

Reserve Your Space!



Automotive Recyclers
of Michigan

ARM Road Show & Business Networking Conference

May 18-20, 2023

Scholarship Golf Outing
Informative Seminars
& Workshops

New Technology Introductions
Vendor Demonstrations
Cornhole Tournament
Live & Silent Auctions
Great Food + Fun
Family Activities!

On location at:

**Hawk Hollow Golf
& Banquet Center**
Bath, MI

Automotive Recyclers of Michigan

7550 S. Saginaw, Suite 9
Grand Blanc, MI 48439

Phone: (810) 695-6760 • Fax: (810) 695-6762
E-mail: arm@mi.automotiverecyclers.org



Welcome Exhibitors!

The Automotive Recyclers of Michigan are excited to invite you to our ARM Road Show, Networking Conference, and Scholarship Golf Outing May 18-20, 2023! Planning is already well underway to make this a great experience full of educational seminars and entertaining festivities.

Make sure to join us on Thursday for a shot-gun start at Timber Ridge Golf Course in East Lansing. Ever since the first Kent Utter Jr. Memorial Scholarship Fund Golf outing in 2000, this has been a feature event on the ARM calendar. This year it's the beginning of an action packed weekend!

On Friday we will start with a tour of Schram Auto and Truck Parts in Mason, MI to celebrate the company's 100th Anniversary. Yard tours are always a favorite part of Road Show events so be sure to reserve seats before the bus fills up!

Friday night we open the Trade Show with entertainment, auctions, food and drinks at Hawk Hollow Golf and Banquet Center. Get your teams signed up for the Cornhole contest as last year's tournament turned into one of the highlights of the night!

Stay through Saturday where we will have speakers from inside and around the industry and round tables focused on a rapidly changing world.

Our schedule keeps exhibitors and vendors front and center with dedicated trade show hours on Friday night and Saturday morning. Trade-Show Booths will have wi-fi access and vendors can always request outdoor space for large equipment demonstrations or displays. On Saturday, vendors have an opportunity to reserve a break-out room for more in-depth demonstrations or group training seminars.

Your support has been a key factor in our continued success, and we hope you will choose to join us this year. To reserve a booth please review the enclosed contract and return a signed copy today with your preferred method of payment. Space is limited so please don't delay as it is likely to fill up quickly. If you have questions or concerns, contact the ARM office at arm@mi.automotiverecyclers.org or call us at 810-695-6760.

We look forward to seeing you!

Slater Shroyer
President

Automotive Recyclers of Michigan

Location



The Automotive Recyclers of Michigan would like to invite your company to be an exhibitor at our Annual Road Show and Business Networking Conference, May 18-20, 2023 at Hawk Hollow Golf and Banquet Center in Bath, MI.

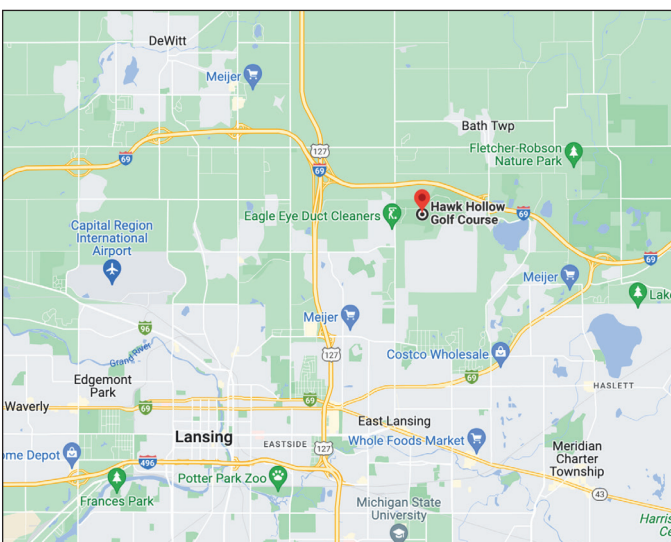
HAWK HOLLOW GOLF AND BANQUET CENTER

15101 Chandler Road
Bath, MI 48808

The Automotive Recyclers of Michigan would like to invite your company to be an exhibitor at our Annual Road Show and Business Networking Conference, May 18-20, 2023 at Hawk Hollow Golf and Banquet Center in Bath, MI.

This year we are excited to pursue a different type venue while still offering all the same fun networking activities, educational sessions & training formats that have been so successful for us in the past. Hawk Hollow Golf and Banquet Center is the perfect location and setting that provides us with all the amenities needed for our event. It is centrally located in the Lansing area and is an easy ten minutes from Lansing Capital City airport and major airports in Detroit, Grand Rapids and Flint are all within 75 minutes or less. We're anxious to have you join us again this year. You won't be disappointed!

MAP



Hawk Hollow is part of a premier collection of six unique golf courses and banquet venues. Unrivaled in Mid-Michigan, Eagle Eye, Hawk Hollow and Timber Ridge are simply the best the Lansing area has to offer and we are fortunate to be experiencing two of these great facilities.

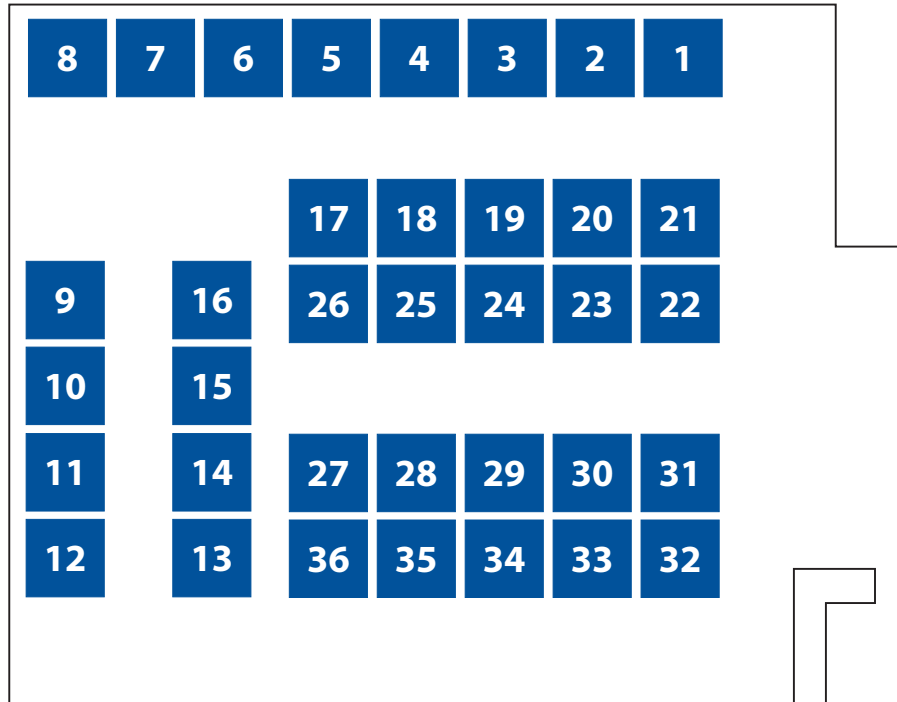
On Thursday we will once again be kicking off our Road Show with a fun, relaxing day of golf and networking opportunities while supporting the Kent Utter Jr. Memorial Scholarship Fund Golf Outing at the beautiful 18 hole, tree lined championship Timber Ridge course. Facilities include a large pro shop, grill, practice facilities and of course, adult beverages. Our scramble format allows golfers of all skill levels to participate. Create your own twosome or foursome by inviting colleagues, clients and friends or choose to be paired randomly by the committee. We also offer all levels of sponsorships as well as an optional Skins game for a team buy-in of \$20 per team, plus Mulligans and 50/50 raffles. Plan on joining us for a fun day in the sun!

We will begin our Friday schedule with an outstanding tour of Schram Auto & Truck Parts-Lansing location. You will not want to miss visiting this great facility, which is both full service and U-Pull, as this four generation family business is celebrating their 100 year anniversary. How amazing is that! The remainder of all of our Friday and Saturday activities will be at the beautiful Hawk Hollow venue overlooking the lake. Friday evening will begin with happy hour, buffet dinner and the opening of our trade show with all of us spending quality time together. Select your partner and enter the Cornhole Tournament, enjoy out-bidding your friends during our silent and live auctions or just enjoy renewing old friendships or making new during a fun evening of great comradery. On Saturday we have a great line-up of speakers, training and round tables as well as uninterrupted trade show time. As you can see from this quick overview, we have tried to provide a value packed weekend that includes something for everyone. Our entire ARM family looks forward to all us being together May 18-20, 2023.

Floor Plan & Accommodations



FLOOR PLAN



ACCOMMODATIONS

For your convenience, we have chosen the Hyatt Place Lansing-East as our host hotel. It is located at 2401 Showtime Dr., Lansing, MI 48912, near the Eastwood Towne Center and just 5.5 miles from Hawk Hollow Golf & Event Center and Lansing-Capital Region International airport.

The hotel offers complimentary wireless internet access to keep you connected, flat-screened TV, refrigerators, coffee/tea makers, hair dryers, docking stations, business center, fitness center, swimming pool, bar/lounge for all of us to gather and complimentary buffet breakfast.

Our group rate is \$125.00 plus taxes per night.

Booking Link:

<https://www.hyatt.com/en-US/group-booking/LANZL/G-ARMI>.

For those looking to book, please call 888.492.8847 and mention group code G-ARMI.

CUT-OFF DATE IS APRIL 26, 2023.



Rates & Schedule



EXHIBITOR RATES

\$850.00 fee per booth. Registration must be received by 4/03/23. Registrations received after 4/03/23 will be \$950.00 per booth. Discounted rates for ARM Associate Members \$750.00 per booth if received by 4/03/23 and \$850.00 if received after 4/03/23.

Booth includes:

- 6' x 30" skirted display table and two chairs
- Signage with company name
- (2) FREE Conference Registrations. Additional registrations available @ \$200.00 each
- Friday Evening Buffet with Exhibitors
- Coffee & Donuts Saturday morning
- Saturday working lunch

SPECIAL FEATURES

- Microphone available to announce drawings from your booth
- Space available at minimal charge for private demo of your product/service during Trade Show hours
- Listing in Road Show directory detailing your goods or service
- Attend all seminars, training & social events at no additional charge
- Outdoor space available for demonstrations at no additional charge

LIVE & SILENT AUCTIONS

If you would like to donate an item to our Friday Evening Live or Silent Auction, please contact the ARM office at 810-695-6760 or arm@mi.automotiverecyclers.org

TENTATIVE SCHEDULE OF EVENTS

(Subject to change)

FRIDAY, MAY 19, 2023

TBD	Bus Tour: Schram Auto & Truck-Lansing
3:00 - 5:00 p.m.	Exhibitor Set-Up
4:45 p.m.	Exhibitor/Volunteer Meeting
5:00 p.m.	Welcome & Opening Exposition
	Silent Auction/Happy Hour Cornhole Tournament/Cash Bar
5:00 p.m. - 8:00 p.m.	Road Show Hours
6:30 p.m.	Buffet Dinner with Exhibitors
8:00 p.m.	Silent Auction closes
8:30 p.m.	Live Auction/Last Man Standing

SATURDAY, MAY 20, 2023

8:30 a.m.	ARM Registration Open/Coffee & Donuts
9:00 a.m. - 10:00 a.m.	Seminars & Training
10:00 a.m. - 11:00 a.m.	Trade Show Open
11:00 a.m. - 12 noon	Seminars & Training
12 noon - 12:45 p.m.	Trade Show Open
12:45 p.m. - 1:15 p.m.	Awards/Drawings
1:15 p.m. - 2:15 p.m.	Working Lunch/ Keynote Speaker
2:15 p.m. - 3:15 p.m.	Industry Related Round Table Discussions
3:15 p.m.	Wrap-Up
4:00 p.m.	Tear Down

Exhibitor Booth Display Rules



(Please retain this sheet)

- **SPACE:** No portion of the booth area may be sublet or assigned to any other firm or person.
- **ELECTRICAL:** Wireless Internet and electrical outlets available. Bring your own extension cords.
- **LIABILITY:** Each booth operator will be responsible for the space leased during the Road Show and will keep it free from hazards to person(s) on the premises. The Automotive Recyclers of Michigan and Hawk Hollow Golf & Banquet Center, will not be responsible for any injuries sustained by booth operators, representatives, their associates or employees.
- **INSURANCE:** It is agreed that in no instance shall the Automotive Recyclers of Michigan, its Officers, Directors or Staff, or Hawk Hollow Golf & Banquet Center, be held responsible for any loss, theft, fire or injury to any person or article.
- **SPACE ASSIGNMENT:** Booth assignments are made on a first-come, first-served basis. Indicate your first, second, and third choice for the booth space on your registration form. No private room displays are allowed.
- **FIRE AND SAFETY CODES:** Each booth operator must comply with all federal, state, and local fire and safety codes.
- **INFORMATIONAL MEETING:** All exhibitors are asked to attend an informational meeting at 4:45 p.m. on Friday, May 19th, prior to the opening of the ARM Road Show and Business Networking Conference.
- **SHIPPING AND RECEIVING:** Any materials shipped to Hawk Hollow Golf & Banquet Center, should arrive no earlier than 2 days prior to the function and may not remain on the property longer than 2 days after the completion of the function. All materials must have the name of the group and be addressed to Hawk Hollow Golf & Banquet Center, 15101 Chandler Road, Bath, MI – Attn.: Automotive Recyclers of Michigan, with “your” company name and date of conference with shipping charges paid by sender for inside delivery. Hawk Hollow Golf & Banquet Center, will not be responsible for any materials left on premises after 48 hours.

Marketing Opportunities



As an Exhibitor Sponsor of the Automotive Recyclers of Michigan 2023 Road Show and Business Networking Conference, you have a unique opportunity to market your company and your products to our members. In return for your generous sponsorship, you will be recognized as follows:

See sponsorship opportunities form for additional information.

- Special recognition in Road Show Directory.
- Signs at the event highlighting sponsorship.
- “Distinguished Sponsor” ribbons on name badges of all your company personnel.
- Acknowledgement at the Saturday Lunch.
- Acknowledgement in post-conference Automotive Recyclers of Michigan *YardTalk* newsletter.

Sponsorship Opportunities



GENERAL SPONSORSHIP OPPORTUNITIES

If you would like to be a sponsor of the 2023 Road Show and Business Networking Conference, but *not* sponsor a specific event, the following opportunities are available:

Company name _____

Diamond Sponsorship – \$1500.00 & higher \$ _____

- Special banner with company logo.
- Company logo on ARM website.
- Special listing in ARM post conference issue of *YardTalk*.
- Special listing in Road Show directory.
- Recognition signage at the registration table.
- Special name badge recognition.
- Special signage in the exhibit hall.

Platinum Sponsorship – \$1000.00–\$1499.00 \$ _____

- Special listing in ARM post conference issue of *YardTalk*.
- Special listing in Road Show directory.
- Recognition signage at the registration table.
- Special name badge recognition.
- Special signage in the exhibit hall.

Gold Sponsorship – \$500.00 – \$999.00 \$ _____

- Special listing in ARM post conference issue of *YardTalk*.
- Special listing in Road Show directory.
- Recognition signage at the registration table.
- Special name badge recognition.
- Special signage in the exhibit hall.

Silver Sponsorship – \$250.00 – \$499.00 \$ _____

- Special listing in ARM post conference issue of *YardTalk*.
- Special listing in Road Show directory.
- Recognition signage at the registration table.
- Special name badge recognition.
- Special signage in the exhibit hall.

EVENT SPONSORSHIP OPPORTUNITIES

Below are events available for sponsorship. There is no limit to the number of events you may sponsor. Please check the event(s) you would like to sponsor.

- | | | |
|---|-------------|----------|
| <input type="checkbox"/> Friday Evening Buffet | \$1,500.00* | \$ _____ |
| <input type="checkbox"/> Saturday Coffee & Donuts | \$750.00* | \$ _____ |
| <input type="checkbox"/> Saturday Working Lunch | \$1000.00* | \$ _____ |
| <input type="checkbox"/> Speakers & Trainers | \$1000.00* | \$ _____ |

All Event Sponsors will be recognized as follows:

- Special recognition in the Road Show directory.
- Special sponsorship ribbons for all of your representatives
- Special signage at the sponsored event.

* Represents partial sponsorship of these events. If you would like to sponsor an entire event, please call the ARM office at 810-695-6760.

SPONSORSHIP TOTAL \$ _____

Exhibitor Contract



2023 Automotive Recyclers of Michigan Road Show and Business Networking Conference MAY 18-20, 2023

Information provided below will be used in the Road Show directory, for signage, and/or other printed material relating to the show.

(PLEASE PRINT OR TYPE)

Company Name _____

Contact _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____ Web site _____

Reservations are taken on a first-come, first-served basis. Space is limited and fills up fast. To insure a reservation, please respond immediately.

TRADE SHOW FEES

Booth	Rec'd Before 4/03/23	Rec'd After 4/03/23	# of Booths		Booth Cost		Total
Non-Member	\$850.00	\$950.00		X		=	
ARM Associate Member	\$750.00	\$850.00		X		=	

Additional Rep's	# of Add'l Reps		Total
(2) Representatives are included in your booth rental		X \$200.00 each	=

TRADE SHOW TOTAL \$ _____

I will donate _____ to the Silent and/or Live Auctions.

NAME BADGES

Name Badges are required (ARM will provide).

Please provide EACH attending person's name. Indicate with an "X" which event/meals EACH person will be attending.

Name (Please print)	Friday Bus Tour	Friday P.M. Buffet Dinner	Saturday A.M. Coffee & Donuts	Saturday Working Lunch

Booth Preference (See floor plan on page 6)

First _____ Second _____ Third _____

See the next page for payment options and signature.

Exhibitor Contract



Please use this space to type or print a one paragraph description of your company and product or service to be included in the Road Show Directory to be distributed at the 2023 Road Show & Business Networking Conference.

"The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibit's activities on Hawk Hollow Golf & Banquet Center, premises and will indemnify, defend and hold harmless Hawk Hollow Golf & Banquet Center, and Automotive Recyclers of Michigan, its agents, servants and employees from any and all such losses, damages, and claim."

Signee agrees to the rules and regulations regarding booth displays. (Refer to "Exhibitor Booth Display Rules.")

Authorized Signature _____

Date _____

PAYMENT

Sponsorship Total \$ _____
Trade Show Total \$ _____
Cornhole Total \$ _____
Total Amount Due \$ _____

Please return your completed contract and full payment by **5/04/2023** to:

Automotive Recyclers of Michigan
7550 S. Saginaw, Suite 9
Grand Blanc, MI 48439
Phone: 810-695-6760
Fax: 810-695-6762
email: arm2@mi.automotiverecyclers.org

☐ **Check Enclosed** — Please make payable to *Automotive Recyclers of Michigan*.

☐ **Credit Card**

☐ Visa ☐ MasterCard ☐ American Express

Card Number _____ Exp. Date _____ Billing Zip Code _____

Security Code _____ Signature _____

AUTOMOTIVE RECYCLERS OF MICHIGAN & FRIENDS

Kent Utter Jr. Memorial Scholarship Golf Outing

Thursday, May 18, 2023

**Timber Ridge Golf Course
East Lansing, MI**

**9:00 a.m.
Shotgun Start**

**HOLE
SPONSORS**

See donation
details inside

CAT DRIVE

Support Your ARM Association
with No Out-of-Pocket Cost



Golf & Hole Sponsorship Opportunities Available

Scramble Format • Mulligans • 50/50 Raffles • Optional Skins Game

Create your own twosome or foursome by inviting colleagues, clients and friends!

PLAN ON JOINING US FOR A FUN DAY IN THE SUN!

Registration Form – Golf Outing



AUTOMOTIVE RECYCLERS OF MICHIGAN & FRIENDS

Kent Utter Jr. Memorial Scholarship Fund Golf Outing

Please return this Golf Outing Registration Form and Payment by **MAY 4, 2023**

Proceeds to the
Kent Utter Jr. Memorial
Scholarship Fund

Company Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Email _____

GOLF SPONSORSHIP OPPORTUNITIES

Diamond Sponsor \$1,500.00 & higher (logo on website) \$ _____

Platinum Sponsor \$1,000.00–\$1,499.00 \$ _____

Gold Sponsor \$500.00–\$999.00 \$ _____

Silver Sponsor \$250.00–\$499.00 \$ _____

Hole Sponsor \$200.00 \$ _____

Name for Sponsorship Signage _____ **SPONSORSHIP TOTAL \$** _____

GOLF REGISTRATION

Please register names of golfers. (All meals included: Coffee & donuts, boxed lunch, cookout buffet)

COST: \$150.00 each or \$600.00 for a foursome. **GOLF COMBO:** \$750.00 for a foursome & hole sponsor.

Team Name _____

1) _____ 3) _____

2) _____ 4) _____

GOLF TOTAL \$ _____

PAYMENT OPTIONS

PAYMENT

Sponsorship Total \$ _____

Golf Total \$ _____

Total Amount Due \$ _____

Please return your completed forms and full payment by **MAY 4, 2023** to:

Automotive Recyclers of Michigan
7550 S. Saginaw, Suite 9, Grand Blanc, MI 48439
Phone: 810-695-6760 • Fax: 810-695-6762

☐ **Check Enclosed** — Payable to **Automotive Recyclers of Michigan** ☐ **Credit Card:** ☐ Visa ☐ MasterCard ☐ American Express

Card Number _____ Exp. Date _____ Zip Code _____ Security Code _____

Signature _____

To submit your registration form, fill out your information and email completed form to arm2@mi.AutomotiveRecyclers.org, fax to 810-695-6762, or mail to Automotive Recyclers of Michigan, 7550 S. Saginaw Rd., Suite 9, Grand Blanc, MI 48439. If you have any questions please call the ARM office at 810-695-6760.

Registration Form – Cornhole Tournament



CORNHOLE TOURNAMENT TEAM (2 people per team)

YOU MUST BE PRE-REGISTERED TO PARTICIPATE. See Exhibitor Contract Form on page 9 for payment options. Please return your completed forms and full payment by **MAY 4, 2023** to:

Automotive Recyclers of Michigan
7550 S. Saginaw, Suite 9, Grand Blanc, MI 48439
Phone: 810-695-6760 • Fax: 810-695-6762

\$20 Per Team/Unlimited Number of Teams per Facility:

Name _____ Name _____

Name _____ Name _____

Name _____ Name _____

Name _____ Name _____

Name _____ Name _____



In return for your generous donation of a catalytic converter(s), you will have the opportunity to win a large screen smart TV. All you have to do is bring them with you to the ARM Road Show & Business Networking Conference at Hawk Hollow Golf & Banquet Center, Bath, MI, on May 18-20, 2023. For each "CAT" you donate you will receive one entry into the giveaway! Three (3) CATS, three (3) entries...you get the idea...the more you bring, the better your odds. Looking forward to seeing you at the Road Show with "CATS" in hand.