

FLORIDA AUTO DISMANTLERS AND RECYCLERS ASSOCIATION

FADRA 2018

Convention & Trade Show

*Sanibel Harbour Marriott
Resort & Spa Ft. Myers, Florida*



ADVANCE to the **LEVEL**
NEXT



JULY 19-22, 2018



Advance to the Next Level

• FADRA 2018 CONVENTION & TRADE SHOW •

July 19-22, 2018 • Sanibel Marriott Harbour Resort & Spa • Ft. Myers, Florida



Shan McMillon,
Cocoa Auto Salvage

Get ready for the 2018 FADRA Convention! After last year's blowout event, we're excited for an even better event at a new location: the Sanibel Harbour Marriott Resort & Spa. We haven't been to this hotel since 2010 and it has been significantly upgraded. Our members have always loved a Southwest Florida location and the Sanibel Harbour Resort provides a beautiful venue for our meeting.

This year provides an amazing opportunity for auto recyclers in the state of Florida, in that you have the opportunity to attend URG in April, FADRA in July, and ARA in November. These meetings provide unparalleled access to fellow recyclers from all over Florida and the rest of the country, superb industry education and knowledge, and incredible vendors who can provide everything you need to stay competitive. These meetings will awaken you to how big our industry is and how valuable it is to share knowledge with other people struggling with the same things you do. Each meeting is different and has its own special benefits.

Of course, your number one priority should be the FADRA meeting. These are the people you do business with on a daily basis and in many cases your long-time friends and colleagues. One member in Ft. Myers, Garden Street Iron & Metal, has graciously agreed to make their yard available for a yard tour on Thursday from 10:30 am – 5:00 pm. Stop in on your way to the resort or make a quick trip over to see their impressive facility. That evening, we'll gather on the *Sanibel Harbour Princess* for a leisurely cruise of the Gulf of Mexico.

We have an impressive list of speakers, and a lot of new ones. Our keynote speaker is Paul D'Adamo, a former recycler who wowed everyone at last year's ARA Convention. We also welcome Andrew McDonald of Maritime Auto Parts, who will discuss management ideas and marketing to millennial customers. Mike James of James Environmental, Les Cravens of Auto Data Direct, Rian Garner of American Auto Salvage discussing sales, and D.J. Harrington will provide great insight into many aspects of our business. We'll have panel discussions on u-pull-it operations and e-commerce, and a forklift training/certification class from Paul Secker of SAS Forks. You and your employees will benefit from a lot of great education.

In addition, we are very pleased to have Saturday sessions filled with sales and dismantling training seminars and a forklift certification class that will benefit everyone from your counter salespeople to outside production. We are offering a significantly reduced one-day rate to accommodate those wanting to take advantage of these educational opportunities for your employees. Sign up your team at the registration desk today, as some classes may fill up quickly!

Make sure you stop by the Exhibit Hall and visit with our industry's leading vendors. Our exhibit hall is always packed and you can talk business with old friends and some new ones. It is a great opportunity to have them onsite, showcasing their products and services and answering our questions.

The FADRA Hospitality Suite will be Friday evening after the Trade Show Grand Opening. This is always a nice way to unwind with our friends and colleagues after a long day of learning.

As always, on Saturday evening we will get together for our banquet and auction. We'll have some special entertainment and surprises in store for you.

And make sure to join us Sunday at the prayer breakfast with Jim Seamans. This is always a very special way to conclude the weekend's festivities.

The greatest gift that FADRA gives us, surpassing the education benefit and the legislative representation, is the gift of relationships. They make our businesses more successful and our hearts more full. Let's enjoy this time together under the summer breezes!



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Thursday, July 19

10:30 AM – 5:00 PM

Yard Tour at Garden Street Iron & Metal

3350 Metro Pkwy, Ft. Myers FL 33916

2:00 – 5:30 PM

FADRA Board of Directors Meeting

Sponsored by Recyclers Cross Dock

3:00 – 5:30 PM

Attendee & Exhibitor Registration Opens

Come early so you can beat the Friday morning rush!

6:00 – 8:00 PM

Thursday Night Welcome Event: Sunset Cruise

Wear your casual summer garb as you join fellow recyclers, vendors, and their families on a cruise into the Gulf sunset on the *Sanibel Harbor Princess*, the resort's own yacht. Food, drink, and festivities await as attendees get to meet up as a group. Boarding starts at 5:30. Space is limited to 100, so sign up early

Sponsored by U Pull & Pay/Trademark Metals



Friday, July 20

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, FADRA President

9:05 – 10:35 AM

Keynote Address

Captain's Log: My Auto Recycling Journey

Speaker: Paul D'Adamo, Rebuilders Automotive Supply

Sponsored by RAS

10:35 - 10:45 AM

Refreshment Break

Sponsored by Car-Part.com

10:45 – 11:45 AM

The Future of Auto Recycling: Millennials as Customers and Employees

Speaker: Andrew McDonald, Maritime Auto Parts

Sponsored by Buddy Automotive

11:45 AM – 12:55 PM

Lunch on Your Own

12:15 – 5:00 PM

Exhibitor Setup & Registration

1:00 – 2:10 PM

Don't Feed the Monkey

Speaker: Paul D'Adamo, Rebuilders Automotive Supply

Sponsored by RAS

2:20 – 3:25 PM

Law Enforcement: Licensing and Regulatory Issues

Speaker: Les Cravens, Auto Data Direct

Sponsored by CCC Pinnacle Yard Management Solution

3:25 – 3:35 PM

Ice Cream Break

Sponsored by M&K Used Auto Parts

3:45 – 4:45 PM

Managing Managers: Lessons Learned from "Stepping Away" from the Day-to-Day

Speaker: Andrew McDonald, Maritime Auto Parts

Sponsored by Buddy Automotive

4:50 – 5:50 PM

Increase Sales on a Budget, Using Metrics to Drive Your Sales Staff

Speaker: Rian Garner, American Auto Salvage

Sponsored by Copart

6:00 – 9:00 PM

Exhibit Hall Grand Opening

Beer Sponsored by RAS

Food Sponsored by PMR

9:00 PM - 12:00 AM

FADRA Hospitality Event

Sponsored by IAA

Convention Bags Sponsored by



Convention Lanyards Sponsored by





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Saturday, July 21

7:45 AM – 5:00 PM

Attendee Registration

8:00 – 8:55 AM

Forklift Certification Class

Speaker: Paul Secker, SAS Forks

9:00 - 9:55 AM

Sales Training Seminar

Speaker: D.J. Harrington, Phone Logic

Sponsored by Car-Part.com

10:00 - 11:00 AM

Discovering a Bigger Piece of the Pie! E-Commerce for Recyclers

Speakers: Todd Ensworth, Car-Eggs; Kirk Monger, Hollander; Jeff Schroder, Car-Part.com

Refreshments in room Sponsored by Car-Part.com

11:00 AM – 1:00 PM

Brunch With Vendors

Sponsored by Dorman Products

1:00 – 1:45 PM

Environmental Session

Speakers: Mike James, James Environmental; Cheryl Horn, RPS

1:50 – 2:30 PM

Building a Safety Culture

Speakers: Paul D'Adamo, Rebuilders Automotive Supply

Sponsored by RAS

2:30 – 3:45 PM

Am I the Only One Concerned About Closing Deals? Renewed Focus on Closing the Sale

Speaker: Rian Garner, American Auto Salvage

Sponsored by Copart

3:50 – 4:35 PM

FADRA General Membership Meeting

Speaker: David Gold, ARA President

Sponsored by Auto Data Direct

4:40 – 5:40 PM

Ask the Experts Panel Discussion

Speakers: Andrew McDonald, David Gold, Paul D'Adamo

Moderator: Gary Lindros, Jr.

7:00 - 11:00 PM

FADRA Banquet

Sponsored by URG

Sunday, July 22

8:00 – 9:00 AM

FADRA Prayer Breakfast

Speaker: Jim Seamans, Jim's Auto Salvage

Support Two Great FADRA Causes!

FADRA Scholarship Program

The 2018 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!

FADRA Legislative Fund

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!

2018 SPONSORS

GOLD

**U Pull & Pay/Trademark Metals
United Recyclers Group**

SILVER

**Car-Part.com
Dorman Products
EZ Route
Hollander
Insurance Auto Auctions
PMR
Rebuilders Automotive Supply**

BRONZE

**Auto Data Direct
Buddy Automotive
CCC/Pinnacle
Copart**

GENERAL

**M&K Used Auto Parts
Recyclers Cross Dock
SAS Forks**



Putting the Fun Back in FADRA!



FRIENDSHIP



FUN



Education



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, Paul Secker of SAS Forks will do his popular forklift training and certification. Even owners will learn something new. DJ Harrington follows with his patented humor and sales insights, then a sales panel about finding hidden sources of income will feature speakers from CarEggs, Hollander, and Car-Part. Your employees are then free to hit the last hours of the trade show from 11:00 AM - 1:00 PM, where they can get brunch and visit with vendors.

After the trade show, have your employees sit in with you on sessions concerning environmental safety and liquids storage, smart safety practices, closing the sale with Rian Garner, and an Ask the Experts panel.

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 Sanibel Harbour Princess Sunset Cruise

Sponsored by: U Pull & Pay/Trademark Metals

Thursday, July 19, 6:00 pm

We'll take advantage this year of our proximity to the Gulf waters and the cruise excursion available from our host hotel. Join your fellow members for food, drinks, and good times on the water as we sail into the sunset on the *Sanibel Harbour Princess*, which offers open deck seating as well as comfortable accommodations inside. We expect to see dolphins and will observe the scenic views of the local islands as we sail.

Please be sure to get your ticket for \$25 per person as soon as possible, as seating is limited. Boarding dockside behind Charlie's Cabana Bar begins at 5:30 pm, and ship leaves promptly at 6:00.



YARD TOUR AT GARDEN STREET IRON AND METAL

NEW



New this year, FADRA 2018 includes an dynamic yard tour at Garden Street Iron & Metal at 3350 Metro Pkwy, Ft. Myers FL. Founded in 1960, this large auto recycling and scrap facility is ultra-modern and their staff will give you an inside look at how they operate. Rob Weber and the guys have invited any convention attendee to drive over at your leisure on Thursday, July 19, between 10:30 am and 5:00 pm. They'll show you around and answer your questions.



Sanibel Harbour Marriott Resort & Spa

17260 Harbour Pointe Dr, Fort Myers, FL 33908

Room Rates

FADRA Standard Hotel Room:
\$149 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 accom-
modations may be available at the
convention rate 3 days prior or 3
days following the meeting. based
on availability.

\$149.00/night

**Click Here to Reserve
Your Room Online**

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

**Room Reservations
800-767-7777**

**Cut-off Date:
June 20, 2018**

Located in picturesque Fort Myers, this sophisticated hotel places you just a short distance away from the famed beaches of Sanibel Island. Make yourself at home in your spacious room or suite, which offers floor-to-ceiling windows, complimentary Wi-Fi access, and a private balcony - perfect for gazing out at the sunset. Additional resort amenities include three sparkling outdoor pools and a peaceful on-site spa with luxury treatments. You and your family can head out on the nearby nature trail, or rent a kayak and explore the water. The hotel also offers a fully equipped fitness center, bike rentals, and tennis courts. Dining options for your visit include the stylish Courtside Steakhouse, the Tarpon House, poolside casual dining at Charlie's Cabana bar, the Palm Court Bakery, and a delectable brunch and dinner service on the Sanibel Harbour Princess Yacht.



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HOTELS & RESORTS



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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 2018 CONVENTION
Sanibel Marriott Harbour Resort & Spa • July 19-22, 2018

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____



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 #	_____



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FADRA Auction Prize Donation

(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 or email forms IN ADVANCE to Kim at 407-614-8357, kim@fadra.org**

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 _____

FADRA 2018 CONVENTION & TRADE SHOW REGISTRATION FORM

**CLICK HERE TO
REGISTER ONLINE**

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 1 \$275	REGISTRATION FEE BY JULY 15 \$300	ONSITE FEE \$350
NON-MEMBERS:	EARLY-BIRD BY JUNE 1 \$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 **FRIDAY OR** **SATURDAY** @ \$190.00 \$ _____
One-day registration does not include Party Ticket

SPOUSE REGISTRATION @ \$150.00 each \$ _____
includes: Exhibit Hall Grand Opening, Brunch & Party Ticket

THURSDAY OPENING CRUISE TICKET @ \$25.00 each \$ _____
Seating is limited to 100 and is accepted on a first-come, first-served basis.

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 \$ _____
full attendee registration required to purchase

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

FADRA Legislative Fund \$ _____

FADRA Scholarship Fund \$ _____

Processing Fee \$ **5.00**

TOTAL DUE \$ _____

IMPORTANT!!! PLEASE COMPLETE THIS SECTION.

I WILL ATTEND THE FOLLOWING:

Thursday Opening Cruise Total # _____ of people attending

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

Cancellations must be submitted in writing to Kim@fadra.org and will incur a \$50 cancellation fee.

No refunds will be processed after July 15.

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: _____