

ARA's 67th Annual

CONVENTION & EXPOSITION

Arm Yourself with the Tools of the Industry!

Oct. 20-23, 2010



FEATURING:
40% More!
Educational Sessions

Automotive Recycling's Event of the Year!

*Networking Events, Tradeshow, Yard Tour, Large Equipment Displays,
Fundraising Events, Association Meetings and LOTS MORE!*



2010 DIAMOND SPONSORS



Hollander
a Solera company

**WELLS
FARGO**

Insurance Services



GOIN2TX

Join ARA for the year's biggest event in automotive recycling!

The Automotive Recyclers Association's 67th Annual Convention and Exposition will take place October 20 – 23, 2010 in the Texas state capital, Austin. With the fast pace of changes within our industry, it's more important than ever to join your associates from around the world. Don't miss the premier event of the industry and your opportunity to learn of new products and services, experience top-notch educational sessions and network with colleagues!

Your ARA leadership has listened to your comments and suggestions, and has spent many hours working to put together the best convention ever with a wide array of educational seminars. As a matter of fact, we've increased our educational opportunities by 40%! Owners, managers, sales team and staff will gain new ideas, tools and enthusiasm that they will carry back to your facilities.

Thursday's agenda includes sessions such as "Supercharge Your Sales", "Auto Recycling Market Dynamics & Industry Tools", "Enhance Your Presence on the Internet", "Your e-Bay Store", "Motivating Employees Using Common Sense" and "The 21st Century Recycler". And we believe you'll be familiar with some of our speakers: Bill Stevens, Brian Jewell, John Graci and Jim Counts. Then, activities continue into the evening with the Past Presidents' Reception and Exposition opening! Visit exhibitors who serve the industry in every way imaginable, from equipment manufacturers to environmental consultants, data management systems providers, office suppliers and more!

Friday, October 22nd is packed with fantastic business-related educational sessions and fun! The day begins with our keynote speaker, Chris LoCurto, Vice President of The Lampo Group (Dave Ramsey's company – yes, Dave Ramsey from TV & Radio). Chris will teach you how to profile the personalities of your team so you will better understand how to communicate with them. Then, he'll break down the 10 specific steps needed to make the best decision every time. We continue with more great education followed by an opportunity to visit the exhibitors you missed on Thursday evening. As you know, we believe in rewarding you for a good day's work. So we'll board the busses and head out to Snyder's Salvage for our annual BBQ, Yard Tour and Scholarship Foundation Fundraiser. Be sure to bring your cowboy hat, chaps and cushioning for your derriere and participate in "Buckin' for Brains" – riding the mechanical bull and benefiting this year's cause.

Saturday is busting at the seams with education! Learn about Storm Water Compliance from James Environmental, The Effects of Vehicle Construction Changes on the Recycling Industry by Shawn Collins, Succession Planning from Ron Sturgeon, Sure-Fire Techniques for Selling OEM Recycled Products from ARA University (ARAU), or Ethical Auto Recycling from Andy Latham. Gain insight on the new Wells Fargo Insurance Services, International Auto Recycling from Steve Fletcher and updates from the Governmental Affairs and Salvage Acquisition Committees. Visit and/or follow-up with exhibitors during the final tradeshow hours. And finally, discover ways to maximize the use of your software package(s) from Pinnacle, Powerlink, Checkmate, Fast Parts and Crush Software during the afternoon sessions.

As always, you'll want to stay for the Annual Networking Dinner on Saturday evening. Enjoy the closing reception, dinner, awards and recognition for your associates, and another chance to mingle with your fellow automotive recyclers.

ARA's 2010 Annual Convention and Exposition is an event you can't afford to miss. Register today and take advantage of the many opportunities ARA has to offer!

We'll see YOU in Austin!

OCT

10

UND2KNW

Check out these **MUST KNOW** details surrounding the Show!



WHEN

October 20 – 23, 2010

WHERE

Renaissance Austin Hotel

9721 Arboretum Blvd.

Austin, TX 78759

Phone (512) 343-2626

Reservations (800) 468-3571

Reference ARA when making hotel reservations

RATE

\$189 single/double

HOTEL CUT-OFF DATE

Friday, September 26, 2010

The room rate cut-off date only applies to availability. If ARA's room block sells out before the room rate cut-off date, additional rooms may not be available at the convention rate. For the past five conventions ARA has sold out its room block. Don't delay! Reserve your room today!

TRAVEL

The Austin Bergstrom International Airport services the Austin area and all major airlines provide service. For your convenience and ease in determining flight plans, visit <http://timetables.oag.com/aus/>. This features all connecting, direct and nonstop service to Austin.

Recent history indicates that the vast majority of convention delegates either use their own travel agents or internet ticket purchasing programs to make their travel plans. With such heavy use of internet travel planning and the many deals that are made via that venue, as well as the fast-changing rates, ARA has not selected an official air carrier or rental car company. We invite you to shop for the best deals available at your time of booking.

GROUND TRANSPORTATION

Austin Bergstrom International Airport is 17 miles from the Arboretum area (where Renaissance is located). It is a quick 25 minute drive; \$17.50 Super Shuttle ride; or a \$42 cab fare. For Super Shuttle reservations, you must call (512) 258-3826 or their national number, (800) BLUE VAN.

2010

TENTATIVE CONVENTION PROGRAM

Wednesday, October 20, 2010

| | |
|---------------------|--|
| 7:00 am – 4:00 pm | ARA Registration Open |
| 7:00 am – 8:00 am | Scholarship Foundation Meeting |
| | Educational Foundation Meeting |
| 8:10 am – 9:00 am | Electronic Commerce Committee Meeting |
| | Governmental Affairs Committee Meeting |
| 9:10 am – 10:10 am | Airbag Committee Meeting |
| | CAR Committee Meeting |
| 10:20 am – 11:20 am | Technical Advisory Committee Meeting |
| | Regional Directors Meeting |
| 11:30 am – 12:30 pm | Affiliate Chapters Committee Meeting |
| | Gold Seal Committee Meeting |
| 12:30 pm | Lunch On Own |
| 1:30 pm | Depart Renaissance for Golf Tournament at Barton Creek - Fazio Foothills |
| 2:00 pm – 6:30 pm | Golf Tournament |
| 8:30 pm – 9:30 pm | Welcome Dessert Reception |



Thursday, October 21, 2010

| | |
|--------------------|---|
| 7:00 am – 6:00 pm | ARA Registration Open |
| 7:00 am – 3:00 pm | Hospitality Room Open (food service 7:00 am – 9:00 am) |
| 7:30 am – 8:50 am | Women in Recycling Networking Meeting |
| 9:00 am – 11:30 am | Board of Directors, Annual Membership & Committee Forum Meeting |
| 10:00 am – 2:00 pm | Spouse Tour: Garden Tour & Lunch @ The Oasis |
| 11:30 am – 1:30 pm | Lunch On Own |
| 1:30 pm – 3:00 pm | Supercharge Your Sales (Bill Stevens) |
| | Auto Recycling Market Dynamics & Industry Tools (Brian Jewell) |
| | Enhance Your Presence on the Internet (Sheryl Woods) |
| 3:00 pm – 3:15 pm | Break |
| 3:15 pm – 4:30 pm | Your e-Bay Store (Shannon Nordstrom & Craig Halverson) |
| | Motivating Employees Using Common Sense (John Graci) |
| | The 21st Century Recycler (Jim Counts) |
| 5:00 pm – 9:00 pm | Past Presidents Reception & Exposition Opening |





Friday, October 22, 2010

| | |
|---------------------|---|
| 7:30 am – 3:00 pm | ARA Registration Open |
| 7:30 am – 2:00 pm | Hospitality Room Open (food service 7:30 am – 10:30 am) |
| 8:00 am – 10:00 am | EntreLeadership (Chris LoCurto) |
| 10:00 am – 1:00 pm | Spouse Tour: Chico's Shopping Party |
| 10:00 am – 10:15 am | Break |
| 10:15 am – 11:15 am | Customer Love: 10 Steps to Building Kick Butt Customer Service (ARAU Boot Camp) |
| | NO Customer Left Behind – Self Service Operations (JC Cahill) |
| | Find Your Success Plan: Business Planning (Bill Stevens) |
| 11:30 am – 3:30 pm | Exposition with Lunch (food service 11:30 am – 1:30 pm) |
| 4:00 pm | Depart Renaissance for BBQ, Yard Tour & Fundraiser |
| 5:00 pm – 9:00 pm | BBQ, Yard Tour & Scholarship Foundation Fundraiser |

Saturday, October 23, 2010

| | |
|--------------------|--|
| 8:00 am – 2:00 pm | ARA Registration Open |
| 7:30 am – 11:00 am | Hospitality Room Open (food service 7:30 am – 9:00 am) |
| 8:00 am – 9:00 am | Storm Water Compliance (Mike James) |
| | The Rest of the Story... (ARA) |
| 8:00 am – 10:00 am | The Effects of Vehicle Construction Changes on the Recycling Industry (Shawn Collins) |
| 9:00 am – 10:00 am | New ARA Endorsed Insurance Program (Bill Velin) |
| | Ethical Auto Recycling (Andy Latham) |
| 10:00 am – 2:00 pm | Exposition w/Lunch (food service Noon – 2:00 pm) |
| 2:15 pm – 3:15 pm | What's It Worth and How do I Plan for My Kids or Someone Else To Have It? (Ron Sturgeon) |
| | International Auto Recycling (Steve Fletcher) |
| | Sure-Fire Techniques for Selling OEM Recycled Products (ARAU Boot Camp) |
| 2:15 pm – 3:45 pm | TX Department of Licensing & Regulations (Texas Session) |
| 3:15 pm – 3:30 pm | Break |
| 3:30 pm – 5:30 pm | User Conferences including: Pinnacle, Powerlink, Checkmate, Fast Parts & Crush Software |
| 4:00 pm – 5:30 pm | TX Auto & Truck Recyclers Association Meeting |
| 6:00 pm – 9:30 pm | Networking Reception, Dinner & Awards Celebration |

DRESS CODE

Educational Sessions, Dessert Reception & Exposition
business casual

BBQ, Yard Tour & Fundraiser
casual

Annual Networking Dinner
business attire

MORE AUTOMOTIVE RECYCLING

MORE OF WHAT YOU NEED TO BE SUCCESSFUL

40% MORE EDUCATIONAL SEMINARS



Auto Recycling Market Dynamics & Industry Tools

Presented by Brian Jewell

Explore the market dynamics of the auto recycling industry! Delve into auto recycling in relation to the aftermarket industry, explore existing markets, analyze key industry metrics and break down the competitive climate – all with the intent of finding new customers, improving the experience of your existing customers and understanding the tools needed to make it happen.

Locator Internet Business Manager, Brian Jewell, will break down industry metrics, market segments, existing customers, competitors, key industry partnership, new markets and customers, current roadblocks, solutions and tools.

Customer Love: 10 Steps to Building Kick Butt Customer Service

Presented by ARAU Boot Camp

The 3 R's of Customer Love: 1) Customer is Revenue; 2) Customer is Referrals; and 3) Customer is Reality. How to deliver “customer hugs” and over-the-top customer service.

Enhance Your Presence on the Internet

Presented by Sheryl Woods

This session will provide a general overview of marketing opportunities available through the internet. Attendees will gain a clear understanding on how to establish and grow their online presence through Google, Yahoo, Bing, Ask and Social Media platforms such as Twitter and Facebook. During the session we will go over the different ways to participate in search marketing such as pay-per-click and search engine optimization. Conversion strategies will also be discussed so that businesses can turn visitors who come through search marketing channels into customers or prospective leads.

EntreLeadership *Keynote*

Presented by Chris LoCurto

Have you ever wondered why one team member asks so many questions, while another seems to ask none? Or why one person is so sensitive, while another is too blunt? Understanding the personalities of your team and how to communicate with them is the number-one way to immediately impact the success of your business. Personality profiling is the universal language of behavior. Join with Chris as he explains how to understand the unique characteristics of each individual on your team.

In addition to making sense of the uniqueness of your team, Chris will break down the 10 specific steps needed to make the best decision every time. Fear will get you killed—think of the indecisive squirrel in the road who becomes road kill. A great man once said, “Indecision is the greatest thief of opportunity.” Listen as Chris explains the right way to “make the call.”

Ethical Auto Recycling

Presented by Andy Latham

Technical advances in motor vehicles are making the repair of them much harder and raising costs. This has the potential to increase instances of fraud and sub-standard repair – issues that can seriously harm the reputation of the auto recycling industry. How can the global auto recycling industry continue to improve standards, consumer protection and eradicate fraud, whilst keeping costs as low as possible?

Find Your Success Plan: Business Planning

Presented by Bill Stevens

Planning for success is the first step to achieving. Do you find yourself wanting to have a plan but never finding the time to create it? We must break this cycle and begin to look at the path we want to take for the future. This session will discuss the components of a complete business plan as well as how to get it accomplished. We will discuss the key components to your plan including budgeting and operational initiative planning and how to tie them together.

International Auto Recycling

Presented by Steve Fletcher

Auto Recycling has always been a global phenomenon, but it is increasingly important that auto recyclers truly begin to interact with one another to share success, prevent failures from replicating in other markets, and keeping up with the manufacturers, shredders and metal recyclers who meet on a global basis. Hear about the market successes and challenges arising out of the USA's #1 trading partner - Canada, and the second largest recycler group within ARA. We will also cover the highlights from the recent (September 2010) International Auto Recycling Roundtable on Auto Recycling, held in Quebec City, Canada and other global initiatives relevant to auto recyclers everywhere.

The Effects of Vehicle Construction Changes on the Recycling Industry

Presented by Shawn Collins

During this session, certified I-CAR instructor, Shawn Collins, will tap into his background and focus on the changes in vehicle construction and how these changes may affect the recycling and collision repair industries. You will gain a better understanding of the latest practices and procedures within the collision repair industry. And, Shawn will provide an overview of I-CAR: who they are and the training programs they offer.





The Rest of the Story...

Presented by ARA

Last year ARA had a filled room as NHTSA advised about Cash for Clunkers compliance. This year, we will provide knowledgeable representatives to continue the education on NMVTIS compliance and enforcement. This is a session you won't want to miss.

Motivating Employees Using Common Sense

Presented by John Graci

Motivational speaker John Graci sends the message loud and clear: Leaders have the power to help employees feel good when they come to work, but they also have that same power to make employees feel miserable. John's unique ability to look at the leader/employee relationship in no-nonsense terms allows him to coach managers through the process of changing their employees' attitudes and performance as they apply the kind of techniques that will help them:

- ▶ Involve employees in change
- ▶ Accept different value systems
- ▶ Practice constant and open communication
- ▶ Challenge others to grow and develop

John's advice has helped leaders at all levels to fully understand the amount of power they possess in motivating employees to work harder, faster, and smarter. Whether you manage in a production, service or office environment, union or non-union, Graci's realistic scenarios and anecdotes will encourage all managers to rethink their leadership style.

New ARA Endorsed Insurance Program

Presented by Bill Velin

Become a better buyer by becoming more informed about your facility's insurance policy. ARA and Wells Fargo Insurance Services are now One Team and Twice as strong. Everything you need to know about purchasing insurance coverage will be outlined during this session in which Wells Fargo representative Bill Velin will explore the in's and out's of insurance for professional automotive recyclers.

Insurance Discussion Topics Include:

- ▶ General Liability
- ▶ Excess/umbrella liability
- ▶ Property
- ▶ Auto
- ▶ Workers' compensation
- ▶ Employee benefits
- ▶ Fleet
- ▶ Life

Whether you already have insurance coverage or are looking for a new policy - you will gain a wealth of information and insight that will give you the knowledge and resources that you need for a successful and protected business - whatever the future may bring.

NO Customer Left Behind - Self Service Operations

Presented by JC Cahill

This session will teach you to maximize every self service opportunity for sales and car purchasing, along with increasing customer satisfaction and sell-through.

Storm Water Compliance in Today's Changing Regulatory Environment

Presented by Mike James

Texas, New Mexico, Virginia, Florida and other states are changing the way they regulate the automotive recyclers. Environmental compliance is being tied to salvage licenses and to other requirements the recycler must have to be in business. Compliance with these changing regulations is still easily manageable from the smallest to the largest recyclers. This discussion will present a number of clear and concise tools for use by the recycler to be in compliance.

Supercharge Your Sales

Presented by Bill Stevens

We are always looking to get more productivity from our sales staff but how can we make a sustainable improvement? Sales management is the most cost-effective way to get more from the inventory and calls we already have. This session will provide you with information on how to improve your sales with proven sales management techniques. Items covered will include phone metrics, goal setting, motivation and effective sales leadership.

Sure-Fire Techniques for Selling OEM Recycled Products

Presented by ARAU Boot Camp

Competition is fiercer than ever in today's marketplace. There are too many products and services available and buyers are constantly being replaced. Competition is getting smarter; customers are informed and mis-informed at the same time. It's harder to reach decision-makers and technology too often replaces face-to-face with customers. If you've grown tired of the same sales messages and techniques, prepare for a truly transforming experience.

The 21st Century Recycler

Presented by Jim Counts

In the ever changing marketplace and with the new technology coming so rapidly we need to be preparing for what is coming our way. We already see drastic changes in the way we buy and sell parts. In the near future we will need less buyers and salespeople and more of our efforts will be directed toward part preparation and delivery. We will be discussing these and other changes and how recyclers need to be prepared to take advantage of them to increase profits at the same time we provide better service to our customers.



What's it Worth and How do I Plan for my Kids or Someone Else to Have It?

Presented by Ron Sturgeon

Become informed on how to value your recycling operation, how to prepare for a sale or transfer, considerations surrounding kids and succession planning from a financial as well as family perspective. Ron has dealt with and helped resolve many such issues in planning, and understands many of the family, financial, cash flow and tax considerations, and has also helped a number of clients selling out to others.

Your e-Bay Store

Presented by Shannon Nordstrom & Craig Halverson

Learn about the trials and tribulations of Nordstrom's e-Bay Journey. Some ideas have been great and some expensive attempts have been "put on the shelf". They will share some of the key points that they feel are important to be successful on-line. While they don't have it all figured out, and many things are evolving, they are happy to share what they can, to help you make decisions about your on-line involvement.

Women in Recycling Networking Meeting

Thursday, 7:30 am – 8:50 am

We invite you to the ARA Women in Recycling Network meeting with the goal of greatly enhancing the automotive recycling industry and the role of women within it - through education, networking and sharing of resources.

- ▶ Develop a mentoring program to help women advance in the automotive recycling industry.
- ▶ Offer education and leadership development opportunities to build skills important for success.
- ▶ Provide networking opportunities for women in the automotive recycling industry.
- ▶ Create programs designed to attract more women to the industry.
- ▶ Encourage a cross-industry exchange of ideas and perspectives on the particular challenges women face.
- ▶ Recognize the contributions and achievements of women who are industry leaders.
- ▶ Establish a clearinghouse of information and resources for women in the industry.
- ▶ Provide a forum for women and men to collaborate on initiatives to recruit, develop and advance women in the industry.

ARA International Exposition On Automotive Recycling

The ARA Exposition is your best opportunity to build relationships with suppliers, share innovations and important new trends and learn state-of-the-art technologies. It is the most dynamic, comprehensive display of products, services, and development in the automotive recycling industry! Exhibits include cutting-edge technologies and business practices that put you a step ahead of your competition. The ARA Exposition is one of the most inspiring, vital aspects of the Annual Convention. It is a powerful tool for you to network, identify important new trends and stay current on automotive recycling business and management issues. See many of your current suppliers – and uncover new business opportunities – at this premier showcase.

Expo Hours:

| | |
|---------------------------|---------------------------|
| Thursday, 10/21/10 | 5:00 pm – 9:00 pm |
| Friday, 10/22/10 | 11:30 am – 3:30 pm |
| Saturday, 10/23/10 | 10:00 am – 2:00 pm |



Want to know MORE about what you can expect at the show? Visit www.araexpo.org frequently for updated info - AND refer a non ARA member friend to the event by filling out our e-mail newsletter request form so that they'll receive important updates regarding the show.

www.araexpo.org

Check out the Virtual Tradeshow & More at ARA's New Convention & Exposition Website!

NTWRKNG

SOCIAL & NETWORKING EVENTS

Barton Creek Golf Outing

Wednesday, Oct. 20 | 2:00 pm - 6:30 pm

This year, we begin with a golf tournament being held at Barton Creek Resort & Spa on their Fazio Foothills course. Join with your associates from the recycling industry and enjoy the links that receive accolades such as the #1 golf resort in Texas from Golf World. Golf Digest and Golf Magazine rate Fazio Foothills among the best in the United States and, more specifically, Texas. Golf Magazine listed the Fazio courses as the only two Texas courses in its "Top 100 You Can Play", and also as #1 and #2 in its "Best Public Courses in Texas". Sign up and experience what others have enjoyed at this fantastic course. *(Rental clubs will be available- \$55/set; soft spikes are mandatory; 144 player limit)*



Garden Tour & Lunch at The Oasis

Thursday, October 21 | 10:00 am - 2:00 pm

We're planting the seeds for fun! Zilker Botanical Garden is located on the south bank of the Colorado River. Its diverse topography is especially suited to depicting different habitats and displaying an array of native, hybrid and exotic plants. Over 300,000 people annually visit the gardens from across Texas and the U.S., as well as over 100 countries. The following highlights make up this sprawling facility: Green Garden, Cactus and Succulent Garden, Hartman Prehistoric Garden, Herb and Fragrance Garden, Isamu Taniguchil Oriental Garden, Mabel Davis Rose Garden, Doug Blachly Butterfly Trail and Garden as well as various Garden Features and Pioneer Village.



Following your garden tour, relax and unwind at The Oasis. Discover the breathtaking views of Lake Travis while enjoying a delicious lunch - and maybe a margarita! Cost per person = \$40 *(Includes all transportation, tour guide and admission to Zilker Botanical Garden. Does not include cost of lunch)*

Chico's Shopping Party

Friday, October 22 | 10:00 am - 1:00 pm

Enjoy a truly amazing shopping experience and the personalized service that Chico's is known for! Chico's is located in The Arboretum, and their style experts will help you coordinate, accessorize and build a wardrobe that you'll love! And now the best part - you will receive a 10% discount off purchases made during this time. Visit Chico's from 10am - 1pm, enjoy the hospitality and the hands-on assistance - show your ARA credentials (name badge) and reap the rewards!



Yard Tour, BBQ & Scholarship Foundation Fundraiser

Friday, October 22 | 5:00 pm - 9:00 pm

Snyder's Recycled Auto & Truck Parts, 24549 State Hwy 95, Holland, TX 76534

Snyder's will play host to this year's Friday evening festivities. They are proud of their facility and excited to share it with us. Snyder's reinvests a large percentage of their income back into the infrastructure and this investment has provided Snyder's with the best facility of any automotive recycler in central Texas. Snyder's currently occupies 20 acres of land in southern Bell County.

In addition to touring the facility, you'll have the opportunity to view heavy equipment demonstrations from some of ARA's exhibitors. And, as always, you'll be treated to a great barbeque dinner. But the fun doesn't stop there! See below for information on the fundraising activities the ARA Scholarship Foundation has planned.



ARA SCHOLARSHIP FOUNDATION FUNDRAISER: "BUCKIN' FOR BRAINS"

Saddle up for Texas-sized prizes! Get ready to ride the "Buckin' Bull" and benefit the ARA Scholarship Foundation. Fundraising events will take place during the Friday evening activities. Visit www.a-r-a.org for more information and to sign up today!

REVERSE RAFFLE

Buy chances to win a 2010 Mustang convertible or \$25,000! Tickets are \$100 each or 6 for \$500. Drawing will take place during Friday's Yard Tour & BBQ. Winner need not be present to win the car or money, but you must be present to win consolation prizes. Call ARA (571) 208-0428 to purchase your raffle tickets today!

Annual Networking Dinner:

Saturday, October 23 | 6:00 pm - 9:30 pm

Cocktails, fine dining, and great people are the hallmark of ARA's Annual Networking Dinner. Star and President Award recipients will be honored and ARA's new officers will be installed. Don't forget the lively conversation, wonderful camaraderie and fellowship you'll experience with hundreds of your friends and colleagues in this fantastic industry. This is truly the grand finale to a wonderful 67th Anniversary Convention.



Registration & Events

REGISTRATION INFORMATION

1st Full Program Registrants are entitled to seminars and meetings, unlimited admittance to the trade show, lunches, Past Presidents Reception, Yard Tour and BBQ and the Annual Networking Dinner.

2nd Full Program Registrants are entitled to all activities listed above. The discount rate for the 2nd Full Program Registrant applies only when accompanied by a 1st Full Program Registration from the same company.

Additional Program Registrants are entitled to all events and activities provided to a 1st Full Program Registrant listed above. The discount rate for Additional Program Registrants applies only when the registration is accompanied by a 1st and 2nd Full Program Registration from the same company.

MULTIPLE REGISTRATIONS

ARA is offering a discount for multiple registrations from the same company. Also, there is an ARA Member/Non-member price difference so become an ARA Member and reap the rewards!

There is a discount for each registrant from the same company after the first, so the more people you register from your company, the greater the discount. See the enclosed registration form for price discounts and deadlines. Registration discounts apply to all applications post-marked on or before September 17, 2010. Rates increase for all registrations received (or post-marked) after Sept. 17th. An additional \$50 (on-site) fee will be charged to all registrations received after October 8th. All Full and Additional Program Registrants are entitled to full access to all open* events and activities. In order to register as a 2nd Full Program Registrant, there must be a 1st Full Program Registrant from the same company. Likewise, in order to register as an Additional Program Registrant, there must be a 1st Full and 2nd Full Program Registrant from the same company.

SPOUSES

Spouses registering other than as a Full or Additional Program Registrant should register as a Spouse Registrant. Spouse registrants are entitled to full access to all open* events and activities at the convention, but we ask that they relinquish their seat to any Full or Additional Program Registrant at any event in which there is an overflow crowd. There are two Spouse Tour opportunities at this year's convention: A Garden Tour & Lunch on Thursday and a Shopping Party at Chico's on Friday. Cost for the tours is not included in your registration fee, so be sure to review the information and complete the appropriate area(s) on the registration form to participate.

DAILY EVENT BADGES

Daily Event Badges are available for the convention and trade show. In all cases, the daily badge entitles the registrant to the educational sessions, lunches, coffee/refreshment breaks and

trade show for the specific day the ticket is purchased. Daily tickets DO NOT include access to the Social or Networking Events. They may be purchased separately on the Individual Ticket section of the Registration Form.

TRADE SHOW ONLY

Trade Show Only attendees are always welcome. Because meals are served inside the trade show, there will be a modest \$75 charge for Thursday evening (trade show opening) and \$50 per day for Friday or Saturday. Trade Show Only badges are good for the specific day indicated on the badge.

INDIVIDUAL TICKETS

Individual tickets are available for purchase for the Golf Tournament on Wednesday (Oct. 20), the Garden Tour & Lunch on Thursday (Oct. 21), the Friday Evening Yard Tour, BBQ and Scholarship Foundation Fundraiser (Oct. 22), and Saturday evening's Networking Reception & Dinner (Oct. 23). Please indicate the desired number of tickets on the Registration Form for each event.

CHILDREN

We welcome children, however, we ask that you keep an eye on your little ones, and would offer you a friendly reminder that this is a business event and the exhibitors are here to see you. Giveaways offered from exhibitors are for the adults unless the exhibitor offers it to the child. Children should feel free to enjoy any of the morning and afternoon refreshment breaks, as well as the lunches. Children under 12 are FREE; however children under 12 attending the Networking Dinner require a \$50 ticket. 12 to 18 year olds will require the applicable registration fee and are invited to enjoy all that the convention has to offer; however the Golf Outing and Garden Tour will require the appropriate fees.

**Some committee meetings are closed events and, thus, are restricted to committee members, staff liaison and invited guests only. All other association-sponsored events are available to any properly badged, registered and/or ticketed delegate.*

NEW THIS YEAR ONLINE REGISTRATION!

As a convenience to those with access to the Internet, you can register online by visiting www.araexpo.org and follow the link to the registration form. Simply follow the directions, complete the information, complete your payment information (WE NOW ACCEPT AMERICAN EXPRESS, VISA and MASTERCARD!) and submit. It's as easy as that.

While you're at the website, check out all the convention information and check back periodically for updates!

REGISTER BY FACSIMILE

Fax your completed registration form (with credit card information) to (571) 208-0430. All credit card transactions are processed in U.S. dollars and are subject to the current exchange rates. Checks from International funds must be submitted in U.S. dollars.

CANCELLATION POLICY

All cancellations must be in writing and received at the Association office by October 8th, 2010, to receive a refund. A non-refundable \$50 administrative fee will be deducted to cover the cost of processing.

Attendee Registration Form



ARA 67th Annual Convention & Exposition

Austin, Texas | October 20-23, 2010 | (571) 208-0428 Toll Free (888) 385-1005 | Fax (571) 208-0430 | www.a-r-a.org

Arm Yourself With the Tools of the Industry

FILL OUT COMPLETELY AND WRITE CLEARLY OR TYPE. PHOTOCOPY TO REGISTER ADDITIONAL ATTENDEES.

Late rates apply to registrations received Sept. 18th - Oct. 8th. Anything received after Oct. 8th will incur an additional \$50 (on-site) charge.

Fax to (571) 208-0430, with credit card information or mail to ARA 9113 Church St., Manassas, VA 20110-5456 USA.



REGISTRANT This is my first ARA convention.

1st Full Program Registrant _____ Name For Badge _____
 2nd Full Program Registrant _____ Name For Badge _____
 Additional Program Registrant _____ Name For Badge _____
 Spouse Registrant _____ Name For Badge _____
 Child Registrant _____ Age _____ Name For Badge _____
 Company _____ Street/PO Box _____
 City/State/Province _____ Zip/Postal Code _____ Country _____
 Phone _____ Fax _____ E-Mail _____

Membership Designation (Check One) "Join Now" New Member (Obtain application online at www.a-r-a.org, or call (888) 385-1005)
 New ARA Member Existing ARA Member Non-Member

Check here if you require special accommodations to fully participate at this convention.

Please identify any required assistance: _____

Late rates apply to registrations received Sept. 18th - Oct. 8th
 Anything received after Oct. 8th will incur an additional \$50 (on-site) charge.

| (Circle MBR/NON-MBR) | ON/BEFORE 9/17 | MAILED AFTER 9/17 | QTY | TOTAL |
|--------------------------------|----------------|-------------------|-------|-------|
| 1st Full Program Registrant | \$495 / \$595 | \$575 / \$675 | _____ | _____ |
| 2nd Full Program Registrant | \$475 / \$575 | \$550 / \$650 | _____ | _____ |
| Additional Program Registrant | \$395 / \$495 | \$470 / \$570 | _____ | _____ |
| Spouse Registrant | \$350 / \$450 | \$450 / \$550 | _____ | _____ |
| Child Registrant (12-18 years) | \$275 / \$325 | \$375 / \$425 | _____ | _____ |
| Child Registrant (Under 12) | FREE | FREE | _____ | _____ |

Does not include Networking Dinner.

DAILY EVENT TICKET (Circle MBR/NON-MBR) \$200 / \$250
Includes Seminars, Trade Show, Trade Show Buffet, Hospitality Suite
(Circle Day(s)) October 21 October 22 October 23

TRADE SHOW ONLY (lunch included)

| | | | |
|----------------------------|------|-------|-------|
| October 21 (opening night) | \$75 | _____ | _____ |
| October 22 | \$50 | _____ | _____ |
| October 23 | \$50 | _____ | _____ |

INDIVIDUAL TICKETS

| | | | |
|---|-------|-------|-------|
| Yard Tour/BBQ | \$75 | _____ | _____ |
| Networking Dinner | \$90 | _____ | _____ |
| Networking Dinner (under 12) | \$50 | _____ | _____ |
| Spouse Tour (not incl. lunch) | \$40 | _____ | _____ |
| Golf Tournament | \$125 | _____ | _____ |
| Will you need club rental? _____ If Yes, Circle: left / right (\$55 each) | | _____ | _____ |

**Must wear soft spiked shoes*

GRAND TOTAL FEES ENCLOSED* (In U.S. Dollars) \$ _____

PAYMENT*

Check payable to ARA enclosed Charge to credit card

(Circle One) MASTERCARD / VISA / AMEX

Card # _____

Expiration Date _____

(Must be provided as it appears on credit card to process)

Print Name _____

Signature _____

Billing Zip _____ Security Code _____

*Payment must accompany completed registration form. (Visa, MasterCard, American Express or Check payable in U.S. Funds.) All credit card transactions and checks are processed in U.S. dollars and are subject to the current exchange rates. **Make checks payable to the Automotive Recyclers Association.**

Questions?? Call (888) 385-1005

Staff Use Only: Received App. _____
 Amount Paid _____ Refund Amt. _____



Automotive Recyclers Association
9113 Church St.
Manassas, VA 20110-5456



MORE **AUTOMOTIVE RECYCLING**

MORE OF WHAT YOU NEED TO BE SUCCESSFUL



CAN YOU AFFORD TO MISS THIS?

