

APRAA Conference & Trade Show Keynote Speaker Topics

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Keynote Speaker Sponsor

Six keynote speakers from the USA and Australia have been secured to speak at the upcoming APRAA Conference & Trade Show. With a mixture of auto parts recycling knowledge and business knowledge, all keynote speakers will be able to give you practical tips to enable you to DRIVE RECYCLING in your business. Seven speaker sessions will be run throughout the Conference, at each session Delegates will have a choice of two topics.

Jim Counts

Counts Consulting USA



Sales Made Easy

- Pricing and selling damaged parts
- Pulling parts for retail customers.

How to run the business from the boat

- Covers the 3-5 reports that will tell you what is happening and how to spot the trouble spots, before they effect profits.

How to measure your buying performance

- Highlight importance of buying
- How to improve buying and measuring what we buy
- Predict future sales and therefore budget sales for upcoming months.

How To Keep The Family In A Family Business

- Deal with selling the business and changing hands
- Learn what to consider before you make a move that could change your family relationships forever.

How Recyclers Are Dealing With The Ever Changing Market

- Taking advantage of the changes which are affecting our industry
- Insight into what other recyclers are doing to grow in today's market.

Rod Gruggen

Partner

BPRW Marketing



What's Old is Good Again! – Using Proven Marketing Methods

- Get a background in marketing, sales management and business development techniques used in various markets
- Learn how to align these practices to your auto parts recycling business

My Site / My Staff – How do I Improve Customer Service?

- Look at the investment your business has in people and property
- Discover in-depth the cost of recruitment, induction and support and how this relates to positive productivity analysis of sales and store staff regarding revenue per activity.

The Next Stage – How do I plan for it ?

- Find out the needs for successful business transition
- Workshop your individual current business structure to meet these needs

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Sandy Blalock

President
Automotive Recyclers Association
USA



Insights from the US Auto Dismantling Industry - Industry Consolidation

- Discover the force that has been impacting the industry in the US; consolidation, and how it has changed the industry.

US Current and Future Trends

- Overview of the impacts and pressures currently facing the auto parts recycling industry in the USA
- Find out how to prepare your business for the inevitable changes in the future.

Peter Fitzpatrick

Chief Executive Officer
MTA WA



The Impact of Climate Change on the Motor Industry

- Find out about the Government's moves and potential reforms regarding Climate Change
- Look at how this will affect the motor industry, specifically auto parts recyclers
- Discover how the industry can cope with these changes and strategies to thrive.

Ray Carroll

Executive Director
National Motor Vehicle Theft
Reduction Council (NMVTRC)



Carsafe Current Developments

- An in-depth look at vehicle safety and car theft, including recent trends
- How the NMVTRC is targeting different areas to reduce car theft across the board
- Strategies and future plans to reduce car theft.

Greg Hatton

Deputy CEO
MTA NSW



A New Government – New Employment Relations

- Find out how the new Labour Federal Government might directly impact your business with regards to Employment Relations
- Learn about the reforms and what they mean on your daily activities
- Work out strategies to deal with changing Employment Relations conditions.

Systems, Communication and Shared Goals Equals Productivity

- Create an employment relations system that is of economic benefit to your business
- Learn how to communicate effectively with staff
- Find out about how the vision and goals of a business and how they are communicated effects staff.