

Your Invitation to Attend



Automotive Recyclers
of Michigan

ARM Road Show & Business Networking Conference

May 19-20, 2023

**PLUS: Join Us for Our
Kent Utter Jr. Memorial Scholarship Golf Outing**

May 18, 2023

Scholarship Golf Outing

Informative Seminars
& Workshops

New Technology Introductions

Vendor Demonstrations

Cornhole Tournament

Live & Silent
Auctions

On location at:

**Hawk Hollow Golf
& Banquet Center**

Bath, MI

Great Food + Fun
Family Activities!

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 Members and Guests

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.

Whether you're a pro or a duffer, 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. It's a great way to start things off and support a great cause we can all believe in.

Friday we will tour 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, 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! We will have a live and silent auction, raffles, and games. Vendors from around the industry will be there to demo the latest and greatest tools of the trade.

On Saturday we have seminars and panels focused on you, the independent recycler. Join us for interactive and educational sessions designed to help you and your business. Kenny Whipple is back by popular demand to kick off the day. Jarret Hann, the Executive Director of Team PRP, will give us a look at the future of automotive recycling. Dave Kendziorski from Stormtech will be here to explain changes to MI-CAR and the ARA CAR Certification program. We have panel discussions focused on sales, online listings, and tools for the independent recycler. We'll cap it off by hearing lessons learned from some of the most successful people in the industry as they tell us how they survived and thrived in a competitive field.

We hope you'll make reservations today for this action-packed weekend!

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



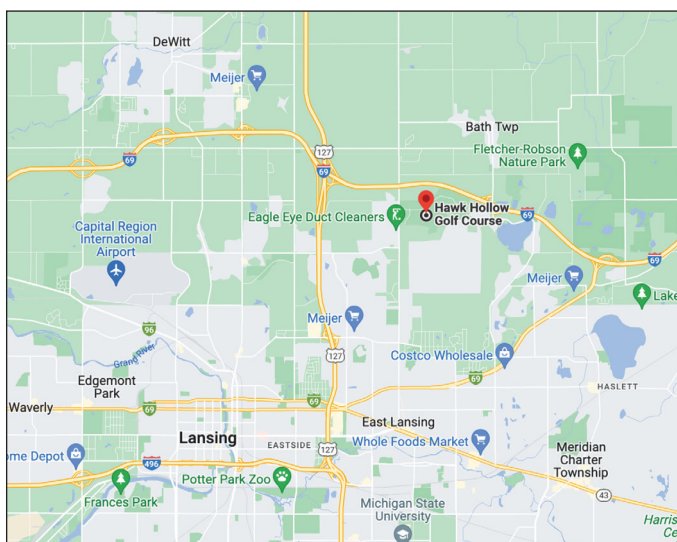
HAWK HOLLOW GOLF AND BANQUET CENTER

15101 Chandler Road
Bath, MI 48808

The Automotive Recyclers of Michigan would like to invite you to attend 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.

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.



We've Got You Covered!



Reasons for Attending the 2023 ARM Road Show & Business Networking Conference

Understanding the New Normal

The Future of the Professional Independent Auto Recycler:

Where do you see our industry in the next five years? Do you know where you are heading? Are you keeping up with all the changes that are occurring in our industry and in our world? Do you have a long term and short term plan? Attend the 2023 Road Show & Business Networking Conference. Come and experience all the latest technology first hand, attend the educational workshops and learn from the past as we prepare for the future.

- Meet one on one with leading industry suppliers
- Discover the power of partnerships
- Share with your peers in a relaxed environment
- Discuss industry hot topics with your peers
- Discover ways to improve your business without reinventing the wheel
- Start thinking outside the box
- Gain first-hand knowledge & tools to help you compete in today's global market
- How well are you keeping up with all the changes in our industry?
- Are you taking advantage of all of the latest technology has to offer
- Energize your team with a sense of teamwork & and self-worth.



Tentative Schedule of Events



THURSDAY, MAY 18, 2023

9:00 a.m. **Kent Utter Jr. Memorial Scholarship Fund Golf Outing**
Timber Ridge Golf Course • East Lansing, MI • Shot-Gun Start

**Extend your weekend
 with a fun day of
 golf in the sun!**



FRIDAY, MAY 19, 2023

9:30 a.m. **ARM Registration Open**
Hawk Hollow Golf & Banquet Center

9:30-11:30 a.m. **Exhibitor Set-Up**

11:00 a.m. **TOUR: Bus leaves Hawk Hollow
 Golf & Banquet Center for Schram
 Auto & Truck Parts-Lansing: Celebrating
 100th Year Anniversary**
Lunch at Schram's
You must be pre-registered.

2:00-4:30 p.m. **Exhibitor Set-Up**

3:00 p.m. **Bus Returns to Hawk Hollow
 Golf & Banquet Center**

4:45-5:00 p.m. **Exhibitor/Volunteer Meeting**

5:00 p.m. **Opening Exposition, Happy Hour
 with Exhibitors, Cash Bar**

5:00-8:00 p.m. **Road Show Exposition Hours**

5:30-8:00 p.m. **Corn Hole Tournament
 Silent Auction**

6:30 p.m. **Buffet Dinner with Exhibitors**

8:30 p.m. **Live Auction & Last Man Standing
 Fun & Comradery with Fellow Recyclers
 & Exhibitors**

SATURDAY, MAY 20, 2023

8:30 a.m. **ARM Registration Open**
*Bring your donated CATS & enter
 the drawing.*

8:30-9:55 a.m. **Rise & Shine with the Exhibitors
 Road Show Open with
 Continental Breakfast**

10:00-10:55 a.m. **Seminar: "Getting Your Parts on an
 Estimate: Tips from a Former Recycler"**
*Speaker: Kenny Whipple, General Manager
 of Caliber Muskegon*

11:00-11:55 a.m. **Introduction to New MICAR/ARA Car
 Certification Program**
*Trainer: Dave Kendzioriski, MICAR Program
 Manager*
**Panel Discussion: "From Minutia to Master
 Plans: a Full Spectrum Sales Panel"**
*Facilitator: Amber Kendrick, Pete's Auto
 & Truck Parts*

Noon-12:55 p.m. **Road Show Exhibition Open**
Buffet Lunch

1:00-1:55 p.m. **Seminar: "Future of the Professional
 Auto Recycler"**
*Speaker: Jarret Hann, Team PRP
 Executive Director*

2:00-2:55 p.m. **Panel: "Maximizing Your Inventory
 Listing Potential"**
*Facilitators: Larry Williams, Fox Auto Parts
 & Jayson Doren, Morris Rose Auto Parts*

**Panel: "How Vendor Resources Can Help
 Maximize Your Bottom Line"**
*Facilitators: Daniel Gray, Doug's Auto Recyclers
 and Ross Lewicki, Highway Auto Parts*

3:00-3:55pm **Panel: "Lessons From the Many Paths
 to Success of Independent Automotive
 Recyclers"**
*Facilitator: Jarret Hann, Team PRP
 Executive Director*

4:00 p.m. **Wrap-Up, Vendor Tear Down
 & Safe Travels Home**

Events



COME JOIN THE FRIDAY FUN!

FRIDAY'S FUN DAY OF Touring Schram Auto and Truck Parts-Lansing: We are kicking off the Road Show with a fun, relaxing day networking with our fellow recyclers as we have lunch and tour Schram Auto & Truck-Lansing location and help them celebrate their 100 years in business. This great full service and u-pull facility is a great opportunity for all of us see. We are confident it will be a beautiful spring day in Lansing as we begin our 2023 ARM Road Show & Business Networking Conference.

COME JOIN THE FRIDAY NIGHT FUN!

Once again we have a whole lineup of fun activities and prize winning opportunities planned for Friday night.

Join us for...

Pick Your County! We will have a map of our great state of Michigan with all of counties clearly visible. You can purchase and claim as many counties as you like. Once the map is full of signatures and all counties have been sold, we will draw the big winner.

Cornhole Tournament! Choose your teammate and register to compete for the top prize and bragging rights at our annual Cornhole tournament. There are no limits as to how many teams each facility can register. It will be bracket play, single elimination and we will follow simple backyard rules. A fun, competitive time is promised for everyone involved.



Live Auction! We are once again having a live auction as well as a silent auction with a great array of items that everyone will have fun competing for. If you would like to donate a special item to this lively event, please contact the ARM office at 810-695-6760 or arm@mi.automotiverecyclers.org with a description of the item to be used on our website and Facebook.

Last Man Standing! Back by Popular Demand! You don't want to miss our annual "Last Man Standing" event. It's a great way for everyone to support your ARM Association and it is so easy, so fun and so competitive...you just bring your checkbook, cash or credit cards and your passion to support YOUR association. We will do the rest.

We will ask anyone willing to make a monetary donation to ARM to please stand up and then we will continue to progressively go up in increments to as high as the crowd dictates. And yes, it is 100% ok to let your competitive side show by not allowing your fellow recyclers to outbid you for the crown of "Last Man/Facility Standing".

This year's top contributor will receive half off their ARM annual dues, a featured article about your business in our newsletter, a 30 day website ad on our site, as well as the trophy declaring you the "2023 ARM Last Man/Facility Standing." Our past events were a huge hit and success due in part to the active participation of so many members, employees, vendors and guests. And it sure beats selling cookies and candies!



Meet Our Speakers



Jarret W. Hann | Team PRP, Executive Director

Jarret W. Hann joined Team PRP as Executive Director in September of 2021. With direction of the Team PRP Board of Directors, he has grown the nationwide network of recyclers from 134 facilities to 270 members.

Prior to his hiring as Executive Director, Hann practiced as an attorney focused on civil litigation, negotiating complex settlements, and dispute resolution. His practice also worked closely with the insurance industry. He also has helped establish strategic partnerships with major brands, such as AutoZone, Hertz, Jasper Engines and more. His experience in executing strategic short- and long-term organizational goals comes from serving as corporate secretary and counsel for several organization's boards of directors.

Hann obtained a B.Comm. in Economics & Business Management from in 2005, where he graduated summa cum laude, and earned his J.D. in 2008. Hann lives in Williamsburg, VA with his wife, Jessica.



David Kendziorski | President, Stormtech, Inc. & MICAR Program Manager

David Kendziorski helped ARM develop the MICAR Program in 2004 and since that time has served as the MICAR Program Manager and helped ARM members comply with their storm water permits and adopt safe practices. He provides professional assistance to recyclers throughout the Midwest, and has served our industry for over 30 years. Dave has degrees in Biology and Water Resources Management from the University of Wisconsin. Dave will introduce the new ARA CAR Compliance Checkpoint Program and explain how you can integrate it into your MICAR Program.



Kenny Whipple | General Manager, Caliber Muskegon

Kenny has been married for twenty six years and is the father and coach of four very busy, involved daughters. He worked in sales and installation of Checkmate computers for AutoInfo until they were purchased by ADP Hollander. He has spent over twenty years as a third generation automotive recycler with Ken's Auto Parts in Muskegon, Michigan before leaving to become the body shop manager at Bowman's Body Shop and is now GM of Caliber Muskegon. He served on the ARM Board of Directors and was President from 2004-2006. As a former recycler, he is the perfect person to give you pointers on how to get your parts on an estimate.

Registration Form – Cornhole Tournament



CORNHOLE TOURNAMENT TEAM (2 people per team)

YOU MUST BE PRE-REGISTERED TO PARTICIPATE. 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.

Sponsored by McNichol's Scrap Iron & Metal

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 Continental Breakfast | \$750.00* | \$ _____ |
| <input type="checkbox"/> Saturday Buffet 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 \$ _____

Registration Form



AUTOMOTIVE RECYCLERS OF MICHIGAN 2023 ROAD SHOW & BUSINESS NETWORKING CONFERENCE

HAWK HOLLOW GOLF & BANQUET CENTER • BATH, MI • MAY 19-20, 2023

Please return this Registration Form and method of payment by April 29, 2023.

Company Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Email _____

REGISTRATION

REGISTRATION	COST PER FACILITY		TOTAL COST
	BEFORE APRIL 19, 2023	AFTER APRIL 19, 2023	
ARM Member Registration Fee (per facility)	\$ 150.00	\$ 200.00	\$
Non-ARM Member Registration Fee (per facility)	\$ 200.00	\$250.00	\$
1/2 OFF SPECIAL! Members bring a non-ARM member and both facilities will receive 1/2 OFF their registration fees.			
ARM Member (1/2 OFF Special per facility)	\$ 75.00	\$ 100.00	\$
Non-ARM Member (1/2 OFF Special per facility)	\$ 100.00	\$ 50.00	\$
REGISTRATION TOTAL			\$

MEALS & EVENTS

NO. OF PEOPLE ATTENDING	MEALS/EVENT	COST PER PERSON	TOTAL COST
	Friday Cornhole Tournament Team You Must Be Pre-registered to participate.	2-person team: \$ 20.00	\$
	Friday Bus & Lunch Tour Schram Auto & Truck-Lansing	\$ 37.00	\$
	Friday Night Buffet Dinner	Adults: \$ 48.00 (Children under 12 years old eat free)	\$
	Saturday Continental Breakfast	\$ 18.00	\$
	Saturday Pasta Buffet Lunch	Adults: \$ 32.00 (Children under 12 years old eat free)	\$
MEALS & EVENTS TOTAL			\$

See page 11 for payment options.

Registration Form



NAME BADGES

Name Badges are required (ARM will provide). Please provide each attending persons name. Indicate with an "X" which events/meals were purchased for each person. If events/meals were not purchased, leave blank.

Name Badge for EACH attending person, including children, should read:

NAME (Please print)	FRIDAY LUNCH & TOUR	FRIDAY BUFFET DINNER	SATURDAY CONTINENTAL BREAKFAST	SATURDAY BUFFET LUNCH

PAYMENT OPTIONS

<p>PAYMENT</p> <p>Sponsorship Total \$ _____</p> <p>Registration Total \$ _____</p> <p>Meals/Event Total \$ _____</p> <p>Total Amount Due \$ _____</p>	<p>Please return your completed forms and full payment by April 29, 2023 to:</p> <p style="text-align: center;">Automotive Recyclers of Michigan 7550 S. Saginaw, Suite 9 Grand Blanc, MI 48439 Phone: 810-695-6760 Fax: 810-695-6762</p>
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☐ **Check Enclosed** — Please make payable to *Automotive Recyclers of Michigan*.

☐ **Credit Card**

☐ Visa ☐ MasterCard ☐ American Express

Card Number _____ Exp. Date _____ Zip Code _____

Signature _____ Security Code _____

Registration and attendance at, or participation in, Automotive Recyclers of Michigan meeting and other activities constitutes an agreement by the registrant to the use of and distribution of the registrant or attendees' image or voice in photographs, videotapes, electronic reproductions and audiotapes of such events and activities by Automotive Recyclers of Michigan.

To submit your registration, complete the form and email 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.

Golf Outing



AUTOMOTIVE RECYCLERS OF MICHIGAN & FRIENDS

Kent Utter Jr. Memorial Scholarship Fund Golf Outing

Thursday, May 18, 2023

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

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

**HOLE
SPONSOR**

Opportunities
Available

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.