

Event Highlights Include:

- Craig and Deb Van Batenburg are our featured guests. Craig brings you the latest and greatest on hybrid cars while Deb explores “The Wobbly Wheel”, a look at the relationships of husband and wife teams. Then, they team up for “Management Skills for Men & Women”.
- Experts discuss Out-of-Country Buyers, Should they be Stopped? **Jerry Cox, NICB and Jim Counts** adds his thoughts to this growing issue.
- **Genuine Authentic NASCAR Race Car Simulator for your racing fun!**
- Computer Seminars, Forklift and Airbag Certification will be available from all of your favorites.
- Visit by ARA Chief Executive Officer **Michael Wilson.**
- Shuttle busses provided Friday and Saturday by the hotel.
- **This year’s entertainment will be Hockey Night at Northlake Auto Recyclers featuring teams from IN, MN, WI and IL.**
- “Chuck a Puck” for cash!!!
- **Northlake Auto Recyclers** has an amazing cat room with “BOB the Cat”. Guess his weight and win a prize! There will be lots to do including the popular bean bag throw.
- **One Price Includes All Meals and Free Beer, Free Beer!**



Saturday is QCSA Night at Majestic Star Casino

2008 Upper Midwest Convention & Trade Show May 2-3



**Face Off at
Northlake Auto Recyclers**
105 Industrial Road
Hammond, Indiana

**\$99 per person
\$79 per person w/ 3 or more**

**Brought to You by:
Automotive Recyclers of Indiana
Auto Recyclers of Minnesota
Concerned Auto Recyclers of Wisconsin
Auto & Truck Recyclers of Illinois**

Upper Midwest Auto Recyclers Proudly Presents “Face off at Northlake”

Everything Happens at the Yard!

Friday, May 2, 2008

Computer Seminars to be Announced.

- 8:00 a.m. - Registration
9:00 a.m. - Trade Show Opens
9:00 a.m. - **Breakfast**
10:00 a.m. - Great Lakes Ecology Center Discusses Mercury and its impact on the Great Lakes and the resources available to Recyclers to aid in solutions.
11:00 a.m. - Jim Counts
“How to Increase Sales by Selling Fewer Parts”
Noon - Lunch with ARA, Executive Director Michael Wilson. Michael presents an update on ARA Activities.
1:00 p.m. - Craig Van Batenburg, “Hybrid Dismantling Update” This new class will cover basic hybrid functions and what a salvage yard technician needs to know to be safe. All hybrid high voltage component removal and storage will be reviewed for every hybrid sold in the US. That list includes Honda, Ford, Mercury, Mazda, Toyota, Lexus, Nissan, GM and Saturn hybrids. Hands-on demonstrations will take place.
1:00 p.m. - Deb Van Batenburg, “Fixing the Wobbly Wheel”
Program Description under Saturday
1:00 p.m. - Forklift Certification
2:00 p.m. - Airbag Certification
3:00 p.m. **Craig and Deb Van Batenburg on “Management Skills for Men & Women” Part One**

4:00 p.m. - Jerry W. Cox, Washington Counsel for National Insurance Crime Bureau discusses glaring lapses in U.S. border controls affecting commerce in salvage and stolen vehicles and NICB’s current efforts to address those lapses. Jerry also looks at administrative reforms NICB and ARA have proposed and legislation to require greater vigilance by border officials and to empower law enforcement/auto theft task forces.

- 5:00 p.m. - Round Table Discussion with Jim Counts Trade Show Closes *Beer Truck Opens***
6:00 p.m. - Dinner at Northlake Auto Parts
7:00 p.m. - Face Off at Northlake, Floor Hockey Tourney featuring teams from the four states. Grab a beer and come cheer on your favorites from the “bleachers”.

Saturday May 3, 2008

- 8:00 a.m. - Registration
9:00 a.m.— Trade Show Opens
9:00 a.m.— **Breakfast**
10:00 a.m. - Craig and Deb Van Batenburg on “Management Skills for Men & Women” Part Two
11:00 a.m. - Jim Counts
“How To Pay More For Cars and Sell Parts For Less” which also explores how to overcome the export issue without legislation.

Noon - Lunch

- 1:00 p.m. - Craig Van Batenburg, “Hybrid Dismantling Update”**
Repeat of Friday Program
1:00 p.m. - Deb Van Batenburg, “Fixing the Wobbly Wheel”

“I have worked with my husband for over 10 years and even during the years when I worked full time in another job, I clearly still worked with my husband. **Come join other women** who work with their spouses and get connected to what works!

- 1:00 p.m. - Forklift Certification
2:00 p.m. - Airbag Certification

3:00 p.m.- **Auction & Beer Truck Opens Trade Show Closes**

7:00 p.m.— QCSA Night at Majestic Star Casino
Includes dinner at the casino sponsored by QCSA. Shuttle Provided from Hotel.

Face off at Northlake...Everything Happens at the Yard!

The 2008 Upper Midwest Convention & Trade Show offers an educational, fun filled and relaxing atmosphere for its trade show and convention. One low cost of \$99 per person (\$79 if you bring 3 or more) includes trade show, educational seminars, computer seminars, breakfast, lunch and dinner, entertainment and beer. This event is for auto recyclers, dismantling facilities, their families and their employees. Everyone is welcome!

Schedule subject to change. Final Schedule of Events Available at Registration.

For More Information contact Michelle Lechner at 877/880-2874.

The Upper Midwest Convention & Trade Show

Registration Form

The registration fee is \$99 per person and \$79 per person if three or more register from the same facility. Fee includes all meals and beer and seminars for the entire weekend.

Company: _____

Contact: _____

Address: _____

City/State/Zip: _____

Phone # _____ Fax: _____ Email: _____

Name _____ Position _____

Name _____ Position _____

Name _____ Position _____

Name _____ Position _____

Name _____ Position _____

Name _____ Position _____

Please indicate the number for each event.

Friday, May 2, 2008

Breakfast: # _____

Lunch: # _____

Dinner: # _____

Saturday, May 3, 2008

Breakfast: # _____

Lunch: # _____

OCSA Majestic Star Casino Dinner # _____

Airbag Training # _____

Playing in Hockey Game?# _____

Forklift Certification # _____

Credit Card Information, MC/VISA Only

Name on Card _____

Card type _____ Card # _____ Expiration Date _____

SUBMIT APPLICATION WITH PAYMENT TO:
ARI, 1700 Fieldstone Drive South, Shorewood, Illinois 60404
OR FAX TO 815/744-2277

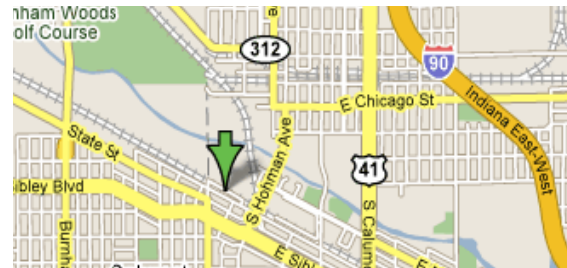
Hotel information:

Cut off date for the room block is April 20 so hurry, call today!!!

Hotel information:

Ramada Conference Center of Hammond, 4141 Calumet Avenue, 141st St & Calumet Avenue, Hammond, IN, 46320-1132, Phone: 219-933-0500 OR **For Airport Shuttle Service Contact Ramada Super 8**, 4111 Calumet Ave., Hammond, IN 46320, 219-932-8888

Hotel Cut Off Date April 20
Flying? Pick Chicago's Midway Airport



All Events at Northlake Auto Recyclers

105 Industrial Road
 Hammond, Indiana



Seminar Speakers

Jerry W. Cox, speaking on the **Export of Salvage Vehicles**, is Washington Council for the National Insurance Crime Bureau.



Craig Van Batenburg

Craig is an Accredited Automotive Manager, AAM, with AMI, hold a Master Certification with ASE and is L1 certified. His full time efforts are devoted to training, consulting, technical and management writing and class development. He is a **contributing editor for Motor Age, Auto, Inc., AAction, Automotive A/C Reporter** (in Europe), and the **Automotive Journal**. Craig teaches a wide variety of technical and management classes for trade associations and other industry partners around the world.



Deb Van Batenburg

After 20 acclaimed years in the Greeting Card and Design Industry, Deb joined the automotive world to work alongside husband Craig at Van Batenburg's Garage Inc. A graduate of the AMI (Automotive Management Institute) educational program, **Deb received her AAM (Accredited Automotive Manager) in 1996**. In 2000 Deb was awarded the Woman of the Year Award from the New England Service Station and Automotive Repair Association (NESSARA). Serving as Vice President of the Massachusetts ASA (Automotive Service Association) chapter, Deb represented the chapter at many national events. She now contributes to **Auto Inc.**, and other Industry publications.



Jim Counts

After owning three successful automotive recycling businesses we have become the preferred consultant for hundreds of auto and truck recyclers from San Juan to Anchorage and Newfoundland to Australia. Jim has been a featured speaker at ARA, APRAA, IT conference, Parts Plus in Australia, Parts World in New Zealand, SGI Salvage, Ontario Auto Recyclers of Canada and most US state conventions. As author of the automated pricing and management assistant algorithms used in the Powerlink 2, Pinnacle, Inventory Buddy and Bid Buddy XL systems Jim has a integrate understanding of how the industry works. Jim was voted Motivator Of The Year by The Locator magazine in 2005.