

# FADRA 50 YEARS ANNIVERSARY CELEBRATION CONVENTION & TRADE SHOW

Sheraton Sand Key Resort • Clearwater Beach, FL • July 17-20, 2025

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



FADRA Welcomes Auto Recycling colleagues from Florida and throughout the Southeast to the 2025 FADRA Convention & Trade Show. We will celebrate our Golden Anniversary as an organization and hope to have some special guests as well as today's leading auto recyclers and vendors. From the opening Golf Tournament and Yacht Cruise on Thursday to the Closing Banquet and Live Concert on Saturday night, you will enjoy sharing information, making connections, and having some laughs at the renovated Sheraton Sand Key Resort in Clearwater Beach. Make plans now to attend the best state association show in the U.S. and invite your friends!

## Why You Should Attend!

- Insightful, business-oriented sessions from leading speakers
- Discuss business with current and prospective yard owners
- One-stop shopping with premier national vendors
- Industry updates from ARA, URG, and national experts
- Mix business with pleasure and bring the entire family!

## Yard Registration Fee:

\$525 for FADRA Members  
\$600 for Non-Members (all are welcome)  
\$475 for Out-of-State members

## Vendor Attendee (non-exhibitor):

\$750 for FADRA Members  
\$825 for Non-Members (all are welcome)

## Sheraton Sand Key Resort

1160 Gulf Blvd, Clearwater Beach FL 33767

## Hotel Reservations

\$191 per night (includes parking fee)

**Hotel Reservation Cut-off Date is June 17, 2025**

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

Or call the hotel directly at 727-595-1611

**Be sure to tell them you're with FADRA.**

## THURSDAY, JULY 17

|                 |  |
|-----------------|--|
| 7:30 am – Noon  | FADRA Golf Outing at Cove Cay                    |
| 12:30 – 3:30 pm | FADRA Board of Directors Meeting                 |
| 6:00 – 10:00 pm | StarLite Majesty Yacht Cruise (buses leave 6:30) |

## FRIDAY, JULY 18

|                     |   |
|---------------------|---|
| 9:00 – 10:05 am     | Welcome and Keynote Address:<br><i>Tom Andrade, Everett's Auto Parts</i>                                |
| 10:10 – 10:30 am    | Gold Vendor Spotlight Sessions  |
| 10:35 – 11:20 am    | Dos and Don'ts of Running a Successful Salvage Yard<br>- <i>Rob Rainwater</i>                           |
| 11:20 am – 12:15 pm | Keeping You Out of the Slammer: HR Relations<br>- <i>Craig Gleerup</i>                                  |
| 12:15 – 5:00 pm     | Vendor Setup in Exhibit Hall  |
| 1:20 – 2:05 pm      | Ask the Experts Panel, <i>Tom Andrade, Terry Thompson, Shan Lathem. Mike Kunkel</i> - Moderator         |
| 2:10 – 3:10 pm      | Using Social Media to Attract and Maintain Customers<br>- <i>Heather Sauls, Dakota Todd</i>             |
| 3:20 – 4:35 pm      | Material Harvesting & Scrap Sales<br>- Taking a Deep Dive, <i>Tom Andrade</i>                           |
| 4:40 – 5:45 pm      | The Interplay of Buying, Inventory, and Pricing:<br>Does Lower Price Drive Demand? - <i>Mike Kunkel</i> |
| 6:00 – 8:30 pm      | Exhibit Hall Grand Opening  |
| 8:30 – 11:00 pm     | FADRA Hospitality Gathering - Poolside  |

## SATURDAY, JULY 19

|                    |  |
|--------------------|--|
| 7:15 – 7:45 am     | Prayer Breakfast, Mike French  |
| 7:50 – 8:50 am     | General Membership Meeting   |
| 9:00 – 9:50 am     | Material Harvesting & Scrap Sales - Make More<br>From Your Everyday Scrap - <i>Tom Andrade</i>                     |
| 10:00 – 10:50 am   | Making Sales Great Again - <i>Rob Rainwater, Mike Kunkel</i>   |
| 10:50 am – 1:00 pm | Brunch with Exhibitors   |
| 1:00 – 2:00 pm     | Ask the Experts Sales Panel<br>- <i>Danielle Aungst, Adam Cody, John Kraus;</i><br>Moderator: <i>Rob Rainwater</i> |
| 2:00 – 2:50 pm     | An Assembly for Disassembly: Production Strategies -<br><i>Miranda Wroten</i>                                      |
| 3:00 – 4:00 pm     | The Interplay of Buying, Inventory, and Pricing:<br>Does Lower Price Drive Demand? - <i>Mike Kunkel</i>            |
| 4:15 pm – 5:00 pm  | Sales Trivia Competition - <i>Tony Quarno</i>  |
| 6:00 – 6:45 pm     | Recyclers Cross Dock Reception (Private)   |
| 7:00 – 10:30 pm    | Don't Stop Believin' Party and Live Concert  |

For more information, visit [fadra.org](http://fadra.org) or contact the FADRA office at 407-614-8354 or email to [kim@odellgroupmgmt.com](mailto:kim@odellgroupmgmt.com) / [bobby@fadra.org](mailto:bobby@fadra.org).