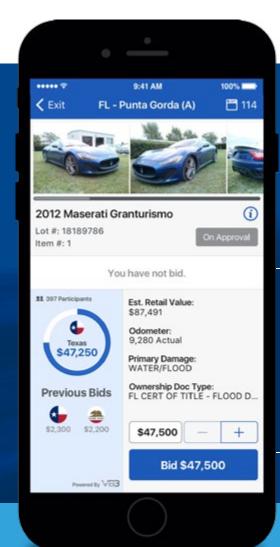
Pure Sale: No minimum bid or reserve price. Lot will be awarded to the highest bidder at the close of bidding during the virtual auction.

On Approval: Seller has reserved the right to approve the final high bid achieved during the Virtual Auction. Seller has until 6pm PT one business day after the sale to approve the bid. The high bidder is obligated to purchase the vehicle if released by the seller within the approval period.

Reserve Price: Seller has placed a reserve price on the lot. If the minimum bid is not surpassed during the Virtual Auction, Seller has until 6pm PT one business day after the sale to accept the high bid.

Ownership Documents: Denotes the ownership documents that will be transferred to the buyer. Each type carries certain ownership rights, restrictions and burdens. Research each title type to ensure its viability for your intended use of the lot.

For a full list of terms, visit Copart.com/Glossary



The Copart Mobile App for iPhone and iPad

Key Features

- Search, bid and buy with the tap of your finger
- Receive instant notifications for your activity
- Create Watchlists and Saved Searches
- Search based on your current location
- Join auctions and bid from anywhere!



Learn more about the Copart Mobile App at Copart.com/Mobile





For more information on bidding and buying, visit **Copart.com/NewMember**

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