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# Friday AGENDA

June 15, 2018

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4:00-7:30 pm Registration at Hotel

6:00-7:30 pm

Member Meeting (tentative)

8:00-11:30 pm

Okoboji Classic Cars VENDOR RECEPTION

Meet the Pro Rebuilders of Classic Cars (tentative)

*Sponsored by the Shine family*

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# Saturday AGENDA (draft)

June 16, 2018

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7:30-11:00 Registration

8:00-9:40

- 1) Salvage Acquisition – **Amanda Zmolek**, **Copart**
- 2) Salvage Acquisition – **Mike Lambert**, **Bid Buddy**
- 3) NMVTIS Reporting Like a Pro
- 4) Recalls – *with RAS Core*
- 5) OEM Parts Data Update

10:00-11:40

- 6) Inventory – *with Hollander*
- 7) Inventory – *with Check Mate*
- 8) Sales – **Todd Ensworth**, **CarEggs** – **Selling More Part Types than Ever Before**
- 9) Sales – **Andy Alonso**, **PartCycle**, **Ecommerce in the Recycling Industry**
- 10) Sales – **Betsy Finnell**, **Hotlines NXG** – **Improve Trading with Partners**

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11:40 - 1:00 pm

Automotive Recycling **Excellence Award LUNCHEON**

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1:00-3:00

- 11) Core Sales – **Dan Miller**, **Legend** - **Questions to Ask Your Converter Buyer**
- 12) Core Sales – **More Cores More Sales**
- 13) Shipping - **Shelly Perez**, **UPS** - **Rightsize to Reduce Re-Class & Re-Weight**
- 14) Shipping - **Betsy Finnell**, **Hotlines NXG** – **HotSHIPPER Saves Money**
- 15) Shipping - **Jim McKinney**, **MidWest Runner**

3:15-4:00

- 16) HR – **Appropriate Work Behavior**
- 17) **I-CARE 10 Years of Compliance**

**5:30 Summer Outing** BBQ Dinner, Museum Tour, Officer Installation, Scholarship

Auction – *Sponsored by the Vander Haag family*