

Your Invitation to Attend!



Automotive Recyclers
of Michigan

ARM Road Show & Business Networking Conference

May 2-4, 2024

Informative Seminars
& Workshops

New Technology Introductions

Vendor Demonstrations

Live & Silent Auctions

Great Food & Fun!

On location at:

Eagle Eye
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 Members and Guests

The Automotive Recyclers of Michigan are excited to invite you to our 14th Annual ARM Road Show & Business Networking Conference. Planning is already well underway to make this a great experience full of educational seminars and entertaining festivities.

This year we will be at Eagle Eye Golf & Banquet Center in Bath, Michigan.

For those of you who have been to our show before, you know what an enthusiastic and progressive group of recyclers we have in Michigan. Every year we draw a large crowd of owners, managers, and employees that are looking to stay on top of the latest trends.

As in years past, we have a great line up with informative classes, training, and guest speakers. We will begin on Thursday with a “fun” golf outing that everyone can enjoy. On Friday morning, we will open the Road Show with safety and hazmat training with Sue Schauls and reintroduce our MICAR program then wrap up the afternoon with Mike Kunkel. Friday evening after dinner, we will have a silent and live auction, raffles, and Last Man Standing. Saturday morning will once again have seminars and training wrapping up with lunch and round table discussions.

Your support has always been a key factor in our success and we hope you choose to make time in your busy schedules to attend your 2024 Road Show & Business Networking Conference. If you have any questions, please contact the ARM office at 810-695-6760 or arm@mi.automotiverecyclers.org.

We look forward to seeing you!

Daniel Gray

President

Automotive Recyclers of Michigan

Location



The Automotive Recyclers of Michigan would like to invite you to attend our 14th Annual Road Show and Business Networking Conference, May 2-4, 2024 at Eagle Eye Golf & Banquet Center in Bath, MI.



15500 Chandler Road • Bath, MI 48808

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

Our Friday and Saturday Road Show activities will be at the beautiful Eagle Eye Golf & Banquet Center. Friday morning we will open the Road Show with safety and hazmat training and will reintroduce our MICAR program with Sue Schauls, along with an afternoon session with industry expert, Mike Kunkel. Friday evening will have designated trade show hours, entertainment, and of course, delicious food and drinks. Enjoy out-bidding your friends during our silent and live auctions or just plan on renewing old friendships or making new ones during a fun evening of wonderful comradery. On Saturday morning we have planned seminars, training, and round table discussions, along with having the entire morning open for trade show hours. As you can see from this quick overview, we have provided a value packed weekend that includes something for everyone. Our entire ARM family looks forward to all of us being together on May 2-4, 2024.

MAP



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 Eagle Eye 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.

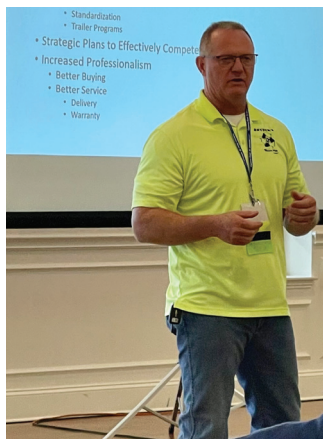
Our group rate is \$129.00 plus taxes per night.

Booking Link:

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

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

BOOKING CUT-OFF DATE IS APRIL 12, 2024.



We've Got You Covered!



10 Reasons to Attend the 2024 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 2024 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



NEW THIS YEAR! There will be a shuttle available back to the hotel for the final two hours of the show.

THURSDAY, MAY 2, 2024

TBD **Exhibitor & Members Networking Golf**
Eagle Eye Golf Course
Note: Golf will take place on one of the Eagle Eye Golf Courses, we will notify registered attendees of the start time and designated course once it has been confirmed.

4:00 pm – 5:00 pm **Break – Hotel Check In**

4:30 pm **Bar Opens**
Hillside Room

5:00 pm – 8:00 pm **Trade Show Hours**
Hillside Room

Silent Auction Opens
Hillside Room

6:00 pm **Buffet Dinner**
Hillside Room

8:00 pm **Silent Auction Closes**

8:00 pm – 11:00 pm **Live Auction, Last Man Standing, Pick Your County, 50/50 Raffle & Fun!**
Hillside Room

FRIDAY, MAY 3, 2024

9:00 am – 11:00 am **ARM Registration Open**
Breakfast – Hillside Room

10:00 am – 11:00 am **Seminar: MICAR State of Program**
Speaker: Sue Schauls
Log Cabin Room

11:00 am – 12:00 pm **Seminar: World is Not Flat**
Speaker: Mike Kunkel
Hillside Room

12:00 pm – 1:00 pm **Seminar: MICAR Technical Session**
Speaker: Sue Schauls
Log Cabin Room

1:00 pm – 2:00 pm **Lunch with Storm Water Compliance**
Speaker: Sue Schauls
Hillside Room
Vendor Set-Up
Hillside Room

2:00 pm – 3:00 pm **Seminar: Safety by the Numbers**
Presented by: Arrowhead General Insurance Agency
Log Cabin Room

3:00 pm – 4:00 pm **Panel Discussion: High Voltage Battery Presentation**
Log Cabin Room

4:00 pm **Vendor Meeting**

SATURDAY, MAY 4, 2024

10:00 am **ARM Registration Open**

10:00 am – 11:00 am **Continental Breakfast with the Vendors**
Hillside Room

10:00 am – 1:00 pm **Trade Show Hours**
Hillside Room

11:00 am – 12:00 pm **Mini Sessions: LOTO, Safety, and SWPCC**
Speaker: Sue Schauls
Hillside Room

12:00 pm – 1:00 pm **Seminar: Do You Know the Game?**
Speaker: Mike Kunkel
Hillside Room

1:00 pm – 2:00 pm **Working Lunch and Think Tank Discussions “What Does the Future Look Like?”**
Hillside Room
Exhibitor Tear Down

Note: Schedule subject to change.



JOIN US FOR 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.



SILENT AUCTION Once again we will be hosting our silent auction which will offer a wonderful selection of items up for bid. Donations are still being accepted for this a special event. If you are interested in contributing an item, please contact the ARM office at 810-695-6760 or arm@mi.automotiverecyclers.org and provide a description of the item(s) you wish to donate.



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 again 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.

This is how it works: 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 ARM *YardTalk* newsletter,
- a 30 day website ad on the ARM site,
- as well as the trophy declaring YOU the coveted **2024 ARM Last Man/Facility Standing!**

Past events were a huge hit and have been enormously successful due in part to the active participation of so many dedicated members, employees, vendors and guests. And we think we will all agree, it sure beats selling cookies and candies!

Who will be #1 this year?



Meet Our Speakers



Industry Expert Mike Kunkel

You and your team, especially salespeople and managers, are not going to want to miss Mike Kunkel's speeches at the 2024 ARM Road Show! Mike is as sharp as he is passionate, and he speaks to practical issues in our business. Helping recyclers across North America, Mike often focuses on increasing profits and productivity with a limited staff. Instead of waxing on about how Mike has assisted in streamlining warranty programs, inspired awesome changes, and more, we thought we'd let him speak for himself. Be sure to check out Mike's seminars this Road Show



Sue Schauls, Safety & Environmental Specialist

It seems that—like so many of us—the automotive recycling industry hooked Sue and now it's not going to let her go! Sue has a degree from the University of Northern Iowa in Science: Environmental Planning. She was once industry-adjacent, working for Electronic Data Systems, a subsidiary of General Motors. Then for thirteen years, 1995 through 2008, Sue worked for the Iowa Waste Reduction Center, providing environmental technical assistance to all types of small businesses. In 2008 she started consulting for us, and she's never looked back.

As the executive director of the Iowa Automotive Recyclers, Sue developed and implemented the Iowa Certified Auto Recyclers Environmental program, nicknamed I-CARE. It went so well in Iowa, her business just kept expanding. She's a consultant to ARA, and she's the person who helped integrate the ARA CAR and Gold Seal programs. Sue has also been instrumental in developing the High Voltage Vehicle certification for safe management of electric and hybrid vehicles, and the Recall Certification for airbag safety and sales in an online audit system for tracking compliance with the standards. But enough about work.



Arrowhead General Insurance Agency

About Us

Since our inception in 1983, we've proudly embraced a spirit of exploration and discovery. Staying true to our heritage, our people and technology remain at the forefront of industry innovation, pioneering solutions that simplify the insurance experience, building trust and reducing uncertainty.

Sponsorship Opportunities



GENERAL SPONSORSHIP OPPORTUNITIES

NOTE: Sponsorships are due by April 15, 2024, in order to be included on any signage or printed materials.

If you would like to be a sponsor of the 2024 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 signage 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 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 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 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 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 Breakfast	\$1,000.00*	\$ _____
<input type="checkbox"/> Friday Lunch	\$1,000.00*	\$ _____
<input type="checkbox"/> Friday Evening Buffet	\$1,500.00*	\$ _____
<input type="checkbox"/> Friday Open Bar	\$500.00*	\$ _____
<input type="checkbox"/> Saturday Coffee & Donuts	\$750.00*	\$ _____
<input type="checkbox"/> Saturday Lunch	\$1,000.00*	\$ _____
<input type="checkbox"/> Speakers & Trainers	\$1,000.00*	\$ _____

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 2024 ROAD SHOW & BUSINESS NETWORKING CONFERENCE

EAGLE EYE GOLF & BANQUET CENTER • BATH, MI • MAY 2-4, 2024

Please return this Registration Form and method of payment by April 19, 2024.

Company Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Email _____

REGISTRATION

REGISTRATION	COST PER FACILITY		TOTAL COST
	BEFORE APRIL 12, 2024	AFTER APRIL 12, 2024	
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
	Thursday Exhibitors & Members Golf	\$ 85.00	\$
	Friday Breakfast Buffet	\$ 25.00	\$
	Friday Boxed Lunch	\$ 21.00	\$
	Friday Night Buffet Dinner <i>Featuring grilled Coulotte Steak and bacon-wrapped Gouda Chicken and more!</i>	Adults: \$ 49.00 Children under 12: \$ 24.00	\$ \$
	Saturday Continental Breakfast	\$ 18.00	\$
	Saturday Mexican Fajita Lunch Buffet	Adults: \$ 38.00	\$
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)	THURSDAY NETWORKING GOLF	FRIDAY BREAKFAST BUFFET	FRIDAY BOXED LUNCH	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 19, 2024 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.