ReSPARK

SALES@RESPARK.COM

Holland Scrap & Recycling.

Customer success story · Price analysis agent

How an owner-operated yard used ReSpark's Price Analysis tool to make faster selling decisions — and accidentally discovered it could reconcile invoices too.

The Challenge

Holland Scrap & Recycling ships roughly one van trailer per week of non-ferrous material to one of three consumers. Owner Jonathan Smith makes weekly selling decisions by comparing multiple price sheets with 40 to 55 line items each, across different formats and naming conventions. He needed a tool that could consolidate that comparison instantly and eliminate the mental math slowing him down.

3 consumers
selling decisions made weekly

Weekly decisions
per price sheet, across formats

The Solution

Price Analysis Tool

Accepts multiple price sheets simultaneously and produces a structured material-by-material comparison with differentials, recommendations, and payment term context. What previously required scanning multiple documents side by side now takes a single upload and seconds.

Invoice Reconciliation

Jonathan also discovered the tool could reconcile invoices. When a consumer payment came in $2,000 short on a 25-item shipment, he uploaded both invoices as "price lists" and the tool identified every discrepancy in seconds — turning a pricing tool into a revenue protection tool.

Benefits

- ✓ **Instant Multi-Consumer Comparison**
  Upload two or three price sheets and get a material-by-material breakdown with differentials and best-price indicators in seconds.
- ✓ **Actionable Recommendations**
  Each analysis surfaces the best price per material along with payment terms and freight considerations.
- ✓ **Any Document Format**
  PDFs, screenshots, scanned documents: the tool parses and normalizes pricing regardless of how consumers format their sheets.
- ✓ **Invoice Reconciliation**
  Upload any two documents to identify variances instantly, catching discrepancies before they get written off.

Before ReSpark	After ReSpark
✗ Manual price sheet comparisons across 40–55 line items	✓ Instant material-by-material pricing comparisons
✗ Multiple formats and naming conventions	✓ Automated parsing across any document format
✗ Slow, error-prone selling decisions	✓ Faster selling decisions with clear recommendations
✗ No way to efficiently reconcile invoice discrepancies	✓ Invoice reconciliation in seconds, protecting $2,000+ in revenue

> *"Comparing price sheets is a big part of my job. Being able to see who has the best price on every material, instantly, that's what I was most excited about."*
>
> Jonathan Smith, Owner & President, Holland Scrap & Recycling

Get started with our all-in-one suite today by requesting a demo at respark.com