

Your Invitation to Attend!



Automotive Recyclers
of Michigan

ARM Road Show & Business Networking Conference

May 17, 2025

Informative Seminars
& Workshops

New Technology Introductions

Vendor Demonstrations

Live & Silent Auctions

Great Food & Fun!

AC Hotel
3160 E. Michigan Ave.
Lansing, MI 48912

Automotive Recyclers of Michigan

208 N. Capitol Ave., 3rd Floor
Lansing, MI 48933

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

Welcome to the Road Show!

The Automotive Recyclers of Michigan are excited to invite you to our 15th 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.

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.

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 2025 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

**AC Hotel
3160 E. Michigan Ave.
Lansing, MI 48912**



Hotel Room Rate: \$144 plus taxes

[Book your group rate for Automotive Recyclers Room Block](#)

The room reservation deadline is April 16, 2025.

The hotel offers complimentary parking, wireless internet access, flat-screened TV, refrigerators, coffee/tea makers, hair dryers, docking stations, business center, fitness center, and swimming pool.

Check-in: 3:00pm

Check-out: 12:00pm

Tentative Schedule of Events

May 16, 2025

5:00pm -7:00pm **Exhibitor Set-Up**

May 17, 2025

9:00am Registration and **exhibits open**
Coffee and Donuts

9:30am-10:30am *"How to Be a Bull in a Bear Market" with Mike Kunkel*

10:40am-11:40am *"What's New with eBay" with Amber Kendrick, Matt Hamlin, Theresa Colbert
Forklift Training*

11:45am-12:45pm **Lunch (with vendors)**

12:55pm-1:55pm *"Emergency Training and Protocols" with Sue Schauls*

2:05pm-3:05pm *Increasing Production: Fenix*

3:15pm-4:00pm *Legislative Updates*

4:00pm
Break
Check into hotel
Bar opens

5:00pm-8:00pm Silent Auction Opens
Trade Show Hours

6:00pm **Buffet Dinner (with vendors)**
Awards

8:00pm-11:00pm Silent Auction Closes
Live Auction Starts
Last Man Standing
Pick Your County
50/50 Raffle
PAC Fundraiser
Exhibitor Move-Out

10 Reasons to Attend the 2025 ARM Road Show!

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 and short-term plans? Come and experience all the latest technology firsthand, 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 & self-worth

Meet the 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.



Theresa Colbert, Car-Part.Com

Theresa has been with [Car-Part.com](https://www.car-part.com) for over 14 years. Previously, she worked at Nu-Parts Automotive for 10 years. Prior to Nu-Parts, she was the manager at Winter Auto Japanese Engines in Glendale, Arizona, and at AAA Economy Auto Parts in Phoenix, Arizona. Theresa also owns and operates her own automotive recycling yard, Recycled OE Parts in Richland, MO. With over 30 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa is on several State event boards, the ARA Scholarship Foundation fundraising committee, the ARA Interchange Committee and is current president of the Missouri Auto & Truck Recyclers Assoc. She also speaks at industry trade shows and writes monthly articles in the ARA magazines and several state association publications.

Amber Kendrick, Pete's Auto Parts



Amber Kendrick is a 3rd generation automotive recycler and owner of Pete's Auto Parts. She serves on the ARM and ARA boards of directors and volunteers in the foster care system as a Court Appointed Special Advocate. In her spare time, Amber enjoys reading, practicing yoga, walking her dogs, hiking, horseback riding and traveling to new places.

More to come soon!

Team PRP Sales School - Michigan 2025

Team PRP is working with state associations to promote trading relationships between regional Team PRP partners. In 2025, Team PRP and Profit Teams will attend our Road Show to offer a ***Team PRP Sales School***. It will be a one-day session that will run concurrently with the regularly scheduled ARM agenda sessions.

The separate salesperson session will help drive regional brokered sales, strengthen relations, and promote best practices. The partnership with state associations will help to bolster attendance at these critical state shows and build upon the long history of collaborative success.

JOIN US FOR SATURDAY NIGHT FUN!

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

Join us for...

PICK YOUR COUNTY! We will have a map of our great state of Michigan with all of the 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.



LAST MAN STANDING! 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".

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.



AUTOMOTIVE RECYCLERS OF MICHIGAN 2025 ROAD SHOW & BUSINESS NETWORKING CONFERENCE

Please return this form and method of payment by April 18, 2025.

Company Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Email _____

REGISTRATION

REGISTRATION	COST PER FACILITY		TOTAL COST
	BEFORE APRIL 18, 2025	AFTER APRIL 18, 2025	
ARM Member Registration Fee (per facility)	\$ 180.00	\$ 230.00	\$
Non-ARM Member Registration Fee (per facility)	\$ 230.00	\$ 280.00	\$
Team PRP Sales Training (per facility)	\$ 200.00	\$ 250.00	
REGISTRATION TOTAL			\$

MEALS & EVENTS

NO. OF PEOPLE ATTENDING	MEALS/EVENT	COST PER PERSON	TOTAL COST
	Saturday Lunch	\$ 30.00	\$
	Saturday Night Buffet Dinner	\$ 60.00	\$
		Children under 12: \$ 25.00	\$
MEALS & EVENTS TOTAL			\$

Sponsorship Opportunities

Sponsorships are due by April 11, 2025, to be included on any signage or printed materials.

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

Saturday Bar	\$500.00	\$ _____
Saturday Coffee & Donuts	\$750.00	\$ _____
Saturday Lunch	\$1,000.00	\$ _____
Saturday Dinner Buffet	\$1,500.00	\$ _____
Speakers & Trainers	\$1,000.00	\$ _____

SPONSORSHIP TOTAL \$ _____

NAME BADGES

Please provide each attending person's name.

NAME (Please print)

PAYMENT OPTIONS

PAYMENT Sponsorship Total \$ _____ Registration Total \$ _____ Total Amount Due \$ _____	Please return your completed forms and full payment by April 18, 2025 to: Automotive Recyclers of Michigan 208 N. Capitol Ave., 3rd Floor Lansing, MI 48933 Phone: 810-695-6760 Email: arm2@mi.automotiverecyclers.org
<input type="checkbox"/> Check Enclosed — Please make payable to <i>Automotive Recyclers of Michigan</i> . <input type="checkbox"/> Credit Card <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> 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, or you can mail to the ARM office at 208 N. Capitol Ave. 3rd Floor, Lansing, MI 48933