

FADRA 2023

**BUILDING
A**

**WINNING TEAM
WITH FADRA!**

**Exhibitor
Prospectus**

**Sheraton
Sand Key
Resort
July 20-23
2023**

FADRA Convention & Trade Show

BUILDING A WINNING TEAM WITH FADRA!



Sheraton Sand Key Resort, Clearwater Beach, Florida

Secure Your Booth at FADRA 2023

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 20-23, 2023, FADRA will hold its annual Convention & Trade Show at the Sheraton Sand Key Resort in Clearwater Beach, 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. This year's program also has seminars to attract sales managers and dismantlers from member yards. Starting with the opening social event (a baseball game between the Tampa Bay Rays and Baltimore Orioles), we'll 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 be limited to 32 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.

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 2023 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 or by phone at 407-614-8354. I look forward to working with you and promoting your company at the FADRA 2023 Convention & Trade Show!

Kim O'Dell, CMP
FADRA Executive Director



Florida Auto Dismantlers & Recyclers Association

**Thank You to our
2022 Sponsors!**

GOLD

PGM of Texas

Trademark/
Nucor/
U Pull & Pay

United Catalyst Corp

United Recyclers Group

SILVER

ACS2, LLC

Buddy Automotive
Innovations

E-Z Suite

PMR, Inc.

Rebuilders
Automotive Supply

Recyclers Cross Dock

Solera|Hollander

BRONZE

AESOP

Auto Data Direct

Car-Part.com

Fenix Parts

First Coast Core

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 at Tropicana Field (ticketed event) and many other events that bring together vendors with recyclers.
- FREE attendee list prior to and after the convention



Testimonials



“Being at the FADRA show as an exhibitor for the first time opened my eyes to the expense it takes for a vendor to attend the show. However, the introductions and opportunities that opened up from being there were invaluable compared to the expense it took to get there. Best investment in advertising, if you ask me.”
– Phil Riffel, ACS2, LLC

“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|Hollanderr

“The strength of any association is built on the bonds between its members and maintaining a partnership that is mutually beneficial. FADRA is all about making those connections and linking up with like-minded people to see where the road takes you together.”
– Chrysten Newton, PMR

“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 in staying in touch with our customers, meeting new ones, and staying up-to-date with the industry.”
– Jay Svendsen, Auto Data Direct

“The FADRA Convention is truly a great way to meet and network with other businesses. My wife and I really enjoyed the experience; it is a family-friendly event and was a great way to shake hands with great people.”
– Beau Rutledge, CHR Services

“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 dinner on Saturday night is always a good time!”
– Julie Cain, Buddy Automotive



Hotel Information

Sheraton Sand Key Resort

Room Reservations:

Contact the hotel directly at 727-595-1611

Cut-off Date: June 20, 2023

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! You may also register with the hotel via the link at fadra.org.

Executive Suites at the Convention Rate may be available. Call the hotel. Pre- and Post-convention accommodations may be available at the convention rate 3 days prior or 3 days following the meeting based on availability.



Building a Winning Team With FADRA!

FADRA/EXHIBIT EVENT SCHEDULE

THURSDAY, JULY 20

3:30 – 5:30 pm Attendee & Exhibitor Registration

6:30 – 10:00 pm

Welcome Event:

Tampa Bay Rays vs. Baltimore Orioles at Tropicana Field
(Ticketed event, \$75 per person
– [Registration Form/Information](#)
will be Posted on [fadra.org](#))
(Transportation Provided)

Welcome Event:
Tampa Bay Rays
vs. Baltimore Orioles
at Tropicana Field

FRIDAY, JULY 21

12:15 – 5:00 pm Exhibitor Registration & Set-Up

6:00 – 8:30 pm

Exhibit Hall Grand Opening

8:30 – 11:00 pm

FADRA Hospitality Suite
(Open to all)

SATURDAY, JULY 22

10:50 am – 1:00 pm Brunch With Vendors

1:00 – 3:30 pm

Exhibit Tear-Down

7:00 – 10:00 pm

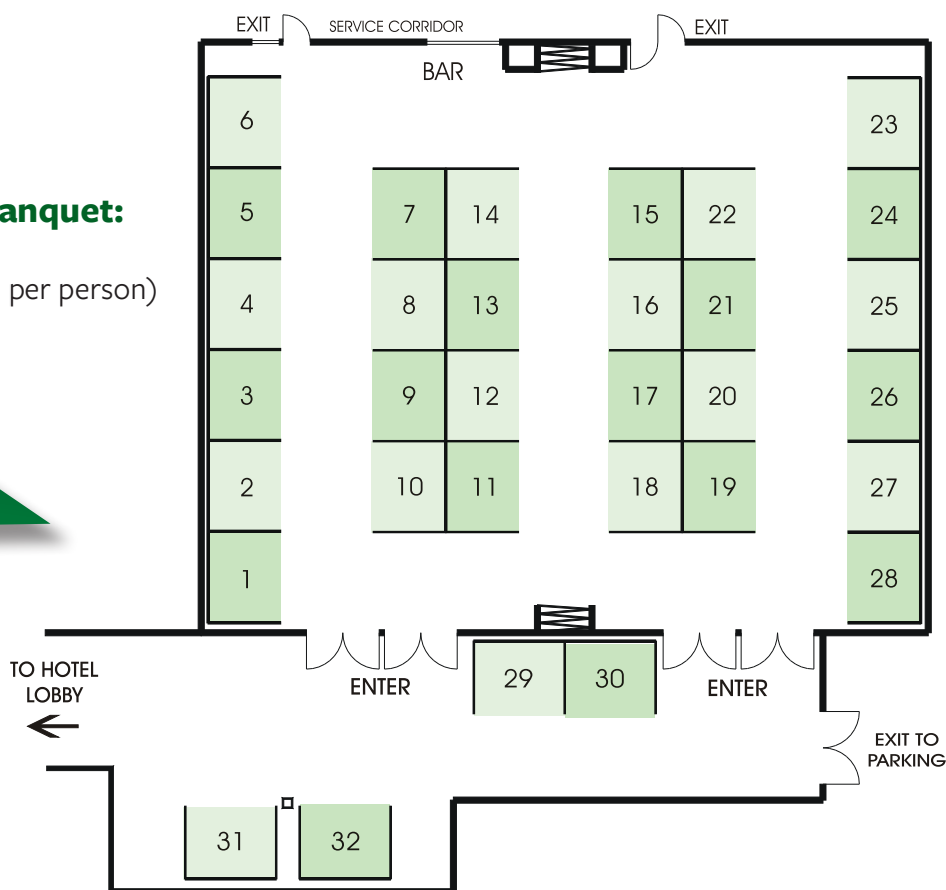
FADRA Annual Banquet:

Tailgate Party
(Ticketed Event - \$90 per person)

FADRA
Annual Banquet:
Tailgate Party

EXHIBIT HALL FLOOR PLAN

32 - 8'x10' Booths in the Island Ballroom and Lobby III



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Special Events



Opening Event: Join Us for Major League Baseball – Rays vs. Orioles!



We like to do something special for the first time FADRA attendees come together, and this year we will be going to Tropicana Field in St. Petersburg to see a Tampa Bay Rays-Baltimore Orioles game. We will be seated together in a special section on the left-field terrace with plenty of food and drink as we watch two exciting young teams play baseball. Transportation will be provided to and from the hotel.

This is an optional event; not everyone attends, but if you do want to come, please make sure to fill out the form we will send you so we can reserve tickets. Tickets are \$75 per person. Tickets will arrive electronically via email. We can't substitute people or do last minute reservations this year.

Sponsorships for refreshments and transportation are available.



Closing Celebration: **Saturday Night Tailgate Party**

Last year we had a *Grease* theme for our closing party; this year it's a Saturday Night Tailgate Party. Wear jerseys and hats of your favorite sports team and enjoy sports-themed games. FADRA's final banquet each year always offers great food, entertainment, and a 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.



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FADRA 2023 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'	\$1,400	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 - \$150 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, 2023 will be refunded. Requests for refunds after June 20, 2023 will be granted provided that the spaces are re-sold and vendor will incur a \$100 cancellation fee.

Return Contract, Insurance Certificate & Payment to:

FADRA, P.O. Box 770070, Winter Garden, FL 34777

Make Checks Payable to FADRA

Pricing	Member	Non-Member	
One Booth	\$675	\$825	\$ _____
Corner Booth	\$850	\$1,000	\$ _____
(2) Side-by-Side	\$1,350	N/A	\$ _____
End Cap Booth	\$1,400	N/A	\$ _____
Extra Reps	# _____	@ \$150 ea. . . .	\$ _____
Tailgate Theme Party Tickets	_____	@ \$90 ea.	\$ _____
TOTAL:			\$ _____

CREDIT CARD PAYMENTS

Additional \$5.00 Fee for Credit Card Transactions

☐ MasterCard ☐ VISA ☐ AMEX

Print Name as it appears on card

Card #

Verification Code

Exp. Date

Signature:

OFFICE USE ONLY

Booth # _____ Paid \$ _____

Check #: _____ Date Received: _____

FADRA 2023 EXHIBIT AGREEMENT

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

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 Sand Key Resort 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 Sand Key Resort as additional insured for the dates July 20-23, 2023 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.

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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 2024 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 & on the website

THURSDAY, JULY 20

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: \$750**

Opening Event at Tampa Bay Rays Baseball Game

☐ **Exclusive Sponsor: \$3,500**

☐ **Transportation to and from the Stadium \$1,500**

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 21

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**

☐ **2 Sponsors: \$2,500 each**

Exhibit Hall Grand Opening Beer Sponsor

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

☐ **Exclusive: \$5,500**

☐ **2 Sponsors: \$2,500 each**

Friday Night Hospitality Sponsorship

☐ **Exclusive: \$1,500**

SATURDAY, JULY 22

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: \$2,500 each**

Refreshment Breaks: \$1,000 each

☐ **Friday**

☐ **Friday**

☐ **Saturday**

Sports Tailgate-Themed Banquet Dinner Sponsorship

Sponsor recognition on signage, in final program, and name announced during event.

☐ **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: \$5,500**

☐ **2 Sponsors: \$2,500 each**

Conference Bag/Backpack

Sponsor name & logo on bag.

☐ **Exclusive: \$3,000**

Convention Lanyards/Badge Holders

☐ **Exclusive: \$2,000**

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FADRA 2023 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 May 20, 2023

DEADLINE FOR ARTWORK, LOGOS & FINAL PAYMENT June 20, 2023

Make Checks Payable to: FADRA

Payment by Check: \$ _____

Payment by Credit Card: \$ _____

☐ Visa ☐ MasterCard ☐ American Express (Additional \$5.00 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: _____