

# FADRA Convention & Trade Show

Hilton Daytona Beach Oceanfront Resort • July 7-10, 2022

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 2022 FADRA Convention & Trade Show. Located right on “The World’s Most Famous Beach” and near the home of NASCAR, the Hilton Daytona Beach 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

\$169.00 per night (includes parking)

**Hotel Reservation Cut-off Date is June 22.**

Go to: [fadra.org/fadra-convention#hotel21](http://fadra.org/fadra-convention#hotel21)

Or call the hotel directly at 386-254-8200.

**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 6

All Day Profit Team Meeting (members only)

## THURSDAY, JULY 7

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: Daytona Beach Lagoon

## FRIDAY, JULY 8

8:00 AM – 6:00 PM Attendee Registration Open  
9:05 - 10:05 AM Keynote: Leadership and Personal Experience, Shannon Nordstrom, Nordstrom’s Automotive Inc.  
10:15 - 11:15 AM Key Performance Indicators, Lee Worman  
11:20 AM –12:15 PM Lean Practices and HR Issues in Dismantling and Operations, Shannon Nordstrom  
12:15 – 1:15 PM Lunch on your own  
1:20 - 2:05 PM Scrap and Core Panel Discussion  
Paul D’Adamo, Tony Quarno, Phil Riffel  
2:10 - 3:30 PM Licensing and Legal Operations, Les Cravens  
3:40 - 4:30 PM Trends/Forecasting: Navigating a Post-Pandemic World, Mike Kunkel  
4:40 - 5:45 PM Buying and Purchasing: When to Crush  
Lee Worman  
6:00 - 8:30 PM Exhibit Hall Grand Opening  
8:30 - 11:00 PM FADRA Hospitality Room

## SATURDAY, JULY 9

7:45 AM - 5:00 PM Attendee Registration Open  
7:50 - 8:50 AM Sales Trends, Lee Worman  
9:00 - 9:50 AM Handling EVs: Sales & Safety, Sandy Blalock, Marty Hollingshead  
10:00 - 10:50 AM The Four Pillars of eBay Motors, 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 Counter Sales Using Interactive Technology, JC Cahill  
3:00 - 4:00 PM U-Pull-It Panel - Gary Lindros, Eric Wilbert, Phil Riffel  
4:10 - 5:10 PM Sales Trivia Competition  
6:30 - 10:00 PM It’s Electrifying: Grease-Themed Party

## SUNDAY, JULY 10

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