

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 Tours

<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 319-290-7843 to inquire. **Sponsorships are available.** Shipping address is Grout Museum District, 503 South Street, Waterloo, IA 50701.

HOTEL INFORMATION

LaPorte Road Area Hotels

Holiday Inn Express.....319-274-7000
 Fairfield Inn319-233-2500
 Hampton Inn.....319-233-2044
 Comfort Inn319-234-5452
 Baymont.....319-486-1164

Hotel Near John Deere Museum

Courtyard Waterloo319-233-5531

Downtown Hotels Nearest Venue

Econo Lodge Inn.....319-235-0301
 Best Western Waterloo ...319-888-1000

Tour Bus pick up at any of these hotels

HOST FACILITY

Waterloo Auto Parts

1501 Grandview Ave, Waterloo, Iowa 50703

Saturday, June 11, 2022

4:30-5:30 pm

Yard Tour at Waterloo Auto Parts

5:30-8:00 pm

BBQ Dinner

and Scholarship Auction

9-Midnight

Band with Dancing and revelry!

Free beer & Shuttle service available



AGENDA

Friday, June 10, 2022

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

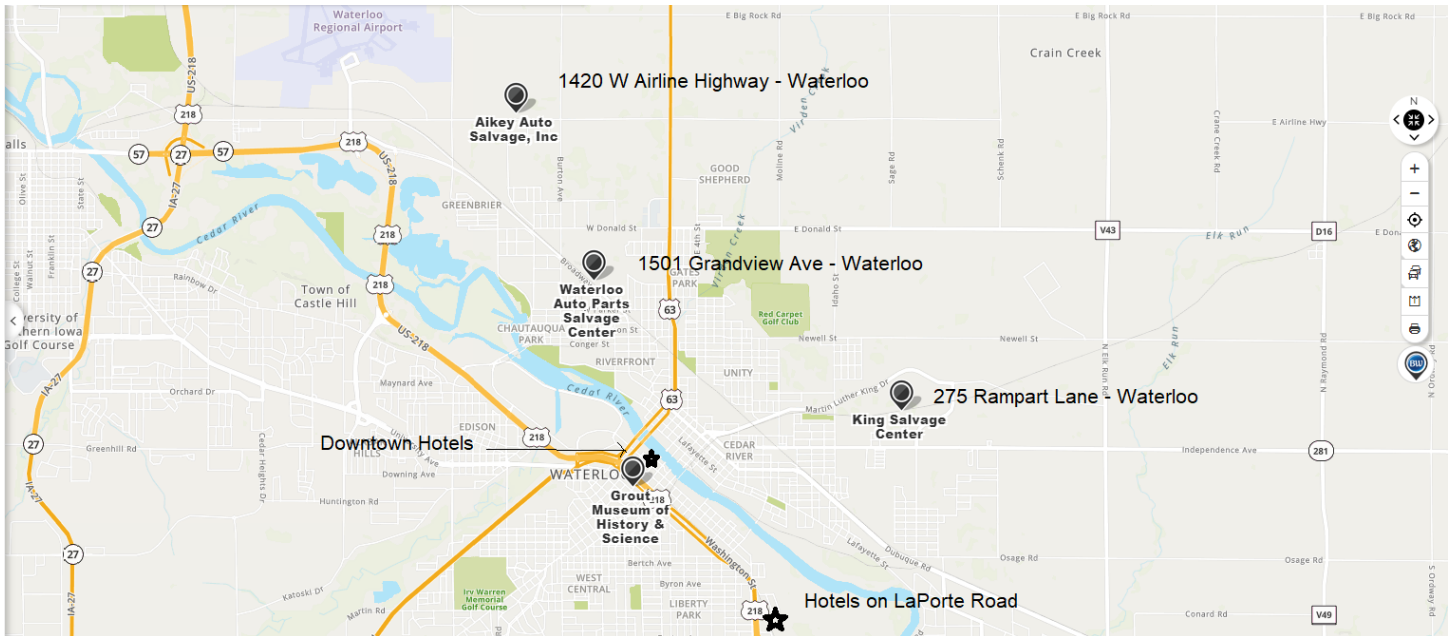
1:30— 4:30 pm Auto Recycler Yard Tours

Bus departs every 30 minutes from Museum



HOST FACILITY

Waterloo Auto Parts 1501 Grandview Ave - Waterloo Dinner at 5:30 pm



Saturday, June 11, 2022

4:30—6:00 pm Yard Tour at Waterloo Auto Parts

Shuttle bus can pick you up at your hotel after the tours at King's and Aikey's and take you back at the end of the night or you can self drive.

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

Bring your auction items to the museum or to the BBQ!

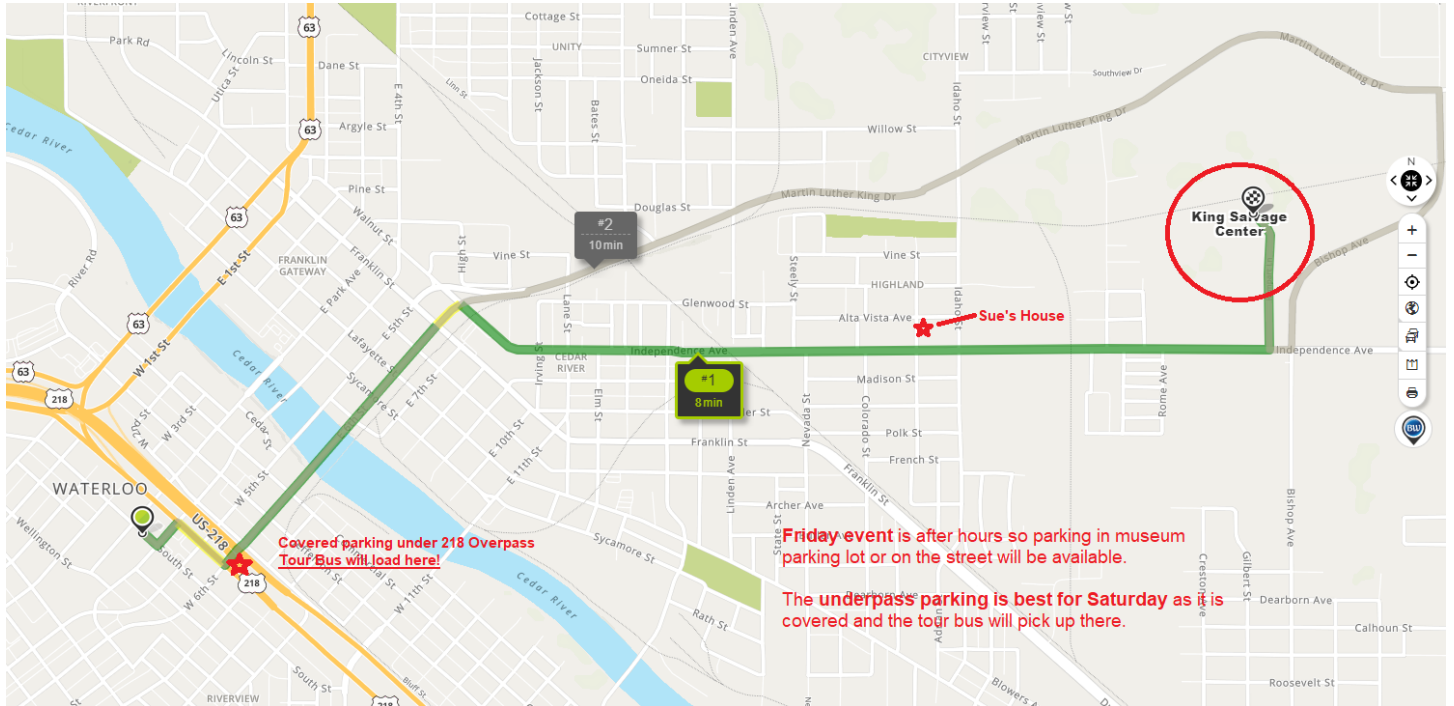
9-Midnight **Band with Dancing and revelry!**

Shuttle service available to and from local hotels throughout the night!

HOTLINES

Tour Location

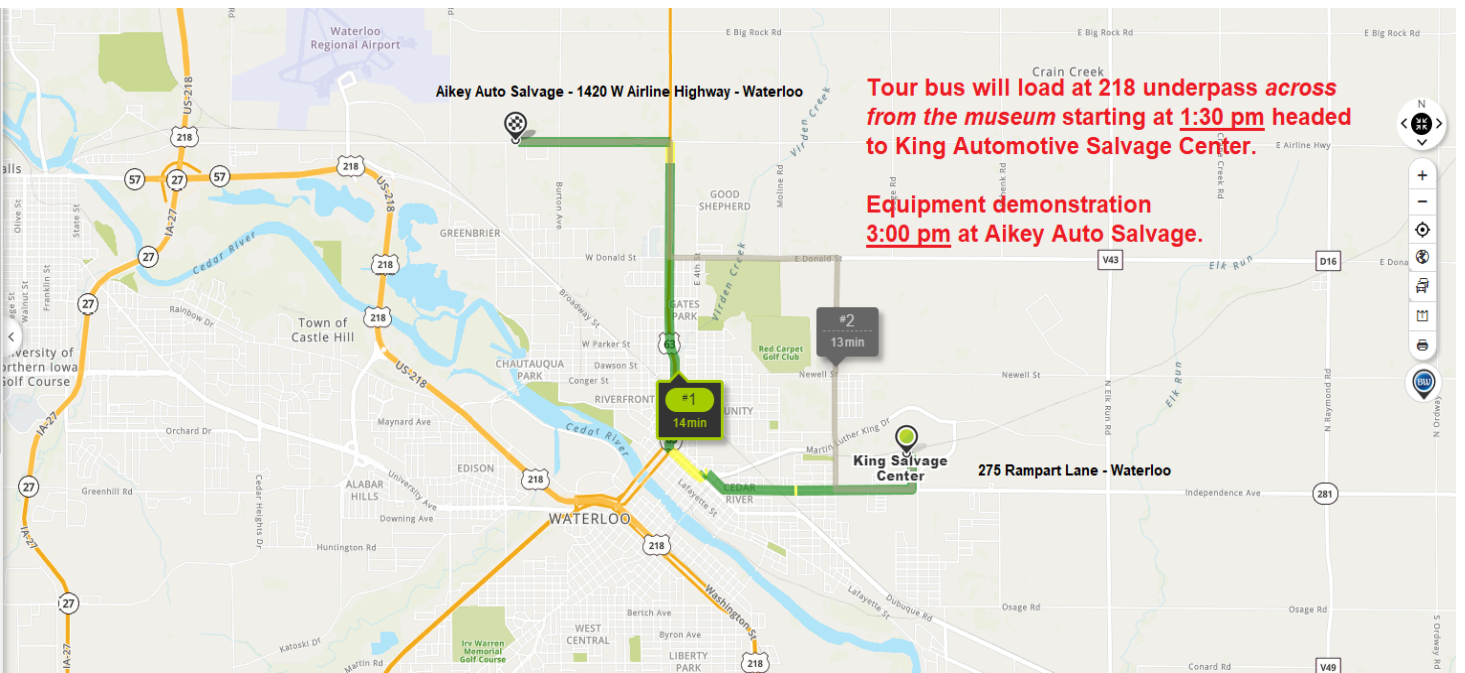
King Automotive - 275 Rampart Lane - Waterloo 1st BUS LOADS 1:30 pm



King Automotive - 275 Rampart Lane - Waterloo 2nd BUS LOADS 2:00 pm

Tour Location

Aikey Auto Salvage - 1420 W Airline Hwy - Waterloo Equipment Demo 3pm



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 of 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

LaPorte Road Area Hotels

Holiday Inn Express..... 319-274-7000

Fairfield Inn..... 319-233-2500

Hampton Inn 319-233-2044

Comfort Inn..... 319-234-5452

Baymont..... 319-486-1164

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 _____

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