ReSPARK

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From manual to automated.

Case Study:

How Rypac Metal Recycling sped up deal flow with instant, AI-generated purchase orders with ReSpark's Commercial Agent

The Challenge

At Rypac Metal Recycling, deals move fast. Suppliers text price quotes from their phones, purchase agreements arrive as PDFs, and price lists with 35 to 40 line items land in email. Every one of those transactions required VP Dan Lundquist to manually retype details into ReSpark, field by field. A 20-item purchase order could take 15 to 20 minutes of focused typing. Across multiple deals per week in both USD and CAD, the data-entry overhead was a meaningful drag on the business.

35–40 line items

arriving across texts, PDFs, and emails

15–20 min

single PO manual entry

The Solution

Document Intelligence

ReSpark's Commercial Agent accepts any document — from a formal PDF to a text-message screenshot — and extracts materials, pricing, quantities, and currency to draft a complete purchase or sales order instantly.

Proven in a Live Test

Dan screenshotted a multi-item quote from a Canadian supplier, uploaded it, and the agent returned an accurate purchase order with correct materials, pricing, and CAD currency detected automatically.

Gets Smarter Over Time

The agent learns from every interaction — corrected names, material mappings, and currency preferences carry forward, so accuracy improves with each

The ReSpark Effect

Rypac is expanding with a new yard manager and dedicated purchasing and sales roles. Each new hire will onboard directly into the AI-assisted workflow, training the agent on Rypac's specific materials and suppliers as they go. The result is a compounding advantage: every transaction makes the next one faster, and growth is no longer constrained by how fast someone can type.

- ✓ Contract creation cut from 15–20 minutes to a 30-second upload-and-review workflow
- ✓ Text-message negotiations converted directly to structured POs, no transcription needed
- ✓ Multi-currency (USD/CAD) applied automatically based on learned customer associations
- ✓ Agent effectively eliminates the need for a dedicated admin role

Before ReSpark

- ✗ Texted quotes, PDFs, and emails all required manual re-entry
- ✗ 15–20 minutes to build a single purchase order
- ✗ High risk of errors across pricing, materials, and currency
- ✗ Data entry slowing deal velocity and growth

After ReSpark

- ✓ Upload texts, PDFs, or emails and auto-generate orders
- ✓ POs created in ~30 seconds with review-ready accuracy
- ✓ Automatic material mapping, pricing extraction, and currency detection (USD/CAD)
- ✓ No transcription required, eliminating admin overhead

> *"If you have a purchaser servicing 100 to 150 different accounts, they would typically need an admin to handle all this stuff. Now they can just hit a button and upload it, that saves a whole position essentially. It's an instant advantage."*
>
> Dan Lundquist, VP Rypac Metal Recycling

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