

## DRAFT AGENDA

Thursday, 12 Sept	Program
18.00 – 21.00	<b>Welcome Reception &amp; Registration</b> <i>(Drinks and canapés included)</i>
Friday, 13 Sept	Program
8.00	<b>Registration</b>
9.00	<b>Welcome by APRAA and Hollander – Leading the Way, supporting the industry</b> (Richard Dudley, CEO, Motor Trades Association of Australia and Philip Peace – Managing Director, Hollander Parts)
9.30	<b>Key Note – To be announced on Monday 12<sup>th</sup> August</b> Q&A (10 mins)
10.40	<i>Morning tea &amp; Networking (around Sponsor tables)</i>
11.00	<b>Auto Recyclers Association USA – North American experience and lessons for our market</b> (Chad Counselman, Owner Counselman Automotive Recycling LLC, and Incoming President of Auto Recyclers Association, USA)
11.50	<b>APRAA Leads the Way in collaboration with other associations on the Key Issues facing recyclers at a global level</b> (Richard Dudley, CEO, Motor Trades Association of Australia)
12.30	<i>Lunch &amp; Networking (around Sponsor tables)</i>
13.30	<b>Recalls and the opportunity for Auto Recyclers</b> (Chris Daglis, Managing Director, All Auto Recalls)
14.20	<b>Vehicle Manufacturer Forum – A chance for auto recyclers and VM's to work closer</b>
15.00	<i>Afternoon tea &amp; Networking (around sponsor tables)</i>
15.20	<b>Hollander Parts update on the industry's e-commerce solution</b> (Scott Ferguson, Head of Marketing, Hollander Parts)
16.00	<b>eBay sells a recycled part every 8 seconds in the UK – What does this mean for the Australian auto recycling industry</b> (Matt Wilkin – eBay Australia)
16.30	<b>Networking in sponsor room</b>
17.00	Day concludes
19.00	<b>Conference Dinner</b> <i>(Sit down 3 course meal with wine, beer included)</i>

**Saturday, 14 Sept****Program**

8.00 Tea/coffee & Networking

9.00 **Processing vehicles efficiently for PROFIT!**  
(Steve Tapner, Dismantling Solutions)

9.45 **The Interchange Revolution – Data Driving Success**  
(Michael Wray, Global IC Manager, Hollander International)

10.20 **My business online – Tips and Tricks**  
(Peter Butler, Managing Director, Affordable/Hykia Partsworld)

11.10 *Morning tea & Networking (around Sponsor tables)*

11.30 **The Key Performance Indicators that have grown my sales to well over USD\$1million a month – How you can too!**  
(Chad Counselman, Owner Counselman Automotive Recycling LLC, and Incoming President of Auto Recyclers Association, USA)

12.30 **Advances in vehicle technology – opportunity and threat**  
(Philip Peace – Managing Director, Hollander Parts)

13.00 *Lunch & Networking (around Sponsor tables)*

14.00 **Recycler Session to be confirmed**

14.30 **How Hollander is working with its users to enable e-commerce on their own websites**  
(Scott Ferguson, Head of Marketing, Hollander International)

15.00 Conference Concludes

Note - There will also be a permanent training room set up throughout the conference where you can go and receive hands on training on all aspects of Pinnacle from our technical support team.