

FADRA

NEWS

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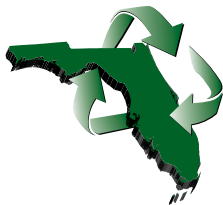
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FADRA **NEWS** Issue 1, 2013

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Changes & Opportunities!



By Jim Butler, Butler Auto Recycling

Our organization is going through some big changes as we move into a new era. We had a very difficult and interesting legislative session as we worked down to the wire to fight off the Total Loss Amendment. We also held our first Yard Expo at my yard

in April, which went beyond expectations. And after a 32-year association with Crow-Segal Management, we have gone to independent management with Executive Director Kim O'Dell.

I will let Kim talk further about the management situation in her column, but I will say that we are excited to continue working with Kim as she establishes her own management company. She has been a wonderfully organized and creative manager for our group, and she will now have more time to devote to FADRA. We are working to modernize the organization's communications and member services as a new generation of leaders comes to the fore.

Our Legislative Days event in March once again bore much fruit. We had a tough battle in the Legislature this year over the amendment to change the 80% threshold and the Tire Bill. We have spent five years going to Tallahassee as a group, and individual members have contact their legislators locally, and those efforts have paid off. I have found that legislators listen to us as business owners more than they do lobbyists, and when we need to contact key people on committees, they recognize us from past discussions and listen carefully to what we have to say. One only has to look at our neighbors in Alabama, which doesn't have an organized association. When they do approach the legislators, they have no prior relationship or track record, and the net result has been bad for recyclers. Even if you don't come to Tallahassee (and we'd like more members to do so), make sure you contact them locally. They love coming on yard tours, and you can sometimes get some good press locally.

We also had a Yard Expo at Butler Auto Recycling. I really appreciate that so many association members

came to our neck of the woods here in Pensacola. We had recyclers from Alabama and Mississippi, and Florida members came from all the way over in Cocoa, St. Augustine, and Jacksonville to join us. We also had J.C. Cahill fly down from Boston to speak. We were very honored that we were chosen to do the first one and it gave us a lot to work toward. We really had no idea what to expect, and we planned as best we could, but unlike Field of Dreams, we don't really know "If you build it, they will come." The Yard Expo turned out to be a success beyond our wildest dreams, and I am excited to work on future events.

We are very close to the 2013 FADRA Annual Convention. The hotel in Bonita Springs, Florida, near Ft. Myers, is truly stunning, and we once again have an excellent program lined up for you. We have one of the very best annual meetings in the country for our industry, so please take the time to sign up now and attend on July 25-28. The idea sharing with peers, education, and trade show are of enormous value.



Calendar

July 25-28, 2013

FADRA Annual Convention
Hyatt Regency Coconut Point
Coconut Point, FL
Room Reservations: 888-421-1442

November 6-9, 2013

ARA Annual Convention
Sheraton Downtown & Convention Center
Phoenix, AZ
Hotel Registration: 888-385-1005
Info: www.araexpo.org



Executive Directors Report

By Kim O'Dell, CMP, Executive Director

I hope everyone is having a wonderful Summer! There is much on which to bring the membership up-to-date that's transpired in the first quarter of the year.

Legislative Days in Tallahassee was another great success! We've become "old friends" with many of the legislators, and they've come to know us by our first names and the organization we represent. I can't tell you how important this is, and what an asset this is to our members, and to all auto recyclers throughout the State. Each of us has a voice, and when you join forces and arrive as a united group, they can't help but take notice, and they do!

Legislative Chair Steve Holland is a Rock Star in Tallahassee, and each of us should thank him personally for all of the work and hours he gives to protect and defend the policies and businesses of ALL Auto Dismantlers and Recyclers in the State. This goes for the entire FADRA Legislative Committee!

FADRA's First Yard Expo at Butler Auto Recycling in Pensacola was another great success. We had yards from throughout Florida, and yards from Alabama and Mississippi also made the trip. The Yard Tour, Barbecue, Educational Session, and Vendor Displays were all fantastic. We plan to make this an Annual Event and rotate the Yard Expo around the state each year. If you are interested in hosting the 2014 FADRA Yard Expo, please contact me or Tim McMillon. We would love to hold the Expo sometime in the Spring, and FADRA will help you put it all together!

FADRA's Management Office has moved.

On May 8, FADRA relocated its management office. The new mailing address is:

FADRA, P.O. Box 770070
Winter Garden, FL 34777.

Phone 407-614-8354, FAX: 407-614-8357.

I, along with Bobby Davis and other support team members, will continue to provide the organization with dedicated service. Please update your contact and mailing information to reflect these changes. You can always reach me directly at kim@fadra.org.

2013 FADRA Convention & Trade Show

There is still time to register for this year's convention!

You can save a little \$\$ by pre-registering for the Convention, or you can always register onsite. We have an outstanding line up of speakers including, Eric Schulz, DJ Harrington, John Spoto, Rian Garner, and many others. Vendors from throughout the US have confirmed their participation at this year's convention. This, along with several great social events, will provide you with that all-around great convention experience you've come to expect from the FADRA Convention! Oh...I don't want to forget to mention our Fishing Excursion on Thursday afternoon. This is open to everyone, including children. This is a backwater fishing trip, so no need to worry about encountering any rough seas!

The fishing registration form, along with all of the information on the 2013 FADRA

Convention can be found on our website: fadra.org.

Please also note that the Hotel Room Rate of \$139.00 is good until July 1, 2013. The hotel phone # and a link to book your hotel room is available on the website.

We look forward to seeing you next month at the Convention!

More Info Pg 10



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THE CONNECTION

FADRA Legislative Days: Struggling in the Political Pit Pays Off

By Bobby Davis, Editor

As set forth in the Florida Constitution, the Legislature convenes beginning the first Tuesday following the first Monday in March and lasts no longer than 60 days. For 2013, the Session began March 7 and concluded on May 3. About 15 FADRA members went to Tallahassee on March 19-20 for a Board meeting, legislative briefing and dinner, and to meet with about 30 state Senators and Representatives. There were many new faces among the legislators we visited, and your team did a great job educating them about our issues and representing the association.

During the 2012 Session, all House and Senate districts were redrawn due to constitutionally required reapportionment, which occurs once every 10 years. As a result, all 160 state House and Senate seats were up for election. In the 2012 election, 11 House and 11 Senate members were prohibited from running for reelection due to term limits. Further, 12 House members resigned from their House seats to run for the state Senate. At the conclusion of the election, 76 Republicans and 44 Democrats were elected to the House, and 26 Republicans and 14 Democrats were elected to the Senate. Thus, the Republicans did not maintain their supermajority in either Chamber.

At the statewide level, the Governor and Cabinet were not up for election in 2012. They will all be up in 2014.

There were several high-profile issues considered this Session. Both House Speaker Will Weatherford and Senate President Don Gaetz made ethics reform a priority issue for the Session, and one of the laws passed political spending committees called Committees of Continuous Existence, or CCEs, run by leading Florida lawmakers. They also barred lawmakers from taking lobbying jobs for two years after they leave the Legislature.

FADRA had its own very active Session for FADRA this year. Legislative Chair Steve Holland, lobbyist, Trevor Mask, and others had been working with lawmakers and other interested parties on possible changes to the total loss threshold set forth in chapter 319.30, Florida Statutes. Also, legislation was filed that would require age disclosure on the sale of used tires. Thanks to the

help of FADRA members, we were able to defeat both these proposals in prior years. Once again, LKQ lobbyist Ray Colas joined us for our meetings and spend a lot of time with Steve and Trevor negotiating with legislators on these important bills. Lamb Fuels Cynthia Pollard also came down from Atlanta to join us and help represent FADRA.

We met with key members of the House Transportation Committee and Economic Affairs Committee such as Frank Artiles, Lake Ray, Heather Fitzenhagen, and Jake Raburn. We also met with Senate Transportation Committee members Jeff Brandes, Gwen Margolis, Greg Evers, Arthenia Joyner, Tom Lee, and Garrett Richter. Jim Seamans renewed acquaintances with the Senator from his district, Lizbeth Benacquisto, and other members did the same. March 20 was a long day pounding the marble floors of the Capitol, but members were engaged and respectful during our conferences. Those relationships paid off later when, toward the end of session, our legislative team had to engage in deep discussions about compromise or pushing forward with the Total Loss bill.

Legislative Days is also a time for the members to enjoy themselves. We had a great dinner at the Hotel Duval, a fairly new hotel whose restaurant has a beautiful view of the city at night. AutoData Direct sponsored our meal, and we got to meet several members of their team, who are tremendously gracious and supportive of the auto recycling industry. A couple of legislators came over to visit and speak informally with FADRA members, once again cementing relationships.

If any members want to get more involved and see the legislative process firsthand, please make sure you answer when the word goes out next year for 2014 Legislative Days. Whatever assumptions you have about politics or the people involved, you will find the experience eye-opening.



FADRA Yard Expo Brings Education to the Members

By Bobby Davis, Editor

The FADRA Board has been talking for some time about how to have regional meetings throughout Florida to bring some education and make connections with members and non-members where they live. After a lot of discussion about how it should be structured, who should be invited, whether or not we should have speakers, and other compelling issues, we made FADRA President Jim Butler our guinea pig and held our first FADRA Yard Expo at Butler Auto Recycling in Pensacola. We learned some dos and don'ts, but overall it was a resounding success.

We knew that Jim had to travel a long way to get to FADRA Board meetings and conventions in the main part of the state, but FADRA Executive Director Kim O'Dell and I learned first-hand what a long trip it is to Pensacola from Orlando! We went there during Legislative Days to scope out the meeting space and gained new appreciation for Jim's willingness to travel. But it was also fun for us to see a new area, although our first choice of hotels took us to an area of the city we didn't really want to see. We found more pleasant accommodations, though, and worked with Jim on where the vendor tables would go, where the speaker would speak, what kind of refreshments we would have, how we would manage registration and the tour around the yard. Jim and his team also had quite a bit of work to do to clean out the space we had set aside, but on the day of the Expo, the warehouse area was perfect. The sound worked and the DJ played a variety of music with an automotive theme, speaker J.C. Cahill got there on time, our vendors came in early to set up their materials, and Jim's staff smoothly led attendees on a tour of their very impressive yard. Even the weather cooperated: we had a cool, breezy, sunny day.

Attendees came from as far as Jacksonville (Bob Eubanks), Titusville/Cocoa (Tim McMillon and Shan Lathem), and Everett Rigsby of Zephyrhills put in a surprise appearance. He looked healthy and happy and had a great time talking to some old friends. Joe Hines and his son came over with six employees from St. Augustine. Counselman's from Alabama brought 10 people, and a couple of other Alabama yards sent

people, and a few local Pensacola members also joined in. Jim has talked up FADRA in his area for many years, and it was a good opportunity for some who haven't been that active in the association so see our education and fellowship first-hand. Kiker's U-Pull-it of Pensacola sent four people, while other locals such as University Auto Recycling and Emerald Coast also came out to support Jim and FADRA. Both employees and owners came to the event and came away with a lot of great ideas.

We had 11 vendors take tables: Hotlines, Rebuilders Automotive Supply, Buddy Automotive Supply, Lamb Fuels, Al-jon Manufacturing, Car-Part.com, Brock Supply, MCI Cores, Nasco, Seda Environmental, Cotaco Creek, and Insurance Auto Auctions.

J.C. Cahill, our lead speaker at last year's FADRA Convention, flew in from Boston and once again did a marvelous job. He actually kept to his 90-minute time limit, providing a sort of "greatest hits" of his best ideas for improving sales and organization, and the attendees listened carefully and asked a few questions. He also spoke privately at tables with several people who wanted to learn more. We had Senator Evers' legislative aide speak to us for a few minutes, and another legislator spoke via conference line, while Steve Holland came on to summarize the recent legislative session. Attendees got a long break to tour the yard, warehouse, and dismantling area, and also spent a lot of time visiting with the suppliers who came to Pensacola for a new opportunity to meet some existing and new customers. To finish up, we had a casual barbecue and ice cream social. We had planned to have music and dancing afterwards but people left after the food and seemed very satisfied that our action-packed day was enough. Tim McMillon almost got to drive Jim's enormous military transport vehicle, The General, but that will have to wait for another visit.



Defense Wins Championships

In sports, the old adage is that “defense wins championships.” In politics, the same can be true. During the 2013 Legislative Session, FADRA faced a barrage of legislative proposals that could have been detrimental to the salvage industry. Fortunately, thanks to hard work of your association, we were able to defeat all those proposals.

I would like to give a special thanks to Jim Butler, Brad Lewis and Steve Holland for their active participation this Session. Jim and Brad took time out their busy schedules to come to Tallahassee and testify before legislative committees on behalf of FADRA fighting these bad proposals. So, just what were these bad ideas?

The auto auction industry proposed to eliminate the 80% threshold establishing a total loss vehicle. They proposed replacing the bright line test with a vaguely worded standard for “non repairable vehicles” that could put severely damaged vehicles back on Florida’s roads and highways. This language was contained in the Department of Highway and Safety Motor Vehicle legislative packages (Senate Bill 1458 and House Bill 7125). FADRA successfully, had this language removed during the committee process and continued to fight efforts by the auction industry to reinsert the language.

We could not have achieved this success without the support of many key legislators. Senator s Tom Lee and Jeff Brandes were instrumental in removing this language in the Senate Bill. On March 26, they each filed amendments in the Appropriations Subcommittee on

Transportation, Tourism, and Economic Development to strip the bad language out of the bill. Senator Lee was especially helpful with his advocacy against the proposal. On April 16, Representative Tom Goodson filed an amendment to the House Bill stripping the bad language in the House Economic Affairs Committee meeting. Representatives Jimmy Patronis, Doug Broxson and Alan Williams were also staunch supporters of our position.

FADRA was also very busy this Session opposing a proposal that would prohibit the sale of “unsafe” used tires. Under the guise of public safety, this bill would have substantially restricted the sale of any used tire without restricting its installation. Further, any business guilty of selling an “unsafe” used tire would be subject to substantial civil penalties under the unfair and deceptive trade practice act. The proposal was in Senate Bill 1588 by Senator Greg Evers and House Bill 485 by Representatives Jason Brodeur and Mike LaRosa. The language was also placed in the Department of Transportation package (Senate Bill 1132). We were successful defeating all of these proposals. Further, Senate Brandes filed an amendment removing the tire language from the Transportation bill.

The 2013 Regular Legislative Session adjourned sine die at 7:16 PM on May 3, 2013. For members of FADRA, this year means business as usual for your company as no harmful legislation passed in the legislature. Again, a special thanks to all the association members who either came to Tallahassee and/or contacted their local legislators during the Session to discuss these important matters.



You are invited to attend the 50th Wedding Anniversary of

Paul “Butch” and Donna Thompson

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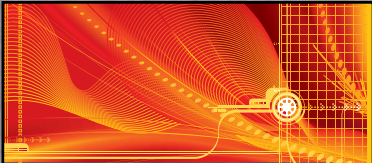
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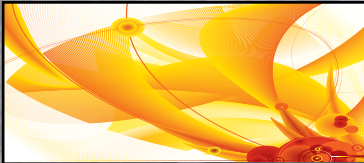


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July 25-28, 2013

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FADRA

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2013 Seminar and Event Schedule

THURSDAY, JULY 25

1:00 – 5:00 PM	FADRA Fishing Excursion
2:00 – 5:30 PM	FADRA Board of Directors Meeting
3:00 – 6:00 PM	Attendee & Exhibitor Registration Opens
6:30 – 9:30 PM	FADRA Fiesta Welcome Event – Poolside

FRIDAY, JULY 26

8:00 AM – 6:00 PM	Attendee Registration Open
9:35 – 10:45 AM	Keynote Speaker Eric Schulz, aaa Auto Parts.
10:45 – 11:00 AM	Refreshment Break
11:00 AM – 12:00 PM	Protecting Your Business and Assets in today's Marketplace
12:00 – 1:15 PM	Lunch provided by FADRA
12:00 - 1:15 PM	Women of the Auto Recycling Industry Luncheon
1:30 – 2:30 PM	Don't short yourself on vehicle purchasing. Covering Full and Self Service issues
2:30 – 3:30 PM	Choosing Employees for Certain Duties and Training Process
3:30 – 3:45 PM	Ice Cream Break
3:45 – 5:00 PM	Secrets of Engagement Marketing
5:00 – 6:15 PM	Ask the Experts Panel - Insurance, Quality Control, and Body Shop issues.
6:15 – 9:15 PM	Exhibit Hall Grand Opening
9:15 PM – 10:00 PM	President's Sponsor Recognition Reception
9:15 PM – 12:00 AM	FADRA Hospitality Suite for All Attendees

SATURDAY, JULY 27

8:30 AM – 5:00 PM	Attendee Registration Open
9:00 – 10:30 AM	Self Service Round Table Discussion
9:00 – 10:30 AM	Internet & Ebay Sales Processing & Service
10:30 AM – 12:45 PM	Brunch in the Exhibit Hall
12:45 – 1:45 PM	FADRA General Membership Meeting
1:45 – 2:00 PM	Refreshment Break
2:00 – 3:15 PM	Changing Automotive Industry Through Advanced Technology
3:15 – 4:30 pm	The Perfect Blend: Electronic and Personal Relationships
5:00 – 5:30 PM	Special Membership Drawing
7:00 – 10:30 PM	FADRA 2013 Prom Extravaganza Banquet

SUNDAY, JULY 28

8:00 – 9:00 am	FADRA Prayer Breakfast with Jim Seamans
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