



# FADRA 2024

## Convention & Trade Show

### EXHIBITOR PROSPECTUS

July 18-21, 2024 • Sheraton Lake Buena Vista • Orlando, Florida

# FADRA 2024

educate empower elevate evolve

## Convention & Trade Show

Sheraton Lake Buena Vista • Orlando, Florida

### Secure Your Booth at FADRA 2024

Auto recyclers from all over the U.S. consider the annual FADRA Convention the most enjoyable and conducive to business in the country.

On July 18-21, 2024, FADRA will hold its annual Convention & Trade Show at the Sheraton Lake Buena Vista Resort in Orlando, FL. We will have more than 130 decision makers from the Florida auto recycling industry, plus several more Southeastern yards that come down as well. The program has seminars to attract sales managers as well as owners from member yards. Starting with the opening social event at Green Star Auto Recyclers in Orlando, we will have several opportunities for you to gather with your customers in a casual environment as well as in the action-packed trade show.

Please Note: The exhibit hall will have 40 booths this year and they will sell out quickly. Space will not be assigned until the exhibit contract and payment in full has been received. Booth positions will be assigned in the order in which applications are received.

**Join FADRA as an Associate Member for \$360, and you'll save \$\$\$ on your booth fee. Call or email Kim at 407-614-8354 or [kim@odellgroupmgmt.com](mailto:kim@odellgroupmgmt.com) for an application.**

Your booth will be 8' deep x 10' wide and includes one 6' skirted table, two chairs, an ID sign and wastebasket. The exhibit hall is carpeted. Included in your exhibit fee is registration for two representatives to attend all non-ticketed food and drink functions, including the Exhibit Hall Grand Opening and Brunch with the Attendees, as well as access to all seminars.

Please consider boosting your presence at FADRA 2024 by sponsoring convention events, materials, and speakers. A Sponsorship Form is included below.

Email or mail your applications along with payment information to my attention. Don't hesitate to contact me at [kim.odellgroupmgmt.com](mailto:kim.odellgroupmgmt.com) or by phone at 407-614-8354. I look forward to working with you and promoting your company at the FADRA 2024 Convention & Trade Show!

Kim O'Dell, CMP  
FADRA Executive Director



Florida Auto Dismantlers & Recyclers Association

### Thank You to Our 2023 Sponsors!

#### GOLD

ACS2, LLC

PGM of Texas

United Recyclers Group

#### SILVER

366 Processing

Buddy Automotive  
Innovations

First Coast Core

PMR, Inc.

Rebuilders Automotive  
Supply

Recycler's Cross Dock

#### BRONZE

AESOP Auto Parts

Auto Data Direct

Car-Part.com

Fenix Parts

IAA

SAS Forks

Solera|Hollander

United Catalyst  
Corporation

VINMatchPRO

Wolfpack Enterprises

## Why Your Company Should Exhibit

- **Opportunity to meet with premier Auto Recycling Owners**
  - **Non-Conflict Exhibit Hours**
- **Food and Drink for Attendees and Exhibitors in the Exhibit Hall**
  - **Business-oriented seminars with nationally recognized speakers on key issues affecting auto recycling**
    - **Exhibitors can attend all seminars and meetings**
    - **Sponsorship opportunities to market your company before, during, and after the conference**
- **Opening social event with all attendees at Green Star Auto Recyclers and many other events that bring together vendors with recyclers**
  - **FREE attendee list prior to and post-convention**

## Testimonials

"I have been attending FADRA trade shows since 2001; that is a lot of shows. What I love about attending FADRA's convention is I am guaranteed to be busy the entire time; this is one of the most well attended state shows! The attendees are serious in the industry and work so well together accomplishing growth!"

– Kris DiCarlo, Commercial Forms

"The FADRA show is an "investment" for our company. The staff and organizers always do an outstanding job, resulting in a well-attended show – meaning foot traffic to our booth. We enjoy seeing familiar faces, and meeting new ones, and getting the opportunity to share about Hollander!"

– Kirk Monger, Solera|Hollander

"FADRA is in the top echelon of state shows in the U.S. We look forward to meeting with existing customers and developing new business in the great state of Florida. The convention and trade show are always well run and provide a number of activities for vendors to interact with recyclers. If you want to do business with recyclers in Florida, you better have FADRA on your calendar for 2024."

– Katrina Hall, RAS

"FADRA attracts some of the best recyclers in the country. It has one of the most committed Board of Directors and Executive Team anywhere. Each year the show gets better and better. As a vendor, it is an excellent networking event."

– Becky Berube, United Catalyst Corporation

"We attend most state auto recycling shows across the US and find the FADRA tradeshow to be the best attended, finding it very beneficial to staying in touch with our customers, meeting new ones, and staying up-to-date with the industry."

– Jay Svendsen, Auto Data Direct

"FADRA puts on a very well organized and fun trade show. I always look forward to attending and I always come away with great memories. The themed banquet on Saturday night is always a good time!"

– Julie Cain, Buddy Automotive

"The FADRA show is a marvelous fellowship of professional auto recyclers coming together to share, educate, and grow within the automotive recycling industry. I can't go anywhere and buy a bottle of "This is the Best," but I can go to FADRA and experience the best people and gain long-term, profitable, win-win relationships."

– Hal Hoke, Wolfpack Enterprises

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CLICK

Book your group rate for Florida Auto Dismantlers & Recyclers Association

HERE

### HOTEL INFORMATION

Cut-off Date: Tuesday, June 18, 2024

### Sheraton Lake Buena Vista Resort

Room Reservations:

407-239-0444/800-228-9290

You may also register Online at FADRA.org

### FADRA Standard Hotel Room:

\$179 Single/Double occupancy per night (includes parking).

Be sure to mention you are a FADRA member to receive this rate!



# FADRA / EXHIBIT EVENT SCHEDULE

## THURSDAY, JULY 18

3:00 – 4:30 PM  
Attendee & Exhibitor  
Registration

5:30 - 8:30 pm  
**Welcome Event: Yard Tour  
Barbecue and Cat Drive  
at Green Star Auto Recyclers**  
(Transportation Provided;  
Buses leave at 5:30  
from Sheraton LBV)

## FRIDAY, JULY 19

8:00 AM – 5:00 PM  
**Registration Open**

12:15 – 5:00 PM  
**Exhibitor Set-Up**

6:00 - 8:30 PM  
**Exhibit Hall Grand Opening**

8:30 – 11:00 PM  
**FADRA Hospitality  
Poolside**  
(Open to all)

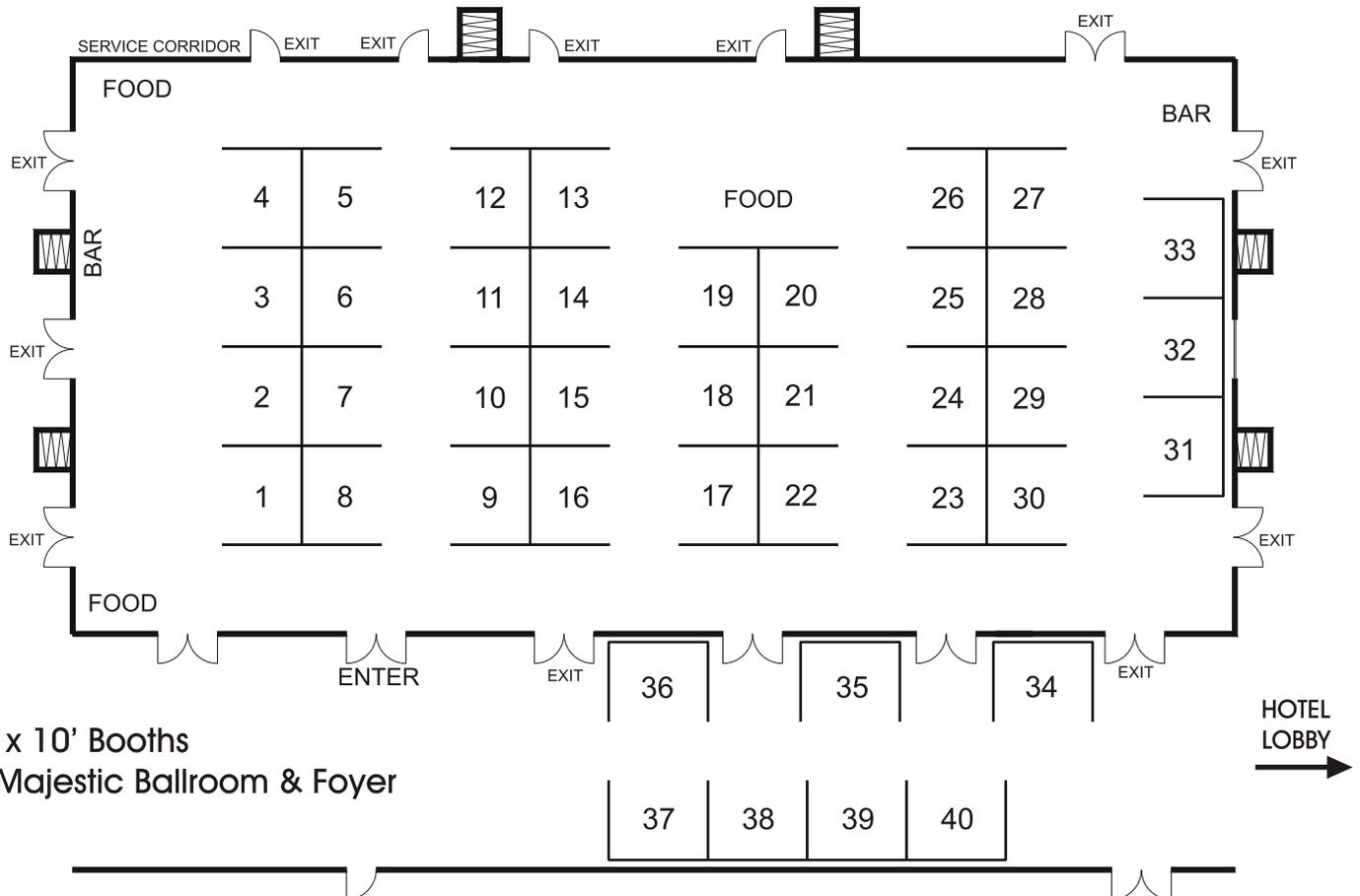
## SATURDAY, JULY 20

10:50 - 1:00 PM  
**Brunch With Exhibitors**

1:00 – 3:30 PM  
**Exhibit Tear-Down**

7:00 - 10:30 PM  
**FADRA Annual Banquet:  
Intergalactic Gala**  
(Ticketed Event Open to All  
- \$100 per person)

## EXHIBIT HALL FLOOR PLAN



40 - 8' x 10' Booths  
in the Majestic Ballroom & Foyer

## SPECIAL EVENTS AT FADRA 2024

### Opening Event:



### Yard Tour, Barbecue and Catalytic Converter (Cat Drive) Fund-Raiser at Green Star Auto Recyclers

Keynote Speaker Neil Harrow of Green Star Auto Recyclers has graciously offered to host the FADRA opening event at his yard in Orlando.

Buses will leave the hotel at 5:30 pm and return at 8:30 pm. Attendees will enjoy a yard tour, a catered barbecue, beer & wine, live music, and a fund-raiser we're offering for the first time called the FADRA Cat Drive. Members will donate catalytic converters for this event, to Vendor companies in a winner-take-all, blind sealed bidding will determine the winner. Proceeds go to FADRA and we expect it to be a spirited event.

### Closing Celebration:

## INTERGALACTIC GALA



FADRA's closing banquet each year always offers great food, entertainment, and a catchy theme to spur your creativity. This year, we will have a Intergalactic theme, so you can wear outfits that recall classic aliens and other science fiction creatures. We will have our usual live and silent auction of items donated by members to benefit our Legislative and Scholarship Funds. Bo Wroten and Kent Martindale lead our competitive and exciting auction. Ticketed event at \$100/person.

We've added another fundraiser this year: **LAST MEMBER STANDING**, where members will offer a bid to support the association. We'll start with a low amount...\$50 dollars, asking everyone who loves and appreciates FADRA to stand up and commit to this small donation, but then we'll slowly up the ante

in order to see who wants to donate the most as a FADRA member. If you want to stop at \$50, or \$100, you can sit down committing to this amount. The Last Member Standing will receive a championship belt as this year's most devoted FADRA member, a complimentary 2025 registration, and the heavyweight champion will be featured in the FADRA News with bragging rights heading into 2025!

### SPONSORSHIPS FOR THIS EVENT ARE AVAILABLE.



# FADRA 2024 CONVENTION & TRADESHOW

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## FADRA 2024 EXHIBIT AGREEMENT

### PRINT CLEARLY

Company Name (to appear in program): \_\_\_\_\_

Address: \_\_\_\_\_

City, State, ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Onsite Contact Name: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

FADRA PRICING		Member Fee to Exhibit	Non-Member Fee to Exhibit
<input type="checkbox"/>	One 8' x 10' Booth	\$675	\$825
<input type="checkbox"/>	(2) Side by Side Booths – 8' x 20'	\$1,350	N/A
<input type="checkbox"/>	End Cap Booths 10' x 16'	\$1,500	N/A
<input type="checkbox"/>	Corner Booth	\$850	\$1,000

Booth Package Includes: 8' deep x 10' wide exhibit space with back-wall and side-rail drape. One (1) 6' Skirted Table, (2) Chairs, One (1) Wastebasket, and One (1) ID Sign.

Exhibit Space will be assigned by FADRA. If possible I DO NOT wish my booth adjacent to (Must Specify Name):

Booth Preference (see floor plan): 1st \_\_\_\_\_ 2nd \_\_\_\_\_ 3rd \_\_\_\_\_ 4th \_\_\_\_\_

Product/Service Description (30 words or less) to be printed in program – Print Clearly

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Booth Representative Badge Names (2 complimentary per 8' x 10' booth):

1) \_\_\_\_\_ 2) \_\_\_\_\_

Additional Badge Holder Names - \$200 per person

3) \_\_\_\_\_ 4) \_\_\_\_\_

We agree to abide by the exhibit specifications outlined by FADRA and to all conditions under which the exhibit area is leased to the Association. Said exhibit specification and conditions become a part of this contract. We agree to abide by specific exhibit set-up and tear-down schedule as arranged by the Association. Association reserves the right to re-arrange the floor plan where necessary. Full payment is enclosed. Reservations canceled prior to June 20, 2024 will be refunded. Requests for refunds after June 20, 2024 will be granted provided that the spaces are re-sold and vendor will incur a \$150 cancellation fee.

<b>Return Contract, Insurance Certificate &amp; Payment to:</b>			
FADRA, P.O. Box 770070, Winter Garden, FL 34777			
<b>Make Checks Payable to FADRA</b>			
<b>Pricing</b>	<b>Member</b>	<b>Non-Member</b>	
One Booth	\$675	\$825	\$ _____
Corner Booth	\$850	\$1,000	\$ _____
(2) Side-by-Side	\$1,350	N/A	\$ _____
End Cap Booth	\$1,500	N/A	\$ _____
Extra Reps	# _____	@ \$200 ea.....	\$ _____
Intergalactic Gala Tickets	# _____	@ \$100 ea.....	\$ _____
<b>TOTAL:</b>			\$ _____

CREDIT CARD PAYMENTS	
Additional \$10.00 Fee for Credit Card Transactions	
<input type="checkbox"/> MasterCard	<input type="checkbox"/> VISA <input type="checkbox"/> AMEX
Print Name as it appears on card	
Card #	
Verification Code	Exp. Date
Signature:	
OFFICE USE ONLY	
Booth # _____	Paid \$ _____
Check #: _____	Date Received: _____

# FADRA 2024 EXHIBIT AGREEMENT page 2

## **Service Contractor:**

The official Service Contractor for the FADRA Convention is:

### **Gulf Coast Expo**

**8432 Sunstate Street, Tampa, FL 33634**

**Phone: 813-915-8066 Fax: 813-319-0619**

**Gulfcoastexpo.com**

**An Exhibitor Kit will be forwarded after contract, certificate of insurance, and payment are received by FADRA.**

Gulf Coast Expo also is the official material Handling contractor. Shipping instructions will be included in your exhibitor kit.

**Exhibit Rules:** The rights and privileges of an exhibitor shall not be infringed upon by any other exhibitor. The Association reserves the right to restrict exhibits that may be objectionable or to order the removal of any portion of an exhibit which in the judgment of the Association is detrimental to or detracts from the general order of the exhibits. This applies to persons advertising, soliciting, or anything of a similar nature.

**Payment for Booth Space:** Any person, partnership, or corporation engaging space who shall fail to make payment as herein provided shall thereby and thereupon forfeit all rights in and to the use of assigned space, and the Florida Auto Dismantlers & Recyclers shall have the right to dispose of such space in such manner as it may consider to its interest without liability on the part of the Association.

**Insurance and Indemnity:** The Exhibitor indemnifies and agrees to hold harmless Florida Auto Dismantlers & Recyclers Association, Gulf Coast Expo, and Sheraton Lake Buena Vista from and against any actions, losses, costs, damages, claims, and expenses (including attorney's fees) arising from any damage to property or bodily injury to Exhibitor, his Agents, Representatives, Employees by reason of the Exhibitor's occupancy or use the exhibition facilities. Reasonable care should be exercised to protect all exhibits.

A security guard will be maintained during the hours when the exhibit area is closed, until the official closing time of the show. Exhibitors are urged to take out a portal-to-portal rider available at a nominal cost on their own insurance policy, protecting

them against loss through theft, fire damage, etc. The Exhibitor is responsible for damage to property. No signs or other articles shall be posted, nailed or otherwise attached to any of the pillars, walls, doors, floors, etc. in such a manner as to deface or destroy.

**The exhibitor shall, at its sole cost and expense, procure and maintain through the terms of the contract for exhibit space, workers' compensation insurance in full compliance with all federal and state laws governing all of the exhibitor's employees engaged in the performance of any work for the exhibitor. Exhibitors shall carry comprehensive general liability insurance of at least \$1 million per occurrence and \$2 million aggregate, against injury to the person and property of others. Policies shall name Florida Auto Dismantlers & Recyclers Association, Gulf Coast Expo, and the Sheraton Lake Buena Vista as additional insured for the dates July 18-21, 2024 and shall furnish FADRA with certificates of insurance evidencing the required insurance.**

## **Certificate Holder – FADRA.**

**Submit Certificates to: FADRA, P.O. Box 770070, Winter Garden, FL 34777.**

**Fire Regulations:** In order to comply with local fire ordinance requirements, all decorative material must be flame resistant. Materials meeting these requirements are made available to the Exhibitors by Gulf Coast Expo. No volatile or flammable fluids, substances, or materials of any nature prohibited by city fire regulations or insurance carriers may be used in any booth.

**Booth Assignments:** Exhibit space is assigned on a first come, first served basis, determined by receipt of payment in full, signed contract and insurance certificate. FADRA will confirm the receipt of payment/contracts along with a booth assignment. Management reserves the right to re-arrange the floor plan where necessary to facilitate a successful traffic flow.

**Freight (Drayage) and Facility Material Handling Requirements:** Please abide by the procedures outlined in the Shipping Instructions, which will be in your Exhibitor Kit.

**Thank you for your cooperation.**

# FADRA 2024 CONVENTION & TRADESHOW

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## PLATINUM LEVEL SPONSORS: \$10,000 & Above

Platinum Sponsors Receive Above and Beyond Plaque at General Business Meeting, One Full Year of Website Advertising; and Representation on the 2025 Convention Committee.

### GOLD SPONSOR: \$5,000 & Above

### SILVER SPONSOR: \$2,500 & Above

### BRONZE SPONSOR: \$1,000 & Above

### All Sponsors Will Be Recognized

- Recognition on the conference sponsor sign at the registration desk
- On-site convention schedule
- Post-conference issue of FADRA News
  - Special Badge Recognition
  - Recognition on fadra.org
  - Recognition on Pre-Convention e-blast updates

### THURSDAY, JULY 18

#### Board of Directors Meeting

Opportunity to address BOD first 5 minutes of meeting and signage at event and sponsor recognition in Board Packets.

**Exclusive Sponsor: \$1000**

#### Welcome Yard Tour & BBQ

**Transportation Sponsorship: \$2500**

**Exclusive Yard Tour Sponsorship: \$3000**

#### Speaker Sponsorships

Sponsor addresses attendees & introduces speaker, recognition in final program and on signage.

**Keynote Speaker \$2,000**

**Primary Speaker \$1,500**

**Primary Speaker \$1,500**

**Speaker/Panel Discussion \$1,000**

**Speaker/Panel Discussion \$1,000**

**Speaker/Panel Discussion \$1,000**

### FRIDAY, JULY 19

#### Exhibit Hall Grand Opening Food Sponsor

Recognition in Final Program, sponsor's name/logo on signage at the event, and name announced during event.

**Exclusive: \$5,500**

**3 Sponsors: \$2,500 each**

#### Exhibit Hall Grand Opening Beer & Wine Sponsor

Recognition in the final program, on beer serving cups, signage at the event, and name announced during event.

**3 Sponsors: \$2,500 each**

#### Friday Night Hospitality Sponsorship

**Exclusive: \$2,000**

### SATURDAY, JULY 20

#### General Membership Meeting

Recognition on program, seminar signage, and meeting agenda.

**Exclusive \$1,250**

#### Brunch with the Exhibitors

Recognition in final program, signage at event

**Exclusive: \$5,500**

**2 Sponsors: \$3,000 each**

#### Refreshment Breaks: \$1,000 each

**Friday morning**

**Friday afternoon**

**Saturday afternoon**

#### Intergalactic Gala Banquet Party Sponsorship

Sponsor recognition on signage, in final program, and name announced during event. Plus reserved table for your company.

**Exclusive: \$7,500**

**3 Sponsors: \$3,000 each**

#### Banquet Entertainment Sponsorship

Sponsor name/logo on signage at event, in onsite schedule, and name announced during event.

**Exclusive: \$4,000**

**2 Sponsors: \$2,500 each**

#### Conference Bag/Backpack

Sponsor name & logo on bag.

**Exclusive: \$3,000**

**3 Sponsors: \$2,000 each**

#### Convention Lanyards/Badge Holders

**Exclusive: \$2,000**

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## FADRA 2024 Sponsorship Form

PRINT CLEARLY. FILL OUT INFORMATION COMPLETELY.

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_

Street: \_\_\_\_\_

City, State, ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Date: \_\_\_\_\_ Sponsored Item: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

**50% Deposit Due by April 5, 2024**

**DEADLINE FOR ARTWORK, LOGOS & FINAL PAYMENT May 20, 2024**

**Make Checks Payable to: FADRA**

Payment by Check: \$ \_\_\_\_\_

Payment by Credit Card: \$ \_\_\_\_\_

Visa     MasterCard     American Express (Additional \$10.00 processing fee on all CC transactions)

Print Name as it appears on Card: \_\_\_\_\_

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Verification Code: \_\_\_\_\_

Signature: \_\_\_\_\_

## Thank you for your Sponsorship!

Please send payment with completed form to:

**FADRA**  
**Attn: Kim O'Dell, CMP**  
**P. O. Box 770070**  
**Winter Garden, FL 34777**

OFFICE USE ONLY	
Paid \$	_____
Check #:	_____
Date Received:	_____

# FADRA Fundraisers at the 2024 Convention

**We're trying something new this year to add some fun competition at the 2024 Convention in Orlando, while raising some money for the Association.**

## Cat Drive – Support FADRA with No Out-of-Pocket Expense

**We're asking all members to donate at least one catalytic converter to FADRA this year.**

For each donated Cat, you will receive one entry into the grand prize drawing. The Grand Prize-winning company selected on Thursday Night will receive a cash prize, your company will be featured in FADRA News and receive a 4 color - full-page free ad in the post-convention issue of the magazine, and bragging rights heading into 2025!

You can either ship your donated cats (please include your contact information and note that it's for the Cat Drive) directly to Green Star, attention Chris Sauls at 7111 Overland Rd, Orlando FL 32810 or contact us and we'll have reps from catalytic converter companies pick them up from you on their visits to your yard.



**All cats must be received by Chris Sauls at Green Star by June 30.** Any cat companies that wish to bid on the entire lot can visit Green Star on **July 9 or July 11** to see the inventory sheet and evaluate the cats.

For any company wishing to bid on the total collection of donated cats, we will collect sealed bids prior to and onsite at the Thursday night Welcome Event hosted by Green Star Auto Recycling during the 2024 FADRA Convention.

**The highest winning bid out of those received will be the winner.**

Please contact the FADRA office to let us know if you will be donating a Cat, as we will be acknowledging all companies in promotional materials leading up to the convention.

## Last Member Standing

We know you love FADRA, and at this year's closing banquet on Saturday night, we'll ask members to put their money where their mouth is.

We'll start with a low amount...\$50 dollars, asking everyone who loves and appreciates FADRA to stand up and commit to this small donation, but then we'll slowly up the ante in order to see who wants to donate the most as a FADRA member. If you want to stop at \$50, or \$100, you can sit down committing to this amount. It's all in fun, while benefiting the association.

The Last Member Standing will receive a championship belt as this year's most devoted FADRA member, a complimentary 2025 registration and the heavyweight champion will be featured in the FADRA News with bragging rights heading into 2025!

**Who will be the Last Member Standing?**

