

# FADRA 2019

CONVENTION & TRADE SHOW

JULY 18 - 21, 2019

SHERATON SAND KEY RESORT • CLEARWATER BEACH

GET IN THE  
GAME

COMPETING IN AN  
EVER-CHANGING MARKET





# GET IN THE GAME! Competing in an Ever-Changing Market

July 18-21, 2019 • Sheraton Sand Key Resort • Clearwater Beach, Florida

## Secure Your Spot At FADRA 2019

On July 18-21, 2019, FADRA will hold its annual Convention & Trade Show at the comfortable and family-friendly Sheraton Sand Key Resort in Clearwater Beach. We will have more than 150 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, 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 35 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. Several sponsorships remain available. We want to make sure that your company is represented!

**Join FADRA as an Associate Member for \$200, and you'll save \$50 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.

Email, mail or fax your applications along with payment information to my attention. Please don't hesitate to contact me via email at kim@fadra.org or by phone at 407-614-8354. I look forward to working with you and promoting your company at the FADRA 2019 Convention & Trade Show!

Kim O'Dell, CMP, FADRA Executive Director

## 2019 SPONSORS

(So far!)

### GOLD

United Recyclers Group

### SILVER

Insurance Auto Auctions

PMR, Inc.

Rebuilders

Automotive Supply

U Pull & Pay/

Trademark Metals

### BRONZE

Auto Data Direct

Buddy Automotive

Car-Part.com/Checkmate

Copart

Counselman Automotive

Recycling

EZ-Suite

Manheim

Recyclers Cross Dock



**As always, this year's Convention and Trade Show will be filled with informative speakers and seminars. A great place to network!**

## Why Your Company Should Exhibit

- Opportunity to network with premier auto recycling owners
- Exclusive Exhibit Hours
- Brunch for Attendees and Exhibitors in the Exhibit Hall
- Diverse 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
- Opportunity to display and rig equipment (*contact us for details*)
- FREE attendee list prior to and after the conference
- Superior Exhibit Space

All confirmed exhibitors and sponsors receive full exposure as we promote the 2019 FADRA Convention & Trade Show!

## Sheraton Sand Key Resort

Clearwater Beach, Florida

**Room Reservations: 727-595-1611**

**Cut-off Date: June 20, 2019**

FADRA Standard Hotel Room: \$165 Single/Double occupancy per night

**FADRA's reservation code is FG13AA. Be sure to mention you are a FADRA member to receive this rate!**

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.



From the beach-front pool and cafés to the seemingly endless stretch of beach owned by the resort, the Sheraton Sand Key offers great outdoor beauty as well as luxurious indoor accommodations. The loading area makes it easy to get your materials into and out of the exhibit hall, and the hall and your rooms have Internet access. The Mainstay Tavern sports bar, Island Grille, and Rusty's Bistro offer plenty of on-site meal choices, while several restaurants are near the hotel. It's located 20 miles from Tampa Intl Airport and 16 miles from St. Petersburg Intl Airport, and easy to reach by auto off I-75 and I-4.



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## FADRA EXHIBIT/EVENT SCHEDULE

### THURSDAY, JULY 18

**3:00 – 5:30 PM**

Attendee & Exhibitor Registration

**6:00 PM**

Thursday Night Welcome Event  
Calypso Queen Cruise. Separate  
Registration: \$30/person.

### FRIDAY, JULY 19

**12:15 – 5:00 PM**

Exhibitor Registration & Set-Up

**6:00 - 9:00 PM**

Exhibit Hall Grand Opening

**9:00 – 12:00 PM**

FADRA Hospitality Suite, *Open to all*

### SATURDAY, JULY 20

**11:00 - 1:00 PM**

Brunch With Vendors

**1:00 – 3:30 PM**

Exhibit Tear-Down

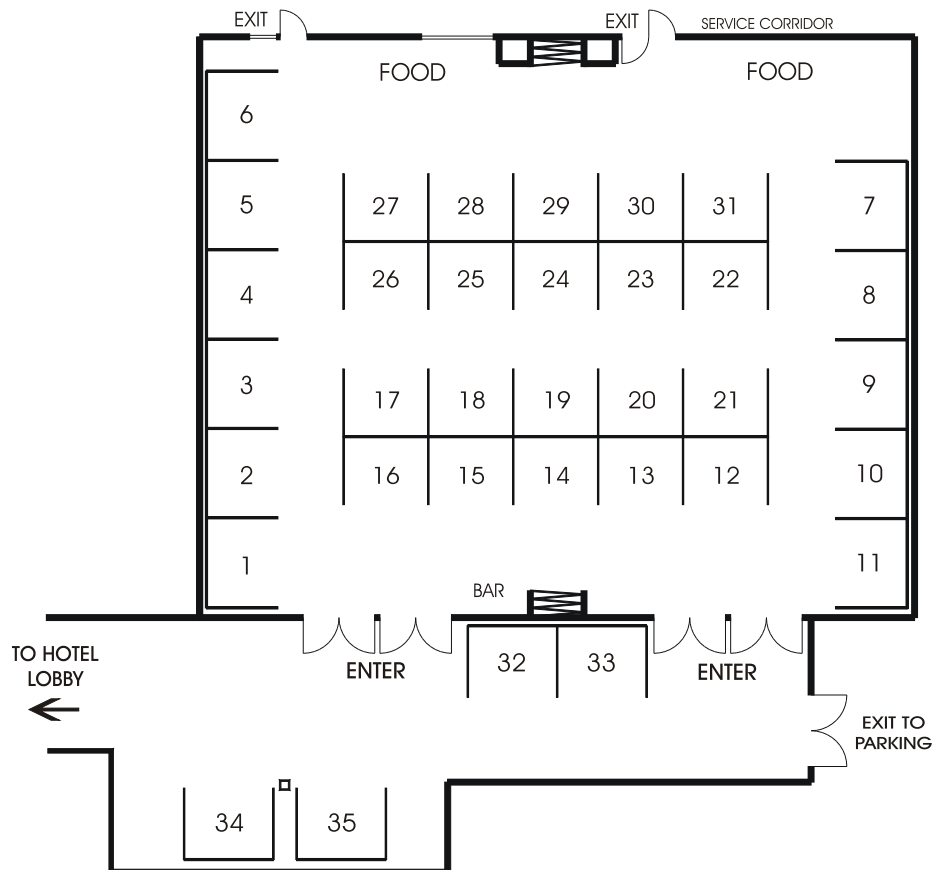
**7:00 - 11:00 PM**

FADRA Annual Banquet  
(Ticketed Event)

If you stay over on Sunday, the Tampa Bay Rays are playing the Chicago White Sox at 1:10 pm.

Visit [fadra.org](http://fadra.org) and view the **Attendee Brochure** with full schedule of events, and more.

## EXHIBIT HALL FLOOR PLAN





# FADRA CONVENTION & TRADE SHOW

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### PLEASE PRINT CLEARLY

Company Name (to appear in program): \_\_\_\_\_

Address: \_\_\_\_\_

City, State, ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

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	\$575	\$825
<input type="checkbox"/> (2) Side by Side Booths – 8' x 20'	\$1,200	\$1,450
<input type="checkbox"/> End Cap Booths 10' x 16'	\$1,300	\$1,550
<input type="checkbox"/> Corner Booth	\$750	\$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 - \$100 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 19, 2019 will be refunded. Requests for refunds after June 19, 2019 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			
<b>Make Checks Payable to FADRA</b>			
Pricing	Member	Non-Member	
One Booth	\$575	\$825	\$ _____
Corner Booth	\$750	\$1,000	\$ _____
(2) Side-by-Side	\$1,200	\$1,450	\$ _____
End Cap Booth	\$1,300	\$1,550	\$ _____
Extra Reps	# _____	@ \$100 ea.	...\$ _____
Thursday Opening Cruise	_____	@ \$35 ea.	...\$ _____
Party Tickets	# _____	@ \$90 ea.	...\$ _____
<b>TOTAL:</b>			<b>\$ _____</b>

**CREDIT CARD PAYMENTS**

MasterCard     VISA

Print Name as it appears on card: \_\_\_\_\_

Card # \_\_\_\_\_

Verification Code: \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature: \_\_\_\_\_

**OFFICE USE ONLY**

Booth # \_\_\_\_\_ Paid \$ \_\_\_\_\_

Check #: \_\_\_\_\_ Date Received: \_\_\_\_\_

# FADRA 2019 Convention and Trade Show

## **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 18-21, 2019 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 2019 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
- Receive a certificate presented at conference
- On-site convention schedule
- Post-conference issue of fadra News & electronic news on the website

#### THURSDAY, JULY 18

##### Board of Directors Meeting 1:30 – 5:30 PM

Opportunity to address BOD first 5 minutes of meeting and signage at event and sponsor recognition in Board Packets.

~~Exclusive Sponsor: \$750~~ **SOLD** Auto Data Direct

##### FADRA Welcome Event: Cruise on the Calypso Queen

~~Exclusive Sponsor: \$2,500~~

##### Transportation to Event

~~Exclusive Sponsor: \$1,000~~ **SOLD** Recyclers Cross Dock

##### Speaker Sponsorships

Sponsor addresses attendees & introduces speaker, recognition in final program and on seminar signage at each talk.

- ~~Keynote Speaker: Bill Stevens \$1,750~~ **SOLD** Buddy Automotive
- ~~Primary Speaker: Mike Kunkel \$1,500~~ **SOLD** Counselman Automotive
- ~~Primary Speaker: Jen Wilson \$1,500~~ **SOLD** EZ Suite
- ~~Speaker/Panel Discussion \$1,000~~ **SOLD** Auto Data Direct
- ~~Speaker/Panel Discussion \$1,000~~ **SOLD** Copart
- ~~Speaker/Panel Discussion \$1,000~~

#### FRIDAY, JULY 19

##### 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~~ **SOLD** PMR Inc.

##### 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: \$2,000~~ **SOLD** RAS

##### Friday Night Hospitality Sponsorship with Glass Giveaway

Sponsor logo on collectible conference 16 oz. beer glass.

~~Exclusive: \$3,000~~ **SOLD** U Pull & Pay/Trademark Metals

#### SATURDAY, JULY 20

##### General Membership Meeting

Recognition on program, seminar signage, and meeting agenda.

~~Exclusive: \$1,250~~ **SOLD** Car-Part.com / Checkmate

##### Brunch with the Exhibitors

Recognition in final program, signage at event, on dinner napkins & marketing opportunity on tables.

**2 Available sponsors.**

- ~~Exclusive: \$5,000~~
- ~~2 Sponsors: \$3,000 each~~

##### Refreshment Breaks: \$750 each

- ~~Friday, July 19~~
- ~~Friday, July 19~~
- ~~Saturday, July 20~~

##### Superhero-Themed Banquet Dinner Sponsorship

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

**2 Available Sponsors.**

- ~~Exclusive: \$7,500~~
- ~~3 Sponsors: \$3,000~~ **SOLD** URG

##### Superhero-Themed Banquet Entertainment Sponsorship

Sponsor name/logo on signage at event, in onsite schedule, and name announced during event.

- ~~Exclusive: \$3,500~~
- ~~2 Sponsors: \$2,000~~ **SOLD** URG

##### Conference Bag/Backpack

Sponsor name & logo on bag.

~~Exclusive: \$3,000~~ **SOLD** Insurance Auto Auctions

##### Convention Lanyards/Badge Holders

~~Exclusive: \$2,000~~ **SOLD** Manheim



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## FADRA 2019 Sponsorship Form

**PLEASE FILL OUT INFORMATION COMPLETELY**

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_

Email: \_\_\_\_\_

Street: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Date: \_\_\_\_\_

Sponsored Item: \_\_\_\_\_

Amount: \$ \_\_\_\_\_

**50% Deposit Due by June 12<sup>th</sup>**

**DEADLINE FOR ARTWORK, LOGOS & FINAL PAYMENT  
July 3, 2019**

**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:	_____