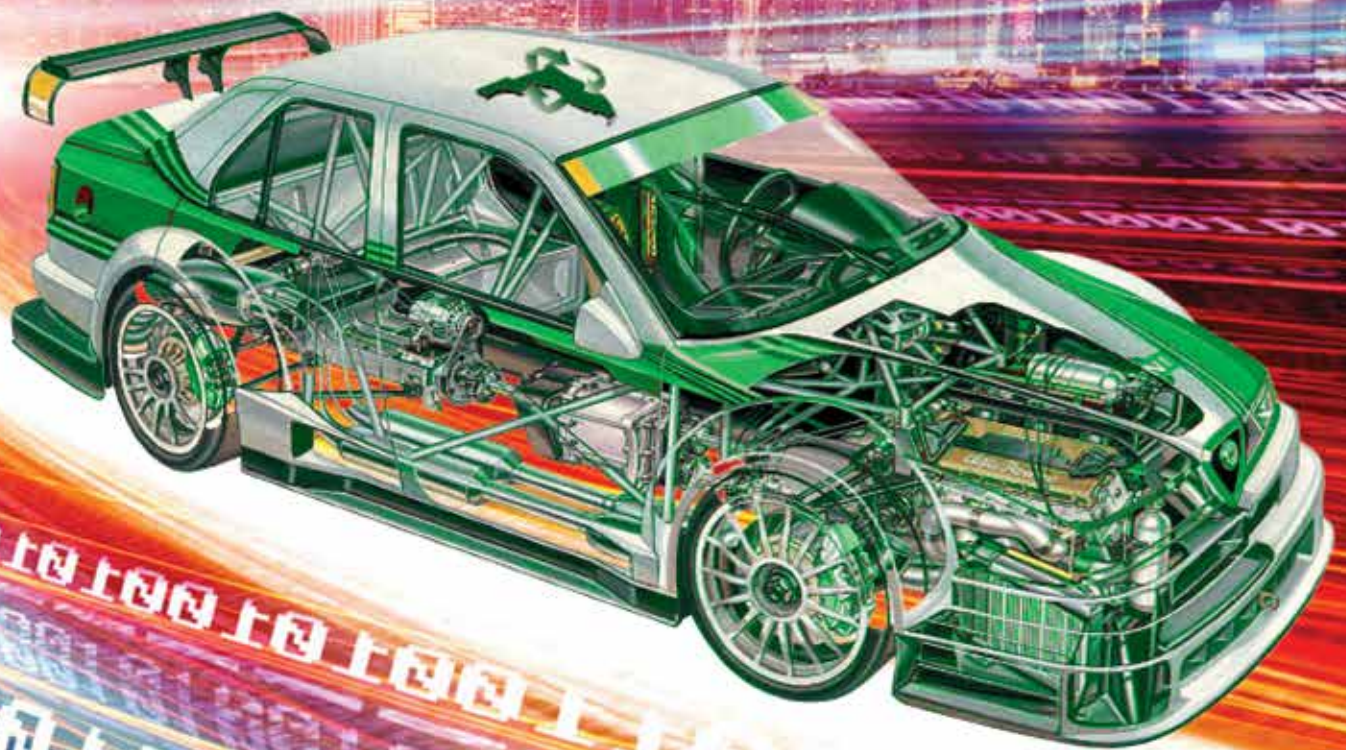


FADRA 2017

CONVENTION & TRADE SHOW



***Put Your Business on
the Fast Track***



July 20-23, 2017

Sheraton Sand Key • Clearwater Beach • Florida



Put Your Business on The Fast Track

• FADRA 2017 CONVENTION & TRADE SHOW •

JULY 20-23, 2017 • Sheraton Sand Key • Clearwater Beach • Florida



Shan McMillon,
Cocoa Auto Salvage

Every year FADRA holds its annual convention, I get excited. I don't care where it is (though I love a beach location!), it is a highlight of my year. I look forward to seeing old friends I don't see often enough, other recyclers and vendors who are often a voice on the phone, and always some new people with something to share. I see fellow recyclers I learned a lot from coming up in the business, and new people who ask me questions now about how I do things. I can't wait to see the slate of speakers each year, and hang out in the lobby or after sessions or during social events talking about our families and our business issues. I have never spoken to a person in this business who didn't come away from a FADRA convention without saying he or she learned something. I remember seeing Lenny Damron every year, a man successful by any measure and who would seem to know everything, going to every seminar and giving the speakers his full attention, because even he said he'd always learn a few things.

FADRA's annual convention is one the the few times a year I'm able to step away from my day-to-day responsibilities and get some direction in getting refocused on the priorities, evaluate the goals I have set for my business, and make sure I'm still on track for achieving those goals. Let's face it, our industry is changing quickly, and we had better know what's happening not only under our own roofs but around the globe and be able to adapt quickly to those changes. Every year I see more new faces, second- and third-generation recyclers meeting the challenges of a new era, and people getting established in the business who want to learn and also have their own new ideas.

There is a plethora of knowledge at the convention. From presenters and our peers, we are able to learn and share so much during those few days. For me, each year, the convention is a catalyst for figuring out how to balance the scale - how to prioritize, how to focus on the more important issues within my business so I get the most return on my most precious investment: my time.

So now that we've decided we can't possibly have it all or do it all how are we going to decide what goes to the top of the to-do list at the yard? How do you prioritize? What is really important that needs YOUR attention? Join me July 20-23, 2017, at the Sheraton Sand Key in Clearwater Beach for a few days of learning and laughing while we all work on figuring that out together!

Looking forward to seeing you in July!

Shan McMillon, FADRA President

Give to Two Great FADRA Causes! FADRA Scholarship Program and Legislative Fund

The 2017 Scholarship Recipients will be attending the Conference with their families! FADRA has awarded \$31,000 in Educational Scholarships to very deserving applicants since this program began.

This worthwhile cause is funded by membership donations. If you have not already done so, we encourage you to donate whatever you can at the Convention to show your support!

Come one...Come all to the FADRA Auction!

Every year FADRA works on your behalf with Legislators and the regulating Authorities to protect your business interests. Each year a few members go above and beyond dedicating their time and work tirelessly on everyone's behalf. To support the FADRA Legislative Fund, I hope you will consider donating something to the auction, buy auction items, or write a check to the **Legislative Fund**. Your contribution helps everyone!

Thank you in advance for your support!!



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Thursday, July 20

2:00 – 5:30 PM

FADRA Board of Directors Meeting

3:00 – 5:30 PM

Attendee & Exhibitor Registration Opens

Come early so you can beat the Friday morning rush!

6:00 – 9:00 PM

Thursday Night Welcome Event: Captain Memo's Pirate Cruise

Enjoy food, drinks and fellowship as you cruise out on Tampa Bay with Captain Memo and his crew. Bus loads at the hotel at 6:00 PM, and departs at 6:15. The ship casts off at 7:00. Register early, as there are only 100 spaces available.



11:55 AM – 12:55 PM

Lunch on Your Own

12:15 – 5:00 PM

Exhibitor Set-Up and Registration

1:00 – 2:10 PM

Payroll Plan for Employees

Speaker: Mike Kunkel, Profit Team

Mike will discuss how to design and implement performance pay for sales staff, pullers, dismantlers, and drivers.

2:20 – 3:25 PM

Credit Card Mgmt. and Fraud Prevention

Speaker: Lisa Samuel, Hollander Credit Connect/Payroc

Credit cards are an increasingly vulnerable area of fraud.

Lisa will cover:

- Best practices in risk mitigation when accepting over-the-phone transactions
- Reducing cost on commercial cards with level 2 data
- PCI compliance
- Understanding cost for accepting cards
- EMV liability shift (chip cards)
- Mobile processing solutions for delivery drivers
- Invoicing to customers (as opposed to authorization forms)
- Accepting cards on a terminal vs. gateway solutions.

Friday, July 21

7:00 – 8:00 AM

Breakfast on your own

8:00 AM – 6:00 PM

Attendee Registration Open

8:00 AM – 12:00 PM

Decorator Set-up in Exhibit Hall

9:00 – 9:05 AM

Convention Welcome

Speaker: Shan McMillon, Cocoa Auto Salvage

9:05 – 10:30 AM

Keynote Address: Going Lean – The Journey to Operating a Lean Recycling Facility

Speaker: Ryan Falco, Midway Auto Parts

General Manager of one of the nation's leading auto recycling facilities, Ryan will tell the story of their journey to making their operations more lean and efficient.

10:35 – 10:50 AM

Refreshment Break in Exhibit Hall

10:50 – 11:50 AM

Market Your Inventory for Higher Profits

Speaker: Jeff Schroder, Car-Part.com

A comprehensive overview of what is happening in the larger collision repair industry (insurance, shops, OEM, AM, CIECA, NSF certification) and how recyclers fit into that supply chain. He will discuss how EMS Pro can help you sell more parts into this industry.

3:25 – 3:35 PM

Ice Cream Break

3:45 – 4:45 PM

Employee Recruitment and Retention: Salvage Yard Culture

Speaker: Ryan Falco, Midway Auto Parts

Ryan will dive into many different aspects of human resources-related issues salvage yard owners and managers face.

4:50 – 5:50 PM

Secret Recipes for Communicators

Speaker: D.J. Harrington

It's really no secret that most great communicators have mastered some elementary but learned skills that pole vault them to success. Successful communicators don't accept phrases like, "I can't." They perform and use their innate and learned communication skills to become successful in business and life. In this class, DJ Harrington will help you to build on your successes and show you how to use his secret strategies to make you a better communicator. Don't miss this class on Secret Recipes for Communicators.

Friday, July 21 Continued

6:00 – 9:00 PM

Exhibit Hall Grand Opening

9:15 – 10:00 PM

Sponsor Recognition Reception

President's Suite

9:00 PM – Midnight

FADRA Hospitality Suite

Saturday, July 22

7:45 AM – 5:00 PM

Attendee Registration

8:00 – 8:30 AM

Hybrid Battery Session

Speaker: Joe Wright, Dorman Products

Joe will discuss the intricacies of removing hybrid batteries.

8:35 – 9:30 AM

Mediocrity is No Longer an Option – Taking the Leap to Becoming a Great Salesperson

Speaker: Ryan Falco, Midway Auto Parts

A sales motivation and training session showing you how to take the leap to becoming a great salesperson.

9:35 – 10:35 AM

Electronic Platform/E-Commerce

Speaker: Mike Kunkel, Profit Team

Mike will provide his insights into quoting parts and the proper way to pursue the sale.

10:40 AM – 12:40 PM

Brunch With Vendors

12:45 – 1:30 PM

Panel Discussion: Core Handling

Speakers: Katrina Hall, RAS; Mark Carr, MCI

Representatives of core-buying companies will talk about what they look for when buying cores, pricing, and other issues. Be prepared to ask questions and participate.

1:35 – 2:20 PM

Are You Hiring Eagles or Turkeys?

Speaker: D.J. Harrington

On the principle that good hiring practices can improve the quality of your employees' performance, D.J. will explore interviewing techniques and warning signs.

2:30 – 3:15 PM

FADRA General Membership Meeting

Association update, installation of officers, ARA Update by President R.D. Hopper.

3:20 – 4:30 PM

Industry Issues Open Forum

Speakers: Mike Kunkel, Profit Team; Ryan Falco, Midway Auto Parts; D.J. Harrington

Free-for-all session where you can ask industry experts about what's happening in the industry as a whole or specific issues that concern you. Bring your questions and experiences to share with your peers.

4:40 – 5:15 PM

U-Pull-It Panel Discussion

Speakers: Gary Lindros, Jr., Ace Pick a Part; Dan Ulrich, U Pull & Pay; Gerry Vertucci, Budget Auto Parts

Self-service auto recycling brings its own set of needs and situations. Sit down with experienced u-pull-it operators and ask how they handle things you might be struggling with.

6:30 – 10:30 PM

FADRA Banquet

Dinner and entertainment with a 1920s Prohibition theme, plus the Silent Auction and Special Membership Drawing

Sunday, July 23

8:00 – 9:00 AM

FADRA Prayer Breakfast

Jim Seamans

THANK YOU AGAIN TO LAST YEAR'S SPONSORS

SILVER SPONSORS

Dorman Products

Hollander, A Solera Company

Rebuilders Automotive Supply

U Pull & Pay

BRONZE SPONSORS

Auto Data Direct

Car-Part.com/Checkmate

GENERAL

ACE/MCI Cores

Al-Jon

Bring Your Employees Saturday at Special One-Day Rate of \$190 Per Person!

We've designed Saturday's schedule to provide in-depth training for your sales people and dismantlers. Starting at 8:00 am, Joe Wright of Dorman Products will provide insight on how to handle hybrid batteries for maximum safety and profit. Keynote speaker Ryan Falco will follow with his version of Sales School, discussing ways you can build rapport with customers and improve parts sales. Mike Kunkel of Profit Team will then explore ways that your electronic sales platform can boost your sales. Your employees are then free to hit the last hours of the trade show from 10:40 AM – 12:40 PM, where they can get brunch and visit with vendors.

After the trade show, have your employees sit in on a core handling panel discussion, a motivational session with D.J. Harrington, an open forum on what's happening in the industry, and a u-pull-it panel discussion with self-service yard owners.

For all this, register your employees at the **one-day convention rate of only \$190 per person**. If you want your people to attend the banquet, you can buy a separate ticket. Take advantage of this great offer to bring your employees in for the day for some motivation, fun, and targeted learning that will improve their performance.

"I brought my entire staff to the 2016 FADRA convention and I saw the benefits immediately! Every one of my employees attended the Saturday sessions: Forklift Training, Dismantling Processes and Safety, and Sales School.

"Not only was I able to quickly and easily renew valuable safety certifications, but all of my employees left the seminars with a renewed focus and determination. Productivity and efficiency has improved dramatically.

"What's more, the interactions with other recycling professionals has inspired them to work towards new individual goals. If you think you can't afford to attend the convention, think again. You can't afford not to. What a great experience!"

Tony Quarno
Quarno's Auto Salvage

FADRA WELCOME EVENT

Captain Memo's Pirate Cruise

Thursday, July 20, 6:00 pm

We'll take advantage this year of our proximity to Tampa Bay and the cruise excursions available there. Join your fellow members for food, drinks, and good times on the water as we sail into the sunset on Captain Memo's ship, *The Pirate's Ransom*. Custom designed and built according to US Coast Guard requirements, the ship offers open deck seating as well as comfortable accommodations inside. We expect to see dolphins and will observe the scenic views of Clearwater as we sail.

Please be sure to get your ticket for \$35 per person as soon as possible, as seating is limited. You may drive to the dock yourself (address: 25 Causeway Blvd., Clearwater Beach, FL 33767), but transportation will be provided for everyone from the hotel, leaving at 6:15 p.m. The ship leaves promptly at 7:00 p.m.





Sheraton Sand Key Resort

1160 Gulf Boulevard • Clearwater Beach, FL 33767

Room Rates

FADRA Standard Hotel Room:
\$165 Single/Double occupancy
per night

**Please be sure to mention you are
with FADRA to receive this rate!**

Executive Suites at the Convention
Rate may be available based on
availability. Call the hotel.

Pre- and Post-convention
accommodations may be available
at the convention rate 3 days prior
or 3 days following the meeting.

**Click Here to Reserve
Your Room Online**

**Discount Code
FG16AA**

**Room Reservations
727-595-1611**

**Cut-off Date:
June 19, 2017**

Bring your family to an old favorite, the Sheraton Sand Key Resort. With 10 acres of private beach, spacious rooms, a pool with adjacent Poolside Café and the Turtle Bar, tennis courts, spa, fitness center, and three on-site dining options (The Mainstay Tavern sports bar, Island Grille, and Rusty's Bistro) inside the resort, you'll be comfortable and entertained. The Sheraton Sand Key is near major shopping districts in Dunedin and Ybor City as well as the many attractions of the Clearwater itself, including the nightly festival at Pier 60.



Get a heads-up on the speakers for FADRA 2017



Keynote: Ryan Falco

Ryan Falco is General Manager of Midway Auto Parts in Kansas City, Missouri. Midway, founded in 1986 is a full service auto recycling business, including a full service salvage yard processing over two hundred vehicle monthly, two self-service locations, an aftermarket parts store and a car lot selling a wide variety of new

and used vehicles.



Katrina Hall

Katrina is Eastern Field Representative for the Online Buying Division of **Rebuilders Automotive Supply**. She manages accounts as a field rep for the RAS online buying division, which enables recyclers to log in and run a search by vehicle or Hollander number. RAS can also search the recyclers' inventory to make

bids fast and easy. Katrina got her start in the industry as a field representative with AmeraParts, then she spent seven years with Greenleaf and three years with LKQ.



D.J. Harrington

D.J. is the President and Chief Executive Officer of Phone Logic, Inc., an international training company based in Atlanta. DJ has spoken many times at ARA and FADRA meetings, and counts among his clients such world-class companies as General Motors/ Chevrolet Division, DuPont, and Caterpillar. He

speaks or trains 52 weeks out of the year, and has received the prestigious the Vicom Group Video Training Award.



R.D. Hopper

R.D. has been the proprietor of Sonny's Auto Salvage in Jacksonville, Arkansas since 1998, when he purchased the business from Sonny Taylor, the namesake.

R.D. is President of ARA and has also served as President of the Arkansas Automotive Dismantlers and Recyclers Association

(AADRA) and is currently their Southwest Director.

He is currently running to serve as state Representative in Arkansas.



Mike Kunkel

Mike has been a consultant with Counts Consulting in Ft. Worth, TX since April 2014. He has more than 35 years of experience in new, aftermarket, and used auto parts. He spent 19 years as General Manager of American Auto Salvage in Ft. Worth. Mike serves on the URG Advisory Board, the Collision Industry Council,

and I-CAR.



Gary Lindros, Jr.

Gary, of Ace Pick A Part in Jacksonville, is a second-generation auto recycler who has been involved in the car industry for most of his life. Gary grew up working for his family's used car lots, transmission shops, and auto recycling yard. He is currently in charge of daily operations at their 30-acre self-service facility.



Lisa Samuel

Lisa Samuel is an independent for Payroc payments, a Chicago-based payments processor with over \$3.5 Billion in annual volume. Payroc utilizes the two of the largest payments platforms in the nation, Vantiv and First Data. Lisa has worked exclusively with yard management solutions, and the parts industry

for the last four years.



Jeff Schroder

Jeff is founding CEO of Car-Part.com in Ft. Wright, KY. Since its founding in 1996, Car-Part.com is a Blue Ribbon Small Business Award Winning Company and the leading green parts marketplace in the world, processing \$5 billion dollars of part searches per month.



Dan Ulrich

Dan has worked in the self-serve auto parts business for the last 11 years as a General Manager for U-Pull-And-Pay, LLC. He oversees U-Pull-And-Pay's Eastern region of yards, which include West Palm, Orlando, Cincinnati, Indianapolis, and Pittsburgh. Prior to working for UPAP, Dan worked for a branch of Ford

Motor Company named "Environ," where he was responsible for selling Ford salvaged vehicle parts to full-serve auto parts yards across the country.



Gerry Vertucci

Long Island native Gerry Vertucci formerly owned Atlantic Auto Sales in West Palm Beach. Gerry and his brothers Gary and Jay have grown up in the auto recycling business. After selling Atlantic to LKQ, Gerry became a partner in Budget Auto Parts. He is a past president of FADRA who recently rejoined the Board of

Directors to give back to the industry.



Joe Wright

Joe is National Sales Manager-Specialty Products for Dorman Products. Joe has spent over 35 years in the light and heavy-duty parts business. Fifteen years ago he joined the team at Dorman Products/The Connection and is happily focusing on growing the sales and profits of customers in the recycling industry

and other specialty markets for Dorman Products.



FADRA 2017 Convention & Trade Show

Sheraton Sand Key Resort, Clearwater Beach FL • July 20-23, 2017



REGISTRATION FORM

Company: _____

Address: _____

City, State, Zip, _____

Phone: _____ Fax: _____ Email: _____

Name(s) of Registrant(s): PLEASE PRINT CLEARLY FOR NAME BADGES

Name of Spouse: _____

REGISTRATION FEE SCHEDULE

MEMBERS:	EARLY-BIRD BY JUNE 20 \$275	REGISTRATION FEE BY JULY 15 \$300	ONSITE FEE \$350
NON-MEMBERS:	EARLY-BIRD BY JUNE 20 \$350	REGISTRATION FEE BY JULY 15 \$375	ONSITE FEE \$425
INCLUDES ENTRANCE TO ALL SEMINARS, EXHIBIT HALL GRAND OPENING, BRUNCH & PARTY TICKET			
MEMBER REGISTRATION	_____	@ \$ _____	\$ _____
NON-MEMBER REGISTRATION	_____	@ \$ _____	\$ _____
ONE-DAY ONLY <input type="checkbox"/> FRIDAY OR <input type="checkbox"/> SATURDAY	_____	@ \$190.00	\$ _____
<i>One-day registration does not include Party Ticket</i>			
SPOUSE REGISTRATION	_____	@ \$150.00 each	\$ _____
<i>includes: Exhibit Hall Grand Opening, Brunch & Party Ticket</i>			
THURSDAY OPENING CRUISE TICKET	_____	@ \$ 35.00 each	\$ _____
<i>Includes hors d'ouvres and drinks.</i>			
ADDITIONAL ADULT SATURDAY PARTY TICKET	_____	@ \$ 90.00 each	\$ _____
ADDITIONAL CHILD SATURDAY PARTY TICKET (3-10 YRS. OLD)	_____	@ \$30.00 each	\$ _____
ADDITIONAL EXHIBIT HALL GRAND OPENING TICKETS	_____	@ \$75.00 each	\$ _____
<i>full attendee registration required to purchase</i>			

VENDOR/AFFILIATE REGISTRATION: IF YOU'RE INTERESTED IN EXHIBITING, PLEASE COMPLETE THE EXHIBIT APPLICATION TO SECURE YOUR BOOTH

This fee is for Vendors who DO NOT have an exhibit in the Exhibit Hall. Includes: Entrance to all seminars, Exhibit Hall Grand Opening, Brunch & Party Ticket for two Reps)

Member Registration.....	_____	@ \$ 575.00	\$ _____
Non-Member Registration.....	_____	@ \$ 825.00	\$ _____

PLEASE MAKE A DONATION TODAY

<input type="checkbox"/> FADRA Legislative Fund.....	_____	\$ _____
<input type="checkbox"/> FADRA Scholarship Fund.....	_____	\$ _____
Processing Fee	_____	\$ 5.00
TOTAL DUE	_____	\$ _____

IMPORTANT!!! PLEASE COMPLETE THIS SECTION.

I WILL ATTEND THE FOLLOWING:

Saturday Night Banquet include both registrants & extra purchased tickets Total # _____ of people attending.

Please list any dietary restrictions you may have: _____

I'm disabled and would like to be contacted to discuss my special needs.

RETURN TO: FADRA, P.O. Box 770070 Winter Garden, FL 34777 • Fax: 407-614-8357 • kim@fadra.org

PAYMENT INFORMATION

MAKE CHECK PAYABLE TO: FADRA
Send to: Attn. Kim O'Dell, CMP, P.O. Box 770070 Winter Garden, FL 34777
 Visa Mastercard AMEX
CC# _____
Exp. Date: _____ Verification Code: _____

OFFICE USE ONLY

Paid: \$ _____
Check #: _____
Date Received: _____



Put Your Business on The Fast Track



• FADRA 2017 CONVENTION & TRADE SHOW •

JULY 20-23, 2017 • Sheraton Sand Key • Clearwater Beach • Florida

SPECIAL MEMBERSHIP DRAWING ONLY 300 TICKETS AVAILABLE

\$100 Donation, Grand Prize of \$10,000 Cash

\$2500 in Additional Cash Prizes • Winner Need Not Be Present to Win
Drawing to be held at the FADRA 2017 CONVENTION
Hilton Orlando Lake Buena Vista Resort • July 20-23, 2017

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

**BEST
VALUE**

I would like to purchase _____ ticket(s) at \$100 each: Total: \$ _____

I prefer ticket number(s): _____

I would like to purchase 11 tickets for a total of \$1,000

I prefer ticket number(s): _____

**For further information about the Special Membership Drawing,
contact Kim O'Dell at 407-614-8354**

REMEMBER: YOU DON'T NEED TO BE PRESENT TO WIN!

**MAKE CHECKS PAYABLE
TO FADRA & SEND TO:**

**FADRA
ATTN: KIM O'DELL
P.O. BOX 770070
WINTER GARDEN, FL 34777**

OFFICE USE ONLY

Date Received _____

Check # _____

FADRA AUCTION

Sheraton Sand Key Resort
July 20-23, 2017



Auction Prize Donation Form

(Please print clearly)

Contact Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

**Please use ONE form per prize. Duplicate form if donating more than one prize.
Fax forms IN ADVANCE to Kim at 407-614-8357**

Item to be donated for auction: _____

Brief description of item: _____

Estimated value of Item: \$ _____

We ask that you donate any novelty or personal items that your fellow members will find attractive. Item must be valued at \$75 or more. Please bring it to the convention and drop off at the Registration Desk upon arrival. Exhibitors are welcome and encouraged to participate!



**Proceeds Will Benefit
FADRA's Legislative Fund!**

**Thanks For Your Support!
FAX YOUR FORM IN TODAY!**

Name _____ Company _____

Final Bid _____ Paid _____



Make Memories with FADRA



“Every year FADRA holds its annual convention, I get excited. I don’t care where it is (though I love a beach location!), it is a highlight of my year.”

Shan McMillon

Fellowship



FUN



Education

