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**DRIVING RECYCLING**



# **2008 APRAA CONFERENCE & TRADESHOW 6TH - 8TH NOVEMBER**

**Novotel Pacific Bay Resort, Coffs Harbour NSW  
+ INTERNATIONAL ROUNDTABLE  
CONFERENCE (IRT)**

**9th - 10th November 2008**

**[www.apraa.com](http://www.apraa.com)**



**REGISTRATIONS CLOSE  
FRIDAY 3RD OCTOBER 2008**

## Chairman's Message



I would like to invite all auto recyclers, their families and staff to the APRAA 2008 Conference. Bob Carle, the Conference Chairperson, with his Conference

Committee and the MTA New South Wales staff are confident this will be a great event, with top class facilities set in a beautiful location.

The Conference has always been an integral part of APRAA history. This event provides an excellent opportunity for all with a passion for automotive recycling to discuss issues, renew friendships and forge new ones. With a climate of unceasing change presenting increasing challenges and opportunities for the automotive recycling industry, I would encourage all involved to make the time to attend this conference. I guarantee you will leave refreshed and inspired.

*Kevin Macauliffe, APRAA Chairman*

## About the Conference

The APRAA Conference & Trade Show is the automotive parts recycling industry's major national event. The Conference attracts business owners and managers from parts recycling businesses around Australia, as well as from several other countries around the globe. Designed to tackle the issues most relevant and crucial to businesses operating in the industry, the Conference is packed full of interesting and relevant keynote speakers as well as holding a Trade Show featuring leading industry suppliers. There is also plenty of time to relax and enjoy Coffs Harbour.

## About Coffs Harbour

Coffs Harbour is a major coastal resort town which is also famous for its bananas and fishing. It is located on Australia's holiday coast, where the mountains meet the sea some 570kms north of Sydney and about 350kms south of Brisbane.

Coffs Harbour is the main regional centre of the Coffs Coast and is a region of green, pristine rainforests; relaxed, friendly towns; a rich history and heritage; a superb string of golden beaches washed by surf; and a spectacular underwater landscape beneath blue Pacific Ocean waters.

Coffs Harbour is the perfect destination to host the National APRAA Conference & Trade Show in 2008.

## Conference Program

	Thursday November 6, 2008	Friday November 7, 2008	Saturday November 8, 2008
8:00		Registrations open	Registrations open
8:30			
9:00		Official Opening	Speaker Session 5a
9:30		Speaker Session 1a	Speaker Session 5b
10:00		Speaker Session 1b	
10:30		Morning Tea	Morning Tea
11:00		Trade Show	Trade Show
11:30		Speaker Session 2a	Speaker Session 6a
12:00		Speaker Session 2b	Speaker Session 6b
12:30	MTA Golf Day Registration opens	Lunch	Lunch
1:00		Trade Show	Trade Show
1:30		Speaker Session 3a	Speaker Session 7a
2:00		Speaker Session 3b	Speaker Session 7b
2:30		Speaker Session 4a	Afternoon Tea
3:00		Speaker Session 4b	Trade Show
3:30	MTA Golf Day Bonville International Golf Course	Afternoon Tea	
4:00		Trade Show	
4:30			
5:00			
5:30			
6:00	Registrations open		
6:30			
7:00	Poolside Cocktail Party & Golf Day Presentation	APRAA Scholarship Fundraiser Auction Dinner	APRAA OneSteel Recycling Awards Gala Night
7:30			
8:00			
8:30			
9:00			
9:30			
10:00			
10:30			

## Conference Fee Structure

### Conference & Trade Show Tickets – Members

- \$660 – 1st Delegate
- \$495 – 2nd and subsequent Delegate
- \$330 – Day Rate

### Conference & Trade Show Tickets – Non-members

- \$770

### Extra Function Tickets

- \$50 – APRAA Scholarship Auction Fundraising Dinner (extra ticket)
  - \$75 – APRAA OneSteel Awards Gala Night (extra ticket)
  - \$35 – Poolside Cocktail Party
  - \$90/day – Partner Program
- (All prices are inclusive of GST)

### Conference & Trade Show Tickets include:

- Entry to the Trade Show
- Entry to the Conference including Speaker Program
- Morning tea, afternoon tea and lunch on Friday and Saturday
- Entry to Poolside Cocktail Party
- Entry to the APRAA Scholarship Auction Fundraising Dinner
- Entry to the APRAA OneSteel Recycling Awards Gala Night

## Keynote Speakers



### **Jim Counts, Counts Consulting USA**

After owning three successful automotive recycling businesses, Jim Counts has 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 several US and international conferences. 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 an integrated understanding of how the industry works. Jim is best known for simple solutions to what often appears to be complex problems and his goal is to change the image of the junkyard and wrecking yard to that of a professional auto and truck recycler.



### **Sandy Blalock, President, Automotive Recyclers Association USA**

Sandy Blalock began her automotive recycling career in 1993 after spending 22 years in the Prosthetic and Orthotic field. Sandy is President of Capos Truck and Auto Parts in Albuquerque, USA, a family owned late model automotive recycling facility. Sandy has been active in ARA for 15 years where she has served on the Government Affairs Committee, New Mexico State Chair and Regional Director. For the last four years she has served on the ARA Executive Committee and is currently President of ARA.



### **Rod Gruggen, Partner, BPRW Marketing**

Rod Gruggen has had over twenty years business experience, and most recently has spent time helping business owners to restructure their organisations to deliver superior sales, customer service and stakeholder value. Rod has specialised in the following areas; Marketing Strategies, Sales Team Management and Training, Customer Service Analysis to improve revenue and loyalty, Business Planning and Budgeting, Strategic Thinking and Implementation and Change Management.



### **Peter Fitzpatrick, Chief Executive Officer, Motor Trade Association of Western Australia**

Peter is in constant demand as a speaker to a variety of audiences who seek him out to motivate and energize them on a range of diverse topics. He challenges his audience, and encourages them to take a visionary approach to complex business, social and personal issues. He draws on his experiences as a military officer, including service with the elite SAS Regiment and 20 years as a CEO to inspire his audience and galvanise them into action instead of sitting on the sidelines when important changes are required.



### **Ray Carroll, Executive Director National Motor Vehicle Theft Reduction Council (NMVTRC)**

Ray was appointed Executive Director of the NMVTRC when it was formed in 1999 by all Australian governments in conjunction with the Insurance Council. During twenty two years with the Victoria Police, Ray served in various areas of criminal investigation and in his later years of service specialised in crime prevention. Ray is also the acting Director of National Parts Code. Australia's successes in vehicle crime reduction have been recognised internationally and in recent years Ray has consulted on national strategy development in Europe, South Africa, Taiwan and the United States.



### **Greg Hatton, Deputy Chief Executive Officer – Policy & Employment Relations, Motor Traders' Association of New South Wales**

Greg has worked with the Motor Traders' Association of New South Wales for over 23 years. He holds tertiary qualifications in industrial relations and occupational health & safety management. He has appeared in numerous Full Bench matters including National Wage Case hearings, represented and defended members in many unfair dismissal matters and was instrumental in securing the first industry employer sponsored superannuation fund (MTAA Industry Superannuation).

## International Roundtable Conference

At the conclusion of the APRAA Conference & Trade Show, the International Roundtable (IRT) Conference will begin. The IRT Conference is a meeting of International Associations and interested groups to discuss international auto parts recycling issues on a broad scale. The IRT Conference will run from Sunday 9th November to Monday 10th November. The discussions will cover several topics brought to the table by auto parts recycling Associations from around the world.

APRAA Conference delegates are welcome to extend their stay in Coffs Harbour and attend the IRT Conference as an observer. If you are interested in attending the IRT Conference, please nominate this on your APRAA Conference & Trade Show Registration Form.

## Partner Program

Bring your wife or partner to holiday in Coffs Harbour with you! A two day Partners Program is available for any women who would like to see the sights of beautiful Coffs Harbour. For further details, please see the enclosed invite. Extra function tickets are also available so that partners can attend the Poolside Cocktail Party, APRAA Scholarship Auction Fundraising Dinner and the APRAA OneSteel Awards Gala Night.

## MTA Golf Day

Voted "the most beautiful golf course in Australia" four years in a row. Situated halfway between Sydney & Brisbane on the beautiful Coffs Coast, Bonville Golf Resort is the ideal location for APRAA members and members of the motor industry to enjoy a day of golf.

Bonville Golf Resort is nestled at the foot of the Great Dividing Range, the Par 72 championship course rises and dips through elegant strands of rainforest, each fairway isolated and private from the next. The great appeal lies in the fact that it will stimulate and challenge golfers of every standard. The golf day will be held on Thursday prior to the conference.



## Accommodation

Accommodation can be secured at the Pacific Bay Resort, the 5 Star venue where the Conference is being hosted. Take advantage of the special conference package room price by booking through Australia Wide Conferences on the APRAA Conference & Trade Show Registration Form. Offsite accommodation is also available.

# Sponsors of APRAA Conference & Trade Show



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Poolside Cocktail Party Sponsor



Keynote Speaker Sponsor



Saturday Luncheon Sponsor



Morning Tea Sponsors

# Exhibitors at APRAA Trade Show



# For further information

## Registrations, accommodation & flights

Australia Wide Conferences (Jon Doland) 02 6654 1104

## Sponsorship, exhibiting, general questions

MTA NSW (Nicole Smith or Sophie Luttrell) 02 9213 4222

## Coffs Harbour Tourism

[www.coffsc coast.com.au](http://www.coffsc coast.com.au)

## Auto Parts Recyclers Association of Australia

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



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Motor Trades Association of Australia



NEW SOUTH WALES



SOUTH AUSTRALIA



WESTERN AUSTRALIA



NORTHERN TERRITORY



AUSTRALIAN CAPITAL  
TERRITORY