

# FADRA Convention & Trade Show

## Sheraton Sand Key Resort • July 20-23, 2023

Visit [fadra.org](http://fadra.org) for more information



FADRA Welcomes Auto Recycling colleagues from throughout the Southeast and nationwide to join us for the 2023 FADRA Convention & Trade Show. Located right on the Gulf of Mexico in Clearwater Beach, the Sheraton Sand Key offers a family-friendly environment that's easy to reach by highway or plane. Make plans now to attend the best state association show in the U.S. and invite your friends!

### Why You Should Attend!

- Enjoy education seminars from industry-leading speakers.
- Network with colleagues.
- One-stop shopping with premier vendors from across the nation.
- Receive industry updates from ARA, and national experts.
- Mix business with pleasure and bring the entire family!

### Yard Registration Fee:

\$450 for FADRA Members  
\$500 for Non-Members  
\$400 for Out-of-State members

### Vendor Attendee (non-exhibitor):

\$675 for FADRA Members  
\$875 for Non-Members

### Hotel Reservations

\$179.00 per night (includes parking)

**Hotel Reservation Cut-off Date is June 20.**

Visit [fadra.org](http://fadra.org) to book your room online.

Or call the hotel directly at 727-595-1611.

**BE SURE TO MENTION FADRA WHEN YOU CALL.**

**You've heard the hype about the FADRA Convention.  
Now it's time to experience it first hand!**

**REGISTER TODAY!**

For more information, visit [FADRA.org](http://FADRA.org)  
or contact Kim O'Dell – [kim@odellgroupmgmt.com](mailto:kim@odellgroupmgmt.com)  
407-614-8354

**FADRA**

**The Premier State Automotive Recycling  
Association in the Country!**

### WEDNESDAY, JULY 19

All Day Profit Team Meeting (members only)

### THURSDAY, JULY 20

8:00 AM - Noon Cross Dock Meeting (members only)

8:00 AM - Noon Profit Team Meeting (members only)

12:30 - 3:30 PM FADRA Board of Directors Meeting

3:30 - 5:30 PM Attendee & Exhibitor Registration Opens

6:30 - 10:00 PM Welcome Event: Rays vs. Orioles (ticketed event)

### FRIDAY, JULY 21

8:00 AM - 6:00 PM Attendee Registration Open

9:05 - 10:05 AM Keynote: Building a Culture of Excellence  
Dan Snyder, Snyder's Certified Auto & Truck Parts

10:15 - 11:15 AM Problem Solving Open Forum:  
What Are Your Pain Points?

11:20 AM - 12:15 PM Sales Management Basics, Mike Kunkel/Rob Rainwater

12:15 - 1:15 PM Lunch on your own

1:20 - 2:05 PM Teach Them Right the First Time,  
Beth Gustafson/Davith Men

2:10 - 3:10 PM Data Protection/Security, Kristie Werner

3:20 - 4:35 PM Safety & Environmental Best Practices,  
Sue Schauls

4:40 - 5:45 PM Maximize Core and End of Life Revenues,  
Jeremy Barnett

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

8:30 - 11:00 PM FADRA Hospitality Room

### SATURDAY, JULY 27

7:45 AM - 5:00 PM Attendee Registration Open

7:50 - 8:50 AM Building Leaders From Inside the Company,  
Dan Snyder

9:00 - 9:50 AM EV Battery & Vehicle Recycling, Dalan Zartman

10:00 - 10:50 AM The Four Pillars of eBay Sales, Garff Fitzgerald

10:50 AM - 1:00 PM Brunch in the Exhibit Hall

1:00 - 1:50 PM FADRA General Membership Meeting

2:00 - 2:50 PM Self-Service Panel, Dan Snyder, Gary Lindros

3:00 - 3:50 PM Sales School Part 1, Mike Kunkel/Rob Rainwater

4:00 - 5:00 PM Sales School Part 2, Mike Kunkel/Rob Rainwater

5:00 - 6:00 PM Sales Trivia Competition

7:00 - 10:00 PM Saturday Night Tailgate Party

### SUNDAY, JULY 28

8:00 - 9:00 AM FADRA Prayer Breakfast with Jim Butler