

Pennsylvania Automotive Recycling Trade Society



ENGAGE2018

SEPTEMBER 21 & 22 | YORK PA

Wyndham Garden York | 2000 Loucks Road, York

ACCELERATE



SEPTEMBER 21 & 22 | YORK PA

Hello Fellow Members,

I would like to take a moment of your time and speak to you about education and a continuing ability to learn and adapt to our ever changing world. When we refuse to learn and change we have begun the downward spiral to our own demise. Change comes with its own hardships and pitfalls, but if we do not adapt we will be a faded memory of what was.

Hind sight is always crystal clear. It is the future that is uncertain. We can be vigilant in learning what is new and see how it can be utilized within our own businesses. Some of the old is still relevant but always remain cognizant, when it is not working it is time to put it on the shelf and do something that will work. Please do not think that everything new and shiny is the answer. Change in moderation is the key to sustaining and keeping your business viable into the future.

The PARTS SUMMIT has been planned to help educate you. Now not everything old we do is outdated and not everything new will work. But...Would it not be to your advantage to know what others are doing to move their business forward into the future? Would you like to avoid the pitfalls before you get to them? Would you like to find the path of least resistance to making your business more profitable?

I challenge you to sign up and come to the Summit to find the things that will help move your business forward. I challenge you to find that one thing be it a product from the vendors or the education you gained from the seminars that you can take back and start using. I challenge you to come up to me at the Summit and tell me with conviction, you are doing absolutely everything that was discussed and everything that was offered by the vendors to advance your business and that you got absolutely nothing from this Summit.

The gauntlet of challenge has been thrown. Do you accept this challenge?

Sincerely,
Gene Noll

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AGENDA



SEPTEMBER 21 & 22 | YORK PA

Friday, September 21	
8:00 - 12:00pm	1:1 Sessions with Hollander and Car-Part (contact vendor to set up time)
10:00 - 4:00pm	Registration Open
1:00 - 4:00pm	Vendor Setup in Exhibit Hall
	Tudor/Somerset Room York/Elizabeth Room
1:00 - 2:00pm	Increasing eBay Profitability with Hollander Jordan Schware, Hollander Checkmate: eBay, Crashlink, and Car-Part Interchange Plus Theresa Colbert, Car-Part
	Royal Rooms
2:00 - 3:00pm	Defective Airbags: A Ticking Timebomb in Your Yard - Paul D'Adamo, RAS
3:00 - 3:15pm	BREAK
3:15 - 4:00pm	"Herding Cats - How to Successfully Hire and Lead a team of Millennials" Todd Ensworth, CarEggs
4:00-5:00pm	Storm Water Training, Sara Hamidovic, VET Environmental
5:30pm	Leave for Yard Tour and BBQ
6:00 - 8:00pm	Tour - Prospect Used Auto Parts
9:00 - 11:00pm	Reception - Hotel Courtyard

Saturday, September 22			
7:00 - 4:00pm	Registration		
7:00 - 8:00am	Breakfast with Exhibitors - Ballroom of the Roses		
	Royal Rooms		
8:00 - 8:15am	Welcome - Gene Noll, PARTS Chairman		
8:15 - 9:30am	Recyclers Hot Topic Roundtable - Theresa Colbert, Facilitator		
9:30 - 10:30am	PARTS Annual Meeting		
10:30 - 10:45am	BREAK		
	Tudor/Somerset Room	York/Elizabeth Room	First Capital Room
10:45 - 11:45am	Defective Airbags: A Ticking Timebomb in YourYard Paul D'Adamo	The Millennials are Coming! Employee Retention, Social Media Marketing and More Amanda Zmolek, Copart	Safety Training Sara Hamidovic, VET Environmental
11:45 - 1:00pm	Lunch with Exhibitors - Ballroom of the Roses		
1:00 - 2:00pm	Powerlink: Evolving to Meet the Needs of Tomorrow David Becerra	What's NEW with Checkmate Theresa Colbert	Fork Lift Training Adam Lindley, SAS Forks
2:00 - 2:45pm			Freon Certification Sara Hamidovic, VET Environmental
2:45 - 3:00pm	BREAK		
3:00 - 4:00pm	Increasing Your Bottom Line with URG Technology Maegan Quinn, URG	Five Things all Yard Owners Need to Know About Selling on eBay Todd Ensworth, Car-Eggs	Sales Training Theresa Colbert, Car-Part
4:00 - 5:00pm	EXPO OPEN		
6:00 - 9:00pm	Suburban Bowlerama		

EXPO OPEN



SEPTEMBER 21 & 22 | YORK PA

Friday September 21

10:00 am – 4:00 pm
 Registration Open

1:00 pm – 2:00 pm
 Increasing eBay Profitability with Hollander
 Jordan Schware

- eBay offers a marketplace of 150+ million buyers, with 3 car parts sold every second.
- Hollander has exclusively partnered with eBay Motors to benefit automotive recyclers.
- Join Hollander to learn how you can benefit!

1:00 pm - 2:00 pm
 Checkmate: eBay, Crashlink, and Car-Part Interchange Plus
 Theresa Colbert, Car-Part

2:00 pm – 3:00 pm
 Defective Airbags: A Ticking Timebomb in Your Yard
 Paul D'Adamo, RAS

- Understand the risks to your employees, customers, family, business and industry
- Learn the 4X VIN Verification Process
- Generate positive cash flow with the buyback program
- Recalls are not Cores

3:00 pm – 3:15 pm Break

3:15 pm – 4:00 pm
 Herding Cats – How to Successfully Hire and Lead a Team of Millennials
 Todd Ensworth, Car-Eggs

- Learn and laugh as we look at how to manage millennials

4:00 pm – 5:00 pm
 Storm Water Training
 Sara Hamidovic, VET Environmental

5:30 pm
 Leave for Yard Tour

6:00 pm – 8:00 pm
 Prospect Used Auto Parts, Jim Effron
 • Enjoy a tour of Prospect Used Auto Parts

9:00 pm – 11:00 pm Reception

Saturday September 22

7:00 am – 4:00 pm
 Registration Open

7:00 am – 8:00 am
 Breakfast with the Exhibitors

8:00 am – 8:15 am
 Welcome to ENGAGE 2018
 Gene Noll

8:15 am – 9:30 am
 Recyclers Hot Topic Roundtable
 Moderator: Theresa Colbert

9:30 am – 10:30 am
 PARTS Annual Meeting

10:30 am – 10:45 am Break

10:45 am – 11:45 am
 The Millennials are Coming! Employee Retention, Social Media Marketing, and More in an Awesome New World, Amanda Zmolek, Copart

- The Millennial Perspective from a Real Live Millennial
- Get a quick simple overview of social media
- Take home pointers you can use right away

Defective Airbags:
 A Ticking Timebomb in Your Yard
 Paul D'Adamo, RAS

- Understand the risks to your employees, customers, family, business and industry
- Learn the 4X VIN Verification Process
- Generate positive cash flow with the buyback program
- Recalls are not Cores

Safety Training
 Sara Hamidovic, VET Environmental

11:45 pm – 1:00 pm
 Lunch with the Exhibitors

1:00 pm – 2:00 pm
 Fork lift Training, Adam Lindley, SAS Forks

1:00 pm - 2:45
 • Powerlink: Evolving to Meet the Needs of Tomorrow, David Becerra, Hollander
 • What's NEW with Checkmate, Theresa Colbert, Car-Part

2:00 pm – 2:45 pm
 Freon Certification
 Sara Hamidovic, VET Environmental

2:45pm - 3:00pm Break

3:00pm - 4:00pm
 • Increasing Your Bottom Line with URG Technology
 Maegan Quinn, URG

- Five Things all Yard Owners Need to Know About Selling on eBay
 Todd Ensworth, Car-Eggs
- Sales Training
 Theresa Colbert, Car-Part

4:00 pm – 5:00 pm Expo is Open

6:00 pm – 9:00 pm Suburban Bowlerama



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Paul D'Adamo, Rebuilders Auto Supply (RAS)

Defective Airbags: A Ticking Timebomb in Your Yard

Paul joined Rebuilders Automotive Supply (RAS) as the "Recall Guy" in January 2018. His Mission is to promote Safety and rid the planet of defective Takata airbags. Paul is a 27 year veteran of the Auto Recycling Industry. Former owners of Bill's Auto Parts in Cumberland, RI, Paul and wife Lynn sold their award winning business to a national auto recycling company in 2013. After two years serving as Regional Manager for Pick-n-Pull, Paul and Lynn founded Recycling Growth, a consulting and training company serving the auto recycling industry. He currently serves as Adjunct Faculty/Speech Consultant at Babson College.



Todd Ensworth, CarEggs.com

Herding Cats - How to Successfully Hire and Lead a Team of Millennials
Five Things all Yard Owners Need to Know About Selling on eBay

Todd owned a specialty yard in Atlanta that sold almost exclusively online. He has owned multiple e-commerce businesses that have sold over 80,000 orders on eBay and even more through E-Commerce web sites. He now runs CarEggs which uses eBay data to help recyclers find the highest demand parts from their cars. He also owns OmniYard which provides full service eBay management for yards. He consults with recyclers around the world on growing their E-Commerce and eBay Sales as well as using their data to grow their wholesale business.



Amanda Zmolek, Copart

The Millennials are Coming! Employee Retention, Social Media Marketing and More in an Awesome New World

Amanda Zmolek is the industry relations analyst for Copart, an online vehicle auction with more than 125,000 salvage and clean title vehicles available to bid on each day. She started her career with GreenLeaf Auto Recyclers in 2006 and has a marketing degree from San Diego State and a marketing MBA from UT Arlington. In 2015, after spending a few years working for a professional football team running their pro shop social media accounts, she decided that auto salvage is her home and has been at Copart ever since. Amanda is on the ARA Awareness Campaign Committee and is proud to serve as the Copart account representative for auto recyclers. Contact Amanda at 972-391-5759 or amanda.zmolek@copart.com.



Theresa Colbert, Car-Part

Checkmate: eBay, Crashlink, and Car-Part Interchange Plus
What's NEW with Checkmate
Sales Training

Theresa Colbert has over 25 years of industry experience, which has given her the opportunity to see the auto recycling world from almost every point of view. 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. For the past 8 years, Theresa has been with Car-Part.com, going into dismantling yards and helping customers decide which products in the Car-Part suite best fit their needs. 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.

SPEAKER BIOS



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Adam Lindley, SAS Forks

Forklift Training

Adam Lindley is the Senior VP of Sales and Marketing at SAS Forks where he has worked for the last 13 years. Previously he worked as a ASE Certified Mechanic for 14 years on Auto/Truck and Heavy Equipment. Adam presents Forklift training to recyclers around the country.



Sara Hamidovic, VET Environmental

Safety Training, Freon Certification

In 2013, Sara started VET in her hometown of Bloomington, Indiana. She is a Licensed Professional Engineer (PE) in the State of Indiana since 2009 and a Certified Hazardous Materials Manager (CHMM) since 2011. Prior to starting VET, Sara worked for her father's business, Fields Environmental, Inc. doing environmental consulting work, specifically soil and groundwater remediation. Sara is trained as an environmental engineer and served as an engineer officer in the Army from 2004 to 2009 after graduating from the United States Military Academy at West Point in 2004. She did a tour in Iraq in 2005- 06 with the 54th Engineer Battalion (Combat Mechanized). Sara recently graduated with her Master's degree from Indiana University's School of Public and Environmental Affairs (2016) with graduate degrees in Environmental Science and Public Affairs.



Jordan Schware, Hollander

Increasing eBay Profitability with Hollander

Jordan Schware is one of Hollander's expert eLink and eBay Specialists, and plays a crucial role in the success of Hollander's online sellers. He applies his experience as a mechanic, interest in fast cars and classic motorcycles—and most importantly—15+ years of eBay knowledge and expertise with eBay Motors to our growing customer base, to help them maximize online sales.



David Becerra, Hollander

Powerlink™: Evolving to Meet the Needs of Tomorrow

David Becerra has been a valued member of the Hollander Installation Team for 13 years, and specializes in installing and training customers on Powerlink and Production Management. With 27 years of experience in the automotive software industry prior, he possesses a wide breadth of expertise from working with new vehicles and dealerships, to dismantling vehicles in salvage yards, in the US, UK and Latin America. David also enjoys exercising his bilingual fluency, by acting as our lead Spanish speaking install and support associate.



Maegan Quinn

Increasing Your Bottom Line Using URG Technology

Maegan Quinn is the Director of Member Relations for United Recyclers Group, an organization focused on recyclers, for recyclers by recyclers. URG has over 475 members in the United States and Canada using technology to advance their businesses. She is an Louisiana State University business school graduate who is eager to teach you about how URG's tools can increase your profitability.

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LOCATIONS



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YARD TOUR
 6:00pm - 8:00pm
Prospect Used Auto Parts
 3640 York Road,
 New Oxford PA, 17350
 717-624-6244

Prospect Used Auto Parts is a U-Pull-It and Full-Service auto salvage and wrecking yard in New Oxford, PA. Just minutes away from Gettysburg, Chambersburg, Hanover, York, Harrisburg, Lancaster & Westminster, Maryland, we are conveniently located on the Lincoln Highway. We carry over 1,000 domestic and foreign cars and trucks, ranging from the 1960's to 2000's, with good quality parts and inventory changing daily. Offering the most competitive prices in the area, we pride ourselves in our friendly, customer-service oriented approach.



Hotel
Wyndham Garden York
 2000 Loucks Road,
 York, PA 17408,
 717-846-9500

Room Block - \$129 until September 7, 2018



SEPTEMBER 21 & 22 | YORK PA

Dinner Sponsor



Lunch Sponsor



Bus / Shuttle Sponsor - \$1000

- Company logo on signage for Bus / Shuttle
- Recognition of sponsorship at event
- Company logo included in signage, promotional material and website

Breakfast Sponsor - \$750



Hospitality Sponsor (2 available) - \$750



Break Sponsor (2 available) - \$750

- Company logo on signage on coffee / snack table
- Company logo included in signage, promotional material and website

Door Prize Sponsor - \$500

- Company logo included in signage, promotional material and website

Speakers and Trainer Sponsor - \$500

- Company logo included in signage, promotional material and website

ATTEND



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CLICK HERE TO REGISTER

2018 PARTS Summit & Expo Registration Form Wyndham Garden York, 2000 Loucks Road, York, PA 17408

Register online or return this form and payment by September 7, 2018

Company Name _____
 Contact Name _____
 Address _____
 City _____ State _____ Zip _____ Phone _____
 Email Address _____

REGISTRATION	EARLY BIRD PRICE	AFTER 9/4 PRICE	TOTAL
Recycler - Single	\$99	\$149	
Recycler - Business*	\$149	\$199	
Non-Member Recycler	\$149	\$199	
Non-Member Business*	\$199	\$249	
REGISTRATION TOTAL:			

• This registration includes as many employees of your facility as you'd like

SPONSORSHIP OPPORTUNITIES	TOTAL	TOTAL SPONSORSHIP
Lunch Sponsor	\$1000	
Bus/Shuttle Sponsor	\$1000	
Breakfast Sponsor	\$750	
Hospitality Sponsor	\$750	
Break Sponsor	\$750	
Door Prize Sponsor	\$500	
Speaker/Training Sponsor	\$500	
SPONSORSHIP TOTAL:		

Registration Total	
Sponsorship Total	
GRAND TOTAL:	

Payment Options

Check Enclosed (Payable to PARTS)

Credit Card

Visa

MasterCard

American Express

Card Number:

Expiration Date:

Zip Code:

Security Code:

Signature

Mail completed form
and payment to:

PARTS
 PO Box 1307
 Mechanicsburg, PA 17055
 FAX: 888-816-5921



EXHIBIT



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[CLICK HERE TO REGISTER](#)

2018 PARTS Exhibitor Registration Form Wyndham Garden York, 2000 Loucks Road, York, PA 17408

Register online or return this form and payment by September 7, 2018

Company Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Email Address _____

EXHIBITOR REGISTRATION*	FEE	SPACES	TOTAL COST
Business Partner Exhibitor	\$550		
Non-member Exhibitor	\$650		
REGISTRATION TOTAL:			

Booth Fee Includes:

- 8' skirted display table and two chairs
- 2 FREE Full Conference Registration
- Basic Wi-Fi
- Saturday Breakfast and Lunch
- Hospitality

*Exhibitors assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibitors activities at all events at the 2018 PARTS Summit and Expo and will indemnify, defend, and hold harmless PARTS its agents servants and employees from any and all such losses and damage claims.

SPONSORSHIP OPPORTUNITIES	TOTAL	TOTAL SPONSORSHIP
Lunch Sponsor	\$1000	
Bus/Shuttle Sponsor	\$1000	
Breakfast Sponsor	\$750	
Hospitality Sponsor	\$750	
Break Sponsor	\$750	
Door Prize Sponsor	\$500	
Speaker/Training Sponsor	\$500	
SPONSORSHIP TOTAL:		

Exhibitor Registration Total	
Sponsorship Total	
GRAND TOTAL:	

Payment Options

Check Enclosed (Payable to PARTS)

Credit Card

Visa

MasterCard

American Express

Card Number:

Expiration Date:

Zip Code:

Security Code:

Signature

Mail completed form
and payment to:

PARTS
PO Box 1307
Mechanicsburg, PA 17055

FAX: 888-816-5921

