

Iowa Automotive Recyclers

WELCOME to WATERLOO!



Be a part of the
***Iowa Automotive Recyclers
Summer Outing and Trade Show 2022!***



Waterloo, Iowa June 10-11, 2022

Sullivan Brothers Iowa Veterans Museum

The Iowa Automotive Recyclers' annual Summer Outing and Trade Show is the marketplace for automotive recyclers and industry partners to come together to view products and learn about new technology with training on the latest updates on products and services.

Visit www.IowaAutomotiveRecyclers.com for registration information
Sponsorships are available!





Don't Miss the Iowa Auto Recyclers Summer Outing & Trade Show June 10-11, 2022

TOURS

Friday 5:30–6:30 pm Sullivan Brothers Museum PLANETARIUM SHOWS

<https://www.groutmuseumdistrict.org/sites-exhibits/sullivan-brothers-iowa-veterans-museum/>

Saturday 1:30—4:30 pm YARD TOURS—Bus departs every 40 minutes from Hotel

TRANSPORTATION

The Waterloo Airport (airport code ALO) has two flights daily into Waterloo. The Eastern Iowa Airport (CID) is located in Cedar Rapids, Iowa—70 miles from hotel. Hotel does NOT offer shuttle service.

Shuttle bus will be available for the Saturday Yard Tours and BBQ Dinner and dance to and from the hotel.

EXHIBITORS

Limited booth space is available. Call Sue Schauls at 319-2990-7843 to inquire. **Sponsorships are available.** Shipping address is Grout Museum District, 503 South Street, Waterloo, IA 50701 .

HOTEL INFORMATION

Best Western Plus Executive Residency
Waterloo 205 W 4th St, Waterloo, IA
Phone: (319) 888-1000 Double Queen \$125 per Night Conference Rate (with Hot breakfast & Free WiFi) some suites are available for the same rate on first come first serve basis! *Waterloo has many other hotels available as well!*



HOST FACILITY

Waterloo Auto Parts
1501 Grandview Ave, Waterloo, Iowa 50703

Saturday, June 11, 2022
4:00-6:00 pm
Yard Tour at Waterloo Auto Parts

5:00-8:00 pm
BBQ Dinner
and Scholarship Auction

9-Midnight
Band with Dancing and revelry!
Free beer & Shuttle service available



AGENDA

Friday, June 10, 2022
5:30-6:30 pm **Planetarium Shows**

6:30-9:30 pm **Trade Show Open**
Annual Iowa Auto Recycler Summer Outing
TRADE SHOW EXHIBITION

9:30-11:00 pm
Reception & Tours at Museum

Saturday, June 11, 2022
8:00 am Registration Open—Breakfast / Coffee

Training Sessions
8:00—8:45am
Car-Parts.com THERESA COLBERT
Interchange Plus for Checkmate, Hollander
and Pinnacle

9:00—9:45 am
Hollander AMANDA URBAN
Areas of Focus for Success on Ebay

10:00—11:30 am
VIN Match Pro JC CAHILL
Selling in a the Age of Data
How to Leverage Vin Match Pro

11:30—1:30 Lunch & Trade Show Open
Annual Iowa Auto Recycler Summer Outing
TRADE SHOW EXHIBITION

2:00— 4:30 pm Auto Recycler Yard Tours
Bus departs every 40 minutes from Hotel



Iowa Automotive Recyclers Summer Outing

June 10-11, 2022 - Waterloo, Iowa

AGENDA



5:30-6:30 pm private Planetarium Shows

Vendor Reception & Trade Show - Friday, June 10, 2022 - 6:30-9:30pm

Social Hour 9:30-11:00 pm with private Museum tours

Speaker Agenda – SATURDAY, June 11, 2022

7:30-1:00 Registration Open

8:00 - 8:45 5 Car-Part Interchange Plus for Checkmate, Hollander and Pinnacle by **Theresa Colbert**
We'll show you how you can use Car-Part's exclusive interchange to list popular parts on Car-Part.com (like running boards, steering wheels, trim panels, and more). Tap into the \$250 million/year CPI+ opportunity in the Car-Part.com marketplace!

9:00 - 9:45 Areas of Focus for Success on eBay by **Amanda Urban** - Solera/Hollander
Everyone knows eBay is the best place to sell car parts online. But increasing competition and lower margin is making it more difficult to yield the profits you had just a couple years ago. Learn how to stand out from the pack and reduce after-sale issues by focusing on just 5 tasks.

10:00 – 11:30 Selling in the Age of Data & How to Leverage Vin Match Pro by **JC Cahill**
Selling in the age of data and what does that mean for auto recycling? Understand where data goes. What should you be looking at when it comes to your data? What is data tiering? What is mirroring?

How to leverage VinMatchPro to increase close rates, lower credit and returns and build sales and consumer confidence in your auto parts. Don't miss these presentations on the latest technology!

Luncheon & Trade Show Saturday 11:30 – 1:30 pm

2:00 - 4:30 pm Yard Tour at Waterloo facilities *(Bus leaves every 40 minutes from hotel)*

4:00 – 6:00 pm Yard Tour at Waterloo Auto Parts, Waterloo, Iowa

5:00 – 8:00 Dinner and Scholarship Auction (bring your donated items)

9:00 – Midnight Band and Dancing and revelry! *(Shuttle bus to/from Waterloo Auto Parts & Hotel)*



Iowa Auto Recyclers Summer Outing June 10-11, 2022

Waterloo Auto Parts & Grout Museum
Best Western Plus Executive Residency Inn, Waterloo



www.iowaAutomotiveRecyclers.com

To register Only \$99 per Member
Trade Show Exhibitor Space \$750
(limited space!)

Best Western Plus Executive Residency Inn, Waterloo ----- \$125 per night
205 W 4th Street, Waterloo, Iowa ----- 319.888.1000

Registration

Email to: iowaAutoRecyclers@gmail.com

Send Check to: Iowa Auto Recyclers, 204 Alta Vista Ave, Waterloo, IA 50703

Company Name: _____

Address: _____ Phone: _____

City, State & Zip: _____

Contact's Email: _____

Attendee Name: _____ Check here if Veteran

Attendee Name: _____ Check here if Veteran

Attendee Name: _____ Check here if Veteran

Attendee Name: _____ Check here if Veteran

Member Registration\$99 per yard

Non-Member Registration.....\$99 per person

Trade Show Exhibitor \$750 per booth

Event Sponsorship with signage \$ _____

Total Enclosed or Invoice \$ _____

Credit Card # _____ expire _____ csc _____

Name on credit card _____ Zip _____

Iowa Automotive Recyclers

IowaAutomotiveRecyclers.com



Summer Outing **June 10-11, 2022** Waterloo, Iowa
Waterloo Auto Parts Sullivan Brothers Iowa Veterans Museum

Iowa Automotive Recyclers
204 Alta Vista Ave
Waterloo, Iowa 50703
www.IowaAutomotiveRecyclers.com

SUMMER OUTING

June 10-11, 2022

Waterloo, Iowa

Sullivan Brothers Veteran Museum
at Grout Museum District

Waterloo Auto Parts