You’re Invited

Pennsylvania Automotive Recycling Trade Society

PARTS

Summit & Expo

Training, Technology & Tours
September 22-23, 2017

Educational Seminars and Specialized Business Management Training
Exhibition with the latest in Industry Products and Services
Great Food + Fun + Friends + Facility Tours

Host Hotel Double Tree
101 Mall Blvd, Monroeville, PA

Tour U PULL & PAY’S newest facility
250 Eastgate Drive, Penn Hills, PA
Saturday evening
DEMOS & BBQ

Friday Night Fun, Tour & Pizza with Friends
SPITZ AUTO PARTS, 12570 Lincoln Hwy, Irwin, PA
Hello Everyone,

I would like to invite you, our CURRENT MEMBERS and our FUTURE MEMBERS, to our GREAT ANNUAL EVENT promoting industry information and technologies that are critical to your auto recycling business. The PARTS event committee has worked tirelessly to provide the BEST SPEAKERS and TOPICS at this year’s event at reasonable rate. This is a great opportunity for you to make an AFFORDABLE INVESTMENT into YOUR FUTURE.

This year’s event features the premiere yard management and interchange systems in our industry together in ONE LOCATION to help train you on how to MAXIMIZE using your system to its FULLEST POTENTIAL and how to UTILIZE EBAY in conjunction with your yard management system.

Come hear the latest industry news, trends and opportunities from some of the most HIGHLY SOUGHT AFTER SPEAKERS that are known for their INDUSTRY KNOWLEDGE and EXPERTISE. In addition to great speakers and training, the event committee has arranged TWO that is correct; TWO YARD TOURS for you to gather INSIGHT and IDEA’S to take home and implement in your facility.

This is a JAMMED PACK, INFORMATION FILLED, ACTION TRACTION EVENT that YOU DO NOT WANT TO MISS!!

I look forward to SEEING YOU THERE!!!!

Sincerely, Your Chairman

Gene A. Noll
Schedule of Events

Tentative Schedule

Friday September 22, 2017

10:00-4:00 Registration in Convention Center Lobby

1:00 -1:50  Pinnacle Training
            Checkmate Training
            Hollander Training

2:00- 2:50  Pinnacle Training
            Checkmate Training
            Hollander Training

3:00-3:50  Paul D’Adamo – Don’t Feed the Monkey
            Mike Kunkel – Vehicle Knowledge or Sales Ability?
            Marty Hollingshead

4:00-4:50  Safety Management in Your Facilities

5:30    Leave for Spitz

6:00-8:30  Spitz Tour and Pizza Party

8:30    Return to Hotel

9:00-11:00   Hospitality Convention Center Lobby

Saturday  September 23, 2017

6:30-12:00   Registration in Convention Center Lobby

7:00-8:00  Breakfast with Vendors in Exhibit Hall

8:00-9:20  Welcome and Opening Session – Sandy Blalock
            Roundtable led by Theresa Colbert
            All the Things you wanted to know but were afraid to ask

9:30 --10:20  Paul D’Adamo - Is it time for the Heimlich maneuver on your Inventory?
            Checkmate Training
            Hollander Training

10:30- 11:20  Mike Kunkel - 7 steps to close the sale
            Checkmate Training
            Hollander Training

11:30-12:00  Annual Meeting

12:00-3:00  Lunch with Exhibitors
            Expo Open

3:00-3:50  Marty Hollingshead
            Hotlines Training
            Inventory Buddy

4:00-4:50  Environmental Management in your facility

4:00    Vendor Teardown

5:30    Leave for U Pull & Pay

6:00-8:30  Tour, Demos and BBQ

8:30    Return to Hotel

9:00-12:00   Hospitality Convention Center Lobby
The PARTS Events Committee has worked hard this year to bring a balanced and exciting program to the 2017 Summit presenting all with an opportunity to hear from top-notch speakers focusing on your bottom line as well as providing you with the tools needed to achieve long-term success. Owners, managers, and team members will gain new ideas, tools and enthusiasm to take back to your facilities.

On Friday September 22nd most of the sessions will be geared towards owners and managers with many of the Saturday sessions designed for you employees and team members.

Some of the leading management systems, will have sessions to make sure you know the latest available options for the efficient management of your facilities. Betsy Finnell of Hotlines, Inc., will bring insight to recyclers of the importance of live real time data and Mike Lambert from Buddy Automotive Innovations will present the latest developments of the Inventory Buddy. So whether you are looking to upgrade, change or supplement your existing hardware and services we will have the answers for you.

Another great addition to this year’s event will be speakers with deep roots in the auto recycling industry that will share with us some of the secrets to their success. Marty Hollingshead owns and manages Northlake Auto Recyclers in Hammond, Indiana. Mike Kunkel spent many years working and managing auto recycling facilities in Texas and now owns Profit Team Consulting. Paul D’Adamo owned and operated a recycling facility in Rhode Island before he and his wife Lynn, founded Recycling Growth. Paul proudly shares his expertise with recyclers around the world.

Mike James, James Environmental Management will be on hand to help us understand the necessity of Safety in our facilities and bring us the latest information regarding the ever challenging Storm Water program in Pennsylvania.

We will also have a representative from ARA who will bring us up to date on what is happening around the country as well as update members on the latest news regarding recalled air bags and other components.

Our Summit would not be complete without a recycler’s roundtable. This year we will shake it up a bit with a panel of recyclers who will be on hand to give you the answers to all the things you wanted to know but were afraid to ask. Theresa Colbert will try to corral the enthusiasm of the panel as she moderates the session.

We have something for everyone and hope that you will bring your teams in for the show.
Don’t forget the education continues even into the evening with not one but two facility tours. Friday night we will have a tour and Pizza Party at Spitz Auto Parts in Irvin, PA. Saturday will be our BBQ and Tour at the brand new U Pull and Pay in Penn Hills, PA.

We will kick off Saturday with breakfast in the exhibit hall so you can catch your first glimpse of the many services and products our vendors and sponsors are bringing to this year’s EXPO. We will also have lunch with the Vendors and then have lots to time to spend visiting with each of them as you peruse the Exhibition Hall Saturday afternoon.

For the night owls amongst us we will host a hospitality event each evening after we return from the facility tours.

We hope you enjoy YOUR 2017 PARTS SUMMIT AND EXPO!

Sandy Blalock
PARTS Executive Director
Training for Employees, Owners & Managers

Paul D’Adamo – Recycling Growth

It took 25 years to clean up and transform an old-school junkyard into a profitable, award winning business that Paul and his wife sold to a National Chain in 2013. After 25 years of ownership and two years of working as a Regional Manager, Paul and his wife Lynn D’Adamo founded Recycling Growth, a consulting, coaching and training company serving the Auto Recycling industry.

Paul’s expertise includes Inventory, Sales, Human Resources, Building a Team, Pay for Performance, and Safety. Paul is also looking to provide innovative Management Communication, Leadership and Public Speaking Training to Auto Recyclers.

Paul currently serves as Adjunct Faculty at Curry College, where he teaches Communication classes and at Babson College as a Speech Consultant.

Former owners of Bill’s Auto Parts in Cumberland, RI, they have an intense commitment to the industry and are looking to help others find their success.

Contact info: paul@recyclinggrowth.com or 401-458-9080

Don’t Feed the Monkey!
This is a wake-up call for all Auto Recyclers to better understand which obstacles are holding them back from extreme success.
A humorous, and intense, 45 minutes that will spur you to shed some of the baggage you have been carrying and allow you to focus on the big picture.
Please, No Bananas Allowed!

Is it time for the Heimlich Maneuver on your Inventory?
Do you have blockages choking your inventory? Pay for your Trade Show Registration and more with this seminar. It is loaded with immediate “To Do” items for Monday morning.
Your inventory holds the key to customer satisfaction and bottom line profits through efficiency.
Paul will discuss the “Lemon” theory and why we need to become obsessive about inventory. Find out what kind of lemonade stand you are running

Mike Lambert, Buddy Automotive Innovations

Mike Lambert (a.k.a. Bubba) is an independent automotive Recycling Systems Connectivity expert. He has a total of 18 years of experience on the Hollander system. Mike ran two salvage yards in Colorado from 1985 to 1989. Armed with salvage, electrical engineering, and computer chip fab experience, Mike was hired by Hollander in 1989. He worked for Hollander and then ADP Hollander for over 8 years total. Over the years Mike was at Hollander, Mike was fortunate enough to work on the largest systems and perform dozens of regional training classes. If you or your staff attended a Hollander training class between 1990 and 1997, “Bubba” probably conducted the class. Now, Mike has been independent for 5 years. Mike has many regular clients and specializes in large multi-yard systems, hardware, wiring and general connectivity. If they say it can’t be done, Mike may be able to do it.
Buddy Automotive was founded in July 2003 by Mike Lambert and John Johnson, Jr. a.k.a. Triple J. We currently sell software solutions for the Auto Recycling industry: Inventory Buddy, Bid Buddy and Core Buddy. We have recently released a free edition of NMVTIS Reporting software also. We currently have 2 full time sales reps and 6 full time support technicians and over 1400 Buddies in use today.

Mike will present a session on all the latest developments for INVENTORY BUDDY
Mike Kunkel – Profit Team Consulting

Mike has spent 25 years in the used auto parts industry. He has a resume of helping the independent recycler learn and adapt. His early days with the Auto Info management system thru participating in the creation of TEAM PRP showed a desire to help recyclers make money. Since joining the consulting industry Mike has worked with over 150 different sites while sending 100’s thru the Profit Team Consulting sales training.

Friday Afternoon Presentation:
Vehicle Knowledge or Sales Ability: Which is more important when hiring for sales? Vehicle knowledge can be a positive but it can also be a negative. This session will discuss the skills that successful salespeople in the recycling tend to share. We will also discuss how to discover those traits in an interview. Expanding the size of the talent pool leads to more hiring opportunities which is both good and bad. Come learn how to hire better.

Saturday Morning Presentation:
The 7 Step Sales Process: There are a lot of potential reasons why some people sell more than others but the ability to qualify & close is a big one. Following the 7 steps in this presentation will produce an increase in sales in all product lines: in stock, brokered & warranty. Hundreds of used parts salespeople have embraced the method and their customers are happier doing business with them now as they get better service. The 7 steps build value while identifying what the buying influencer is which is different than price based selling.

Betsy Finnell, co-owner of Hotlines, Inc.

Betsy Finnell has been in the industry her entire life. Her parents owned a salvage yard in Topeka, Kansas and her mother started the Kansas State Auto Wreckers Association. In 1984 Betsy and her mother Betty helped create DataNet, which was one of the first nationwide used auto, parts locating networks for recyclers. In 1986 DataNet was sold to AutoInfo, Inc. one of the leading providers of inventory management systems at the time. Betsy served on the AutoInfo team as Group Vice President, Sales & Marketing from 1986 through 1995, when AutoInfo divested its Automotive Recycling Division to ADP Hollander. Betsy joined the ADP Hollander team as Director, New Business Development Auto Recycling Division from 1995 through 2002. In early 2003 Betsy joined Mike Vande Voort as co-owner of Hotlines, Inc.

Hotlines is a network of the top recyclers across the country and uses real-time, live access to member inventories for the most accurate parts buying and selling in the nation. Hotlines membership is limited to licensed recyclers, with a track record of timely payment of bills, quality parts and honorable dealings. Hotlines also provides its members with part requests via the over 15,000 daily site visitors to the Hotlines website, PartsHotlines.com. For more information about the.

Mike James, James Environmental Management

Mike James complements his more than 40 years of hands on experience in heavy industrial environments with a BS in Electrical Engineering from New Mexico State University, a MBA from Eastern New Mexico University, and a MS in Civil & Environmental Engineering from Tufts University in the Boston area. During his career with companies including General Electric, Texas Instruments and the electric utility industry Mike has managed major facility infrastructure construction projects, facilities engineering and maintenance operations, major heavy industrial safety and environmental programs, and federal and state superfund cleanups. Founded in 1994, James Environmental Management specializes in providing safety and environmental compliance assurance programs for the scrap metal and automotive recycling industries.

When it comes to staying in compliance with environmental and safety regulations, you need to know that the tools and information you receive are correct. Mike James will discuss how TECHNOLOGY has both simplified and complicated our world in many ways. It has made an unfathomable amount of information readily available to us. Today’s problem is determining which information you can trust from a sea of people claiming to be experts.
Theresa Colbert – Training Specialist Car-Part.Com

Theresa Colbert is an on-the-ground representative for Car-Part.com. She goes into the dismantling yards and helps the customers decide which of the products in the Car-Part suite best fits their needs. Trading Partners, Brokering, Coremate and Core Pricing programs are Theresa's pet projects. With her background in aftermarket and being "on the other side of the counter" at the yard and repair shops, Theresa is a firm believer in Brokering and in the huge value cores have in today's market.

Theresa has been with Car-Part.com almost 7 years. Previously, she worked at Nu-Parts Automotive products for 10 years. Prior to Nu-Parts, she was the manager at Winter Auto Japanese Engines in Glendale, Arizona, and at AAA Economy Auto Parts in Phoenix, Arizona. With 25 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa is on the Pennsylvania association event board, the Colorado association event board, speaks at industry trade shows, and writes a monthly article in The Recyclers Power Source, the Toolbox and several state association publications.

When she is at home, she loves to spend time with her family, play with her dogs, cook, and watch football. Theresa will lead the Recyclers Roundtable and Panel on Saturday titled: Things you wanted to know but were afraid to ask.

Jeremy Baines – Training Specialist Car-Part.com

Jeremy Baines has been a Training Specialist for Car-Part.com for over 9 years. Versed in the complete Car-Part product suite, Jeremy currently provides training and support for our diverse customer base all over North America.

Jeremy is the son of a professional repairer and has spent countless hours working in the garage on projects with his father, as well as working in several body shops. Before joining Car-Part.com, Jeremy spent 7 years as the Vice President/Co-owner of SAJAC Enterprises, an independent auto damage appraising company. Jeremy was also the QRP-Midwest Regional Manager for 3 years. With an extensive background in the repair shop, insurance, and salvage yard industries, Jeremy looks forward to helping to provide solutions to the recycling industry today.

In his spare time, Jeremy enjoys spending time with his wife and young daughter, golfing, hunting and Pastoring a thriving church in Fort Wayne, Indiana.

Marty Hollingshead, owner Northlake Auto Recyclers

Marty Hollingshead understands the importance of having a professional-looking auto recycling business and the impact it makes on the industry’s image. At work, he leads by example. Creating a professional environment sets the stage for a professional interaction with customers. He works closely with employees to deliver that experience, as well as quality parts. He’ll even jump in and do the job with his staff, because “we’re all working for the same thing.”

Marty Hollingshead has been in the business since 1973 and the owner of Northlake Auto Recyclers, Inc., Hammond, Indiana, since 1984. Marty is a board member of the Indiana Automotive Recyclers Association. Both Marty and Northlake have received numerous awards and recognition for excellence in the industry and the community. You can reach Marty by phone: 219-937-3960, or visit his website: www.naparts.com.

Marty will share how we need to Position our businesses for success along with understanding that Employees are your company’s best asset.

Cyber Age of Auto Recycling: The use of technology and Analytics will be another topic that Marty will be presenting in his Saturday presentation.
A great way to increase your visibility is through a variety of sponsorship opportunities. All sponsorships are available on a first-come, first-served basis so ACT FAST! All sponsors will get recognition in the program, signage at the registration desk and special recognition in the PARTS Newsletter. Sponsorships help offset the cost of bringing quality educational sessions to our recyclers.

- **DOOR PRIZE SPONSOR** $500
- **SPEAKER & TRAINERS** $500
- **BREAKFAST SPONSOR** $750
- **LUNCH SPONSOR** $1000
- **PIZZA PARTY SPONSOR** $500
- **BBQ SPONSOR** $1000
- **COFFEE BAR** $750
- **BUS/SHUTTLE** $1000

PARTS salutes our veterans and active duty military personnel. We will be having a drawing for $100 make sure you designate on your registration form if you are a veteran or active duty.
# REGISTRATION

<table>
<thead>
<tr>
<th></th>
<th>MEMBER</th>
<th>NON-MEMBER</th>
<th>MEMBER</th>
<th>NON-MEMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINGLE REGISTRATION</td>
<td>SINGLE REGISTRATION</td>
<td>SINGLE REGISTRATION</td>
<td>SINGLE REGISTRATION</td>
<td></td>
</tr>
<tr>
<td>$99.00</td>
<td>$149.00</td>
<td>$149.00</td>
<td>$199.00</td>
<td>$249.00</td>
</tr>
<tr>
<td>BUSINESS REGISTRATION*</td>
<td>BUSINESS REGISTRATION*</td>
<td>BUSINESS REGISTRATION*</td>
<td>BUSINESS REGISTRATION*</td>
<td></td>
</tr>
<tr>
<td>$149.00</td>
<td>$199.00</td>
<td>$199.00</td>
<td>$249.00</td>
<td></td>
</tr>
</tbody>
</table>

* BUSINESS REGISTRATION ALLOWS YOU TO BRING AS MANY EMPLOYEES OF YOUR FACILITY AS YOU LIKE

(Please print or type)

Company _____________________________________________________________
Address ______________________________ St __________ Zip__________
Contact __________________________________________________________
Phone ______________________________ Fax __________________________
Email ____________________________________________________________

Name Badges are required (PARTS will provide).

Please provide EACH attending person’s name. Indicate with an “X” which event/meals EACH person will be attending. Don’t forget to designate veteran or active duty to be considered for the drawing for $100 donated by a PARTS member facility to thank our heroes!

<table>
<thead>
<tr>
<th>Name (please print)</th>
<th>Vet or Active</th>
<th>Spitz Tour</th>
<th>Saturday Breakfast</th>
<th>Saturday Lunch</th>
<th>U Pull &amp; Pay BBQ</th>
</tr>
</thead>
</table>
PLEASE RETURN COMPLETED REGISTRATION FORM BY 9/5/17

Pennsylvania Automotive Recycling Trade Society (PARTS)
P.O. Box 1307, Mechanicsburg, PA 17055
Phone: 717-458-8266
Fax: 888-816-5921
Visit us on the web at www.parts.org

TOTAL FOR ATTENDEES: ____________________
TOTAL SPONSORSHIP: ____________________
TOTAL ENCLOSED: _______________________

PAYMENT

☐ VISA
☐ MASTERCARD
☐ DISCOVER
☐ AMERICAN EXPRESS
☐ CHECK ENCLOSED (PAYABLE TO PARTS)

CARD NUMBER: ________________________________________________________________
EXPIRATION DATE: ________________ BILLING ZIP CODE: ________________
SECURITY CODE: _____________

SIGNATURE: _________________________________________________________________

ROOM BLOCK > PA Automotive Recycling Trade Society - Room Rates: $124 Double Queen or King Room DoubleTree Hotel 1-412-373-7300  Room Block expires 9/2/2017
Room Block Link: http://doubletree.hilton.com/en/dt/groups/personalized/P/PITMRDT-PAR-20170922/index.jhtml
All Sessions, EXPO and Hospitality will be held at the Monroeville Convention Center right across the parking lot from the DoubleTree Hotel.