



***"THE RACE IS ON"***

**Auto & Truck Recyclers of Illinois  
Convention & Trade Show  
September 29 & 30, 2017**

***EVERYTHING HAPPENS AT THE YARD***



***CHICAGO U-PIC-A-PART***  
***3031 S. ST. LOUIS AVE***  
***CHICAGO, IL***

***SHUTTLE ON FRIDAY TO & FROM THE YARD!!!***

***YARD TOURS!!! • FREE BEER!!!***

***REGISTER NOW!!!***

***HOTEL INFORMATION***

**Holiday Inn Countryside**

6201 Joliet Rd • Countryside, IL 60525  
Call (708)354-4200

***Special room rate of \$134***

when you mention Auto & Truck Recyclers of Illinois.  
Includes a full hot buffet breakfast, free parking,  
free airport shuttle to Midway Airport.

***Hotel will provide shuttle to the yard twice on Friday!!***

***CUT OFF DATE IS 8/28/17***

***INFORMATION***

For more information, contact

**Michelle Lechner**

PO Box 9424 • Springfield, IL 62791

Phone: 877-880-2874

Fax: 877-747-7597

Email: [illautorecyclers@aol.com](mailto:illautorecyclers@aol.com)

[www.IllinoisAutoRecyclers.com](http://www.IllinoisAutoRecyclers.com)

## EVENT SCHEDULE

### Friday September 29 Sessions



- Noon **Registration**
- 1:00–1:50 pm **IL Green Car/ VET Environmental**  
or **Employee Recruitment and Retention: Salvage Yard Culture**  
with **Ryan Falco, Midway Auto Parts** -  
*Ryan will dive into many different aspects of human resources-related issues salvage yard owners and managers face.*
- 1:00–2:50 pm **Society for Asset Protection - ATRI Board says this is a must!!!**
- 2:00–2:50 pm **U-Pull-Its - with Sherri Heckenast**
- 3:00–4:50 pm **“Ole Timers” Round Table**  
**Back by Popular Demand with:**
- **Frank Heckenast**, Chicago U-Pic-A-Part
  - **John Catalano Sr.**, Bionic Auto Parts
  - **Jim Watson Jr.**, ABC Auto Parts
  - **Larry Brosten**, Auto Parts City
  - **Paul Krause**, Speedway Auto Parts
  - **Arnold Zalon**, C & J Auto Parts
- 5:00 pm **Trade Show Opens – One on one time with exhibitors, followed by auction and cocktail reception and see how skilled you are on the *Racing Simulators*. Prize for the winner!!!**

### Saturday September 30 Sessions

- 8:00 am **Registration**
- 8:00–8:50 am **IL Green Car/Vet Environmental**  
or **Mediocrity is No Longer an Option - Take the Leap to Greatness**  
*A sales motivation and training session showing you how to take the leap to becoming a great salesperson.*  
with **Ryan Falco**
- 9:00–9:50 am **Car-Part.com**
- 10:00–10:50 am **Airbag/Forklift Training**  
or **Going Lean - The Journey to Operating a Lean Recycling Facility**  
*General Manager of one of the nation’s leading auto recycling facilities, Ryan will tell the story of their journey to making their operations more lean and efficient.*  
with **Ryan Falco**
- 11:00-Noon **Increasing Your Average Ticket**  
*How to Expand Your Average Ticket by Selling More Warranties, Brokering and Core Charges*  
with **Ryan Falco**
- or **IL Green Car Awards presented on the Trade Show Floor**
- Noon – 3:00 pm **Trade Show - Enjoy lunch with the Exhibitors**  
**Key Note Speaker – Sen. Martin Sandoval, Chair of IL Transportation Committee**  
**All Attendee’s eligible for the *Weber Grill/Omaha Steak* give away to be presented Saturday at the end of the trade show. Must be present to win!**  
*Please note: Some sessions may be two hours. All is subject to change.*



## YARD TOURS

For a Complete List of Yard Tours

Visit [www.IllinoisAutoRecyclers.com](http://www.IllinoisAutoRecyclers.com)

# ATTENDEE REGISTRATION

Registration fee is \$99 per person, or \$79 per person for three or more, or \$69 per person if five or more register from the same facility.

Fee includes all meals, **FREE BEER** seminars and,  
**All Attendee's eligible for the Weber Grill/Omaha Steak Giveaway to be presented Saturday at the end of the trade show. Must be present to win!**

Highlights include, surrounding **Yard Tours** and touring the **Chicago U-Pic-A-Part Yard**  
Brought back by popular demand **"Ole Timers" Round Table**  
**U-Pull-A-Part** presented by Sherri Heckenast  
**Training by Ryan Falco, The Society for Asset protection**  
**IL Green Car Awards** presented by VET Environmental  
Friday night try your skills on the **Driving Simulators**

**Something for everyone!!!!**

Company Name \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Ph: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Names for Badge(s): 1. \_\_\_\_\_ 2. \_\_\_\_\_  
3. \_\_\_\_\_ 4. \_\_\_\_\_  
5. \_\_\_\_\_ 6. \_\_\_\_\_  
7. \_\_\_\_\_ 8. \_\_\_\_\_  
9. \_\_\_\_\_ 10. \_\_\_\_\_

**AIRBAG/FORKLIFT TRAINING** Yes No If Yes, How Many? \_\_\_\_\_

## REGISTRATION FEE

**\$99 per person or \$79 per person for 3+ or \$69 per person 5+**  
(Registered from the same facility)

Qty	x	Fee	=	TOTAL
_____	x	\$99 / 79 / 69	= \$	_____

**Total Enclosed = \$** \_\_\_\_\_

## PAYMENT INFORMATION

Enclosed Check payable to: Auto & Truck Recyclers of Illinois  
PO Box 9424 • Springfield, IL 62704

Credit Card Payment (VISA/Mastercard only): Fax to: 877-747-7597

Name on card \_\_\_\_\_

Card # \_\_\_\_\_

Exp date \_\_\_\_\_ Credit Card Zip Code: \_\_\_\_\_

So we can plan accordingly,  
please let us know how many people will  
be attending the following:

Friday Cocktail Reception \_\_\_\_\_

Lunch on Saturday \_\_\_\_\_

*Breakfast is provided by the hotel*