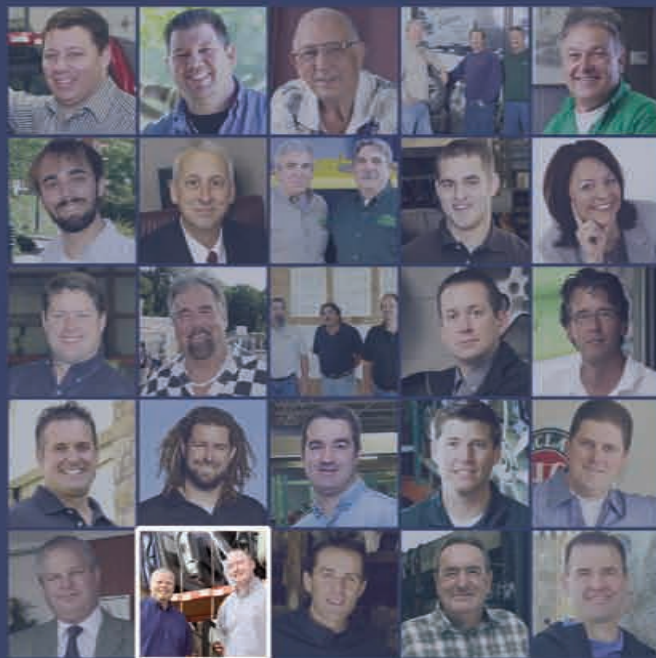


LOCATOR
Upfront
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**2010 MOST INFLUENTIAL
 AUTO RECYCLERS**



**As Seen In Locator UpFront Winter Issue:
 Stoney Rutledge & Paul Delaney
 2010 Most Influential Duo**

DUO



**Stoney Rutledge & Paul Delaney
 Late Model Import, Texas**

Stoney Rutledge and Paul Delaney, co-owners of Late Model Import in Haltom City, Texas (LateModelImport.com) couldn't be more different. Aside from both being former vice presidents for GreenLeaf Auto Recyclers (GreenLeaf), they are two opposite sides of the same coin. Rutledge has worked in auto recycling for more than 10 years. He started in sales, moved into site management and eventually ran the purchasing department for GreenLeaf (GreenLeafAuto.com) before becoming a regional vice president. Delaney has a finance and accounting background and his 2003 start at GreenLeaf was his introduction to auto recycling. As a GreenLeaf vice president, Delaney was in charge of product development and expanding sources of revenue. In 2009, the duo joined forces to start their own auto recycling business, Late Model Import.

"They are bright guys and operate at a high level," said Angus Harris, owner of Mazda-Nissan Heaven in Fort Worth, Texas. Harris, also a former GreenLeaf vice president, left GreenLeaf after LKQ Corporation (LKQCorp.com) acquired it in October 2009. "Stoney

came from the operational side and worked up through it, where Paul had a publically-traded experience in accounting. It's a good blend of experience. They have drastically difference approaches. Stoney is more 'Let's try it and figure it out later,' and Paul is more 'Let's plan it out and be more methodical.' There's a good balance between the two."

Within a year, Rutledge and Delaney went from working nonstop at Late Model Import with just one parts puller to hiring two salespeople, two dismantlers, a parts puller and a delivery driver.

"The techniques they employ, purchasing decisions, pricing and 'no hassle' philosophy is influential," said Harris. "It has impacted the other recyclers in the area that have to compete with them."

Bill Stevens, Counts Consulting, also worked with the duo at GreenLeaf. He said it is uncommon to find two people that work together so well.

"Paul Delaney and Stoney Rutledge have every skill set necessary to not only be successful but stand out as leaders and innovators in our industry. Their diverse background and extraordinary business acumen truly make them a 'dynamic duo.'" ❧

BY ERIN SANDAGE • PHOTO: STEVE TREMAYNE