

# Reserve Your Space!

## 8<sup>th</sup> Annual ARM Road Show & Business Networking Conference

**May 12-14, 2016**

Informative Seminars  
& Workshops  
Vendor Demonstrations  
New Technology Introductions  
Exciting Tours &  
Specialized Training  
Great Food + Fun  
Family Activities!

On location at  
Highway Auto Parts  
Roseville, MI



**Automotive Recyclers  
of Michigan**

## Automotive Recyclers of Michigan

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Welcome Exhibitor(s),

Yes, it's that time of year again! We as a committee are proud to announce, our upcoming 8th Annual ARM Road Show & Business Networking Conference. I would like to personally invite you to attend and welcome you to this year's conference. Together with you, we will be on location at one of our direct member's facilities...Highway Auto Parts in Roseville MI, who has graciously volunteered to host our conference this year.

Highway Auto Parts is a great example of a live, fully functioning, up to date, state of the art Automotive recycling facility that is ready to open it's doors to you and your great product line, or new ideas you will be bringing with you to this year's show.

There is no better atmosphere to showcase and display your offerings and products, than a live, working convention with so many of your continual, as well as prospective customers under one roof!

We have so many great seminars, informative classes, guest speakers as well as fantastic Yard Tours (everyone's favorite) planned this year...with each year focusing on our vendors and vendor time (we couldn't do it without you). Please notice the "flow" this year from registration to the food court, the attendees must pass through the vendor area multiple times throughout the day, by design, with you in mind. Rest assured we have plenty of dedicated "Vendor Time" as well. So don't delay, reserve your spot today...they are sure to fill up fast...don't miss out.

Do you like to golf? Come early on Thursday and join us for a sure to be great round! What a great opportunity for vendors and your customers to network and build relations. See Barb Utter for registration.

As always, all tabletop booths will be located inside Highway Auto Parts with free wireless internet access. Outside space is also available for large equipment demonstration. You will find our rates are very reasonable and inclusive to all events scheduled for the entire conference, so as to make your stay with us a successful one, leaving you wanting to come back for more!

To reserve your booth, please read the enclosed contract and then sign and return it today with your preferred method of payment to: ARM office at 7550 S. Saginaw Rd., Suite 9, Grand Blanc, MI 49319. Space is sure to fill up fast and is on a first come first serve basis. Don't delay...sign up today!

If you have any questions please feel free to contact the ARM office at [arm@mi.automotiverecyclers.org](mailto:arm@mi.automotiverecyclers.org) or 800-831-2519.

Thank you in advance and welcome to all.

Jason Fisher  
ARM President

# Location & Floor Plan

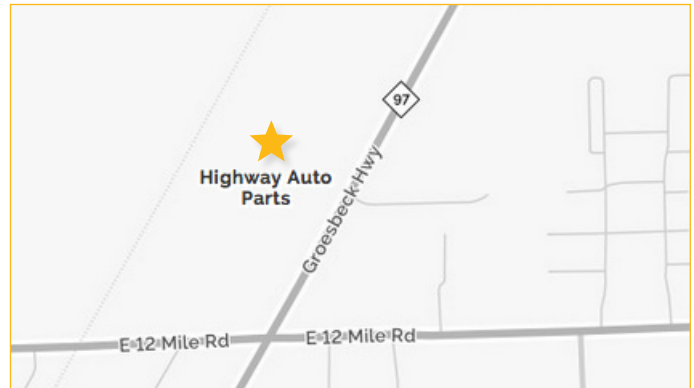


The Automotive Recyclers of Michigan would like to invite your company to be an exhibitor at our 2016 Road Show and Business Networking Conference May 12-14, 2016 at Highway Auto Parts in Roseville, MI.

## HIGHWAY AUTO PARTS

29231 Groesbeck Highway  
 Roseville, MI 48066  
[www.highway-autoparts.com](http://www.highway-autoparts.com)

Highway Auto Parts was founded in 1957 by Jack Rukes behind a few houses on Groesbeck in Roseville. In 1962 the houses were torn down and the current building was put up for a sales lobby, offices, and warehouse. Jack Rukes quickly grew the business into one of the busiest salvage yards in the Detroit Metro area. During the 70's he paved the entire yard with cement and built a new 30,000 sq. foot warehouse with more office space. Business continued to thrive and in 1989 Don Sharon and Hank Cloutier purchased it from the Rukes family. They renamed it Don & Hank's Highway Auto Parts and continued to run it until 2012 when they both were ready to retire. Ryan's Auto Parts purchased it in 2012 and changed the name back to Highway Auto Parts. After



purchasing it they quickly set about modernizing the facility. New racks, hoists, and equipment were brought in. A new drainage system with multiple catch basins and separators was installed around the property. The facade, lobby, and warehouse spaces of both buildings were updated, and a new covered truck well was installed.

## FLOOR PLAN

<b>WAREHOUSE</b>	<b>REGISTRATION</b>		
	1	15	29
	2	16	30
	3	17	31
	4	18	32
	5	19	33
	6	20	34
	7	21	35
	8	22	36
	9	23	37
	10	24	38
	11	25	39
	12	26	40
	13	27	41
14	28	42	
<b>FOOD COURT</b>		<b>FOOD COURT</b>	

## ACCOMMODATIONS

Our host hotel, the **Courtyard Detroit Warren** is located at 30190 Van Dyke Avenue in Warren, MI.

Their contemporary rooms offer free WiFi and flat-screen TVs with premium cable channels, plus desks, minifridges and coffeemakers. Some rooms feature pull-out sofas, as do suites, which also add living areas and microwaves. Social spaces include a living room-style lobby, an outdoor courtyard and an American restaurant serving Starbucks coffee. Other amenities include an exercise room, a business center with workstations and printers, and a meeting space. Parking is free.

Make your reservations by calling Marriot Reservations directly at (800) 321-2211 and identify that you are with the Automotive Recyclers of Michigan to receive our group discount special rate of \$99 plus taxes per night for King or two Queen beds or use the following link to make your reservations. **Room reservation cut-off date: April 21, 2016.**

[http://www.marriott.com/meeting-event-hotels/group-corporate-travel/groupCorp.mi?resLinkData=Automotive%20Recyclers%20of%20Michigan%20%5Edttwr%60armarma%7Carmarmb%6099.00%60USD%60false%604%605/12/16%605/15/16%604/21/16&app=resvlink&stop\\_mobi=yes](http://www.marriott.com/meeting-event-hotels/group-corporate-travel/groupCorp.mi?resLinkData=Automotive%20Recyclers%20of%20Michigan%20%5Edttwr%60armarma%7Carmarmb%6099.00%60USD%60false%604%605/12/16%605/15/16%604/21/16&app=resvlink&stop_mobi=yes)

# Rates & Schedule



## EXHIBITOR RATES

\$750.00 fee per booth. Registration must be received by 3/15/16. Registration received after 3/15/16 will be \$850.00 per booth. Discounted rate for Associate Members \$650.00 per booth if received by 3/15/16 and \$750.00 if received after 3/15/16.

Booth includes:

- 8' x 30" skirted display table and two chairs
- Signage with company name
- (2) FREE Conference Registrations. Additional registrations available @ \$175.00 each
- BBQ Cookout
- Continental Breakfast on Saturday morning
- Saturday Lunch

## SPECIAL FEATURES

- Microphone available to announce prize drawings from vendor's booth
- Listing in Road Show directory detailing your goods or service
- Attend all seminars at no additional charge
- Free Wireless Internet
- Indoor Booths/Outdoor space available for demonstrations

## 8<sup>TH</sup> ANNUAL ARM ROAD SHOW AND BUSINESS NETWORKING CONFERENCE SCHEDULE

### THURSDAY, MAY 12, 2016

11:30 a.m. Vendors & Members Networking Golf Scramble

### FRIDAY, MAY 13, 2016

9:00 a.m. Yard Tours – Bus Departs Hotel  
10:00 a.m.–4:00 p.m. Yard Tours & Industry Chat and Facts: Tour U.S. Auto Supply, Schram Auto & Truck Parts, Schram U-Pull & Save, and Middleton Auto Parts  
4:30 p.m. Bus Returns to Hotel  
4:30–6:30 p.m. Exhibitor Setup  
6:15 p.m. Exhibitor Information Meeting  
6:30 p.m. Welcome, Ribbon-Cutting, Opening of Road Show  
6:30–9:30 p.m. Road Show Hours  
6:30 p.m. Past President's Celebrity Cash Bar Opens and Happy Hour with the Exhibitors  
7:00 p.m. Barbeque Cookout with Exhibitors  
8:00 p.m. Awards, Live Auction & Fun Evening with Friends

### SATURDAY, MAY 14, 2016

8:00 a.m. Continental Breakfast & Welcome with ARM President Jason Fisher  
8:30 a.m.–12:30 p.m. Seminars, Workshops & Training  
9:00 a.m.–3:00 p.m. CATERED COFFEE cappuccino bar open  
12:30–2:00 p.m. Working Lunch Buffet  
2:00–4:00 p.m. Road Show, Demos, Training, Snacks, Drawings & Give-Aways with Exhibitors



# 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 Highway Auto Parts 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 Highway Auto Parts 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 vendors are asked to attend an informational meeting at 6:15 p.m. on Friday, May 13<sup>th</sup>, prior to the opening of the ARM Road Show and Business Networking Conference, where you will receive your packets and name badges.
- **SHIPPING AND RECEIVING:** Any materials shipped to Highway Auto Parts 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 Automotive Recyclers of Michigan – Attn.: Ross Lewicki, Highway Auto Parts, 29231 Groesbeck Hwy., Roseville, MI 48066 with “your” company name and date of conference with shipping charges paid by sender for inside delivery. Highway Auto Parts will not be responsible for any materials left on premises after 48 hours.



# Marketing Opportunities

As a Vendor Sponsor of the Automotive Recyclers of Michigan 2016 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 2016 Road Show and Business Networking Conference, but *not* sponsor a specific event, the following opportunities are available:

**Diamond Sponsorship – \$1000.00 & higher** \$ \_\_\_\_\_

- Special banner with company logo.
- 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 – \$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.

**Gold Sponsorship – \$300.00 – \$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.

**Silver Sponsorship – \$100.00 – \$299.00** \$ \_\_\_\_\_

- 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 Bus for Tour            | \$500.00* | \$ _____ |
| <input type="checkbox"/> Friday Night Cookout           | \$750.00* | \$ _____ |
| <input type="checkbox"/> Saturday Continental Breakfast | \$500.00* | \$ _____ |
| <input type="checkbox"/> Saturday Lunch                 | \$750.00* | \$ _____ |
| <input type="checkbox"/> Speakers & Trainers            | \$750.00* | \$ _____ |
| <input type="checkbox"/> Coffee Bar                     | \$800.00* | \$ _____ |

**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 800-831-2519.

**SPONSORSHIP TOTAL** \$ \_\_\_\_\_

# Exhibitor Contract



## Automotive Recyclers of Michigan 2016 Road Show and Business Networking Conference May 12-14, 2016

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 cost is \$750.00 if contract is received before 3/15/16. # of booths \_\_\_\_\_ x \$750.00 = \$ \_\_\_\_\_

Booth cost is \$850.00 if contract is received after 3/15/16. # of booths \_\_\_\_\_ x \$850.00 = \$ \_\_\_\_\_

Associate Member booth cost is \$650.00 if contract is received before 3/15/16 and Associate Member booth cost is \$750.00 if contract is received after 3/15/16. # of booths \_\_\_\_\_ x \$850.00 = \$ \_\_\_\_\_

(2) Representatives are included with your booth rental. # of Additional Representatives in your exhibit space \_\_\_\_\_ x \$175.00 = \$ \_\_\_\_\_

Thursday, May 12<sup>th</sup> Networking Golf Scramble (Not included in Booth Fee) # of players \_\_\_\_\_ x \$ 75.00 = \$ \_\_\_\_\_

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 <i>(Please print)</i>	Thursday Golf Scramble	Bus Tour	Friday P.M. Cookout	Saturday Breakfast	Saturday Lunch

### Booth Preference (See floor plan)

First \_\_\_\_\_ Second \_\_\_\_\_ Third \_\_\_\_\_

See the next page for payment options and signature.

TRADE SHOW/GOLF TOTAL \$ \_\_\_\_\_

# 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 Road Show & Business Networking Conference.

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“The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibit’s activities on Highway Auto Parts premises and will indemnify, defend and hold harmless Highway Auto Parts 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/Golf Total      \$ \_\_\_\_\_

**Total Amount Due**      \$ \_\_\_\_\_

Please return your completed contract and full payment by **3/15/16** to:

**Automotive Recyclers of Michigan**  
**7550 S. Saginaw, Suite 9**  
**Grand Blanc, MI 48439**  
**Phone: 800-831-2519**  
**Fax: 810-695-6762**

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

**Credit Card**

Visa     MasterCard     American Express

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

Signature \_\_\_\_\_