

ARNE SUMMIT & EXPO

NOVEMBER 5–7, 2026 • OFFICIAL AGENDA

THUR, NOV. 5, 2026

throughout day	Arrivals
1pm - 4pm	Vendor Set-up
5pm - 9pm	Gears, Beers & Peers Gears, Beers & Peers is the can't-miss kickoff to the Expo—where the automotive recycling industry comes together to connect, unwind, and get energized for the days ahead. Join fellow recyclers, vendors, and partners for an evening of great conversations, new connections, and familiar faces—all in a fun, relaxed atmosphere. Grab a drink, enjoy light bites, jump into interactive activities, and start building the relationships that drive your business forward. This high-energy reception sets the tone for a powerful show experience—sparking ideas, strengthening partnerships, and bringing the industry together like never before.

FRI, NOV. 6, 2026

7:30am	Registration Open
7:30 - 8am	Prayer Meeting
8am - 9am	Annual Board Meeting
9am - 10:30	The Future is in This Room <i>Bill Tolpa - Audience driven discussion</i> What if the best ideas in the auto recycling industry aren't on a stage — they're sitting in the seats? At this year's ARNE opening session, The Future Is in This Room, we're flipping the script. No keynote. No lecture. Just an honest, high-energy conversation guided by the people who live and breathe this business every day — owners, operators, vendors, and the next generation of leaders already reshaping what's possible. We'll dig into EVs, AI, workforce, sustainability, and the kind of industry growth that lifts everyone. Come ready to talk, because this session only works if you show up.
10:40 - 11:30	Your Word Is Your Brand: Trust as a Growth Strategy <i>Rob Rainwater (Moderator); Matt Brown, Casey Cornell , others TBD</i> In the automotive recycling industry, reputation matters. This session explores how trust, integrity, and strong relationships can become powerful drivers of business growth. Learn how honoring commitments, building meaningful connections with customers and peers, and fostering a reputation for reliability can create opportunities, strengthen partnerships, and generate long-term success. In an industry built on relationships, your word isn't just your reputation - it's your most valuable asset.
11:40 - 12:30	How AI Is Reshaping Auto Recycling <i>Pat Heusers/PAMS, Brian Kroll/URG, Kirk Monger (Moderator)</i> Explore how artificial intelligence is transforming the automotive recycling industry—from smarter inventory management and parts identification to streamlined operations and improved profitability. This session will highlight real-world applications, emerging tools, and practical ways recyclers can leverage AI to stay competitive in a rapidly evolving marketplace.

12:30 - 3pm	Lunch & Learn: Tools, Tech, and Partners Driving Your Business ARA highlights - what's new, University, etc.; Vendor highlights
3pm - 3:45pm	Motivate, Retain, Grow: Rethinking Pay Plans for Today's Workforce <i>TBD</i> Attracting and keeping great employees in today's market requires more than a standard pay structure. This session explores how automotive recyclers can rethink compensation—blending wages, incentives, and performance-based rewards—to motivate teams, reduce turnover, and drive long-term growth. Learn practical strategies to build pay plans that align with your business goals and today's workforce expectations.
3:45 - 4:30pm	From Chaos to Clarity: EOS for Automotive Recyclers <i>Dave Borland</i> Running a successful automotive recycling operation requires more than great inventory and strong sales—it requires a business system that keeps everyone moving in the same direction. Explore how EOS helps recyclers create structure, establish accountability, build stronger teams, and ensure the right people are in the right roles. Learn why companies across the industry are adopting EOS to improve performance, solve issues faster, and position themselves for long-term success.
6pm - 9pm	Evening Dinner/Auction

SAT., NOV. 7, 2026

7:30 - 8am	Prayer Meeting
8am - 9:30	Breakfast with Vendors
9:30 - 10:20am	General Session: Old Industry, New Playbook: The Courage to Change <i>TBD</i> Automotive recycling has long been built on proven practices—but today's market demands a new approach. This session challenges recyclers to rethink the way they operate, from technology adoption and process improvement to culture and leadership mindset. Explore what it takes to break from “the way it's always been done,” embrace change with confidence, and position your business for long-term success in a rapidly evolving industry.
10:20am - Noon	Vendor Breakdown
10:30 - 11:20am	Breakout: QC-Inventory/Dismantle <i>Mike/Buddy, Joe/Tolpas, Nick/Fenix</i>
10:30 - 11:20am	What Gets Monitored Gets Managed <i>TBD</i> In today's data-driven environment, successful automotive recyclers know that what gets monitored gets managed. This session breaks down the key performance indicators (KPIs) and metrics that matter most—from inventory turns and sales conversion to parts pricing and yard efficiency—and shows you how to track, interpret, and act on them. Learn how to turn everyday data into actionable insights that improve decision-making, boost profitability, and give your operation a competitive edge.

11:30am - 12:20pm	Find It Fast, Sell It Faster: Mastering Part Identification with PartOutPro <i>Tristan Hadley</i> Learn how PartOutPro helps recyclers accurately identify and list the right parts every time using VIN-based build sheets, OEM diagrams, and part number matching. This session will show how to reduce guesswork, minimize returns, and improve buyer confidence by ensuring each listing is backed by the correct data. Discover how better part identification leads to stronger listings, higher conversions, and more efficient operations on eBay.
11:30am - 12:20pm	Breakout: QC-Prepping/Shipping <i>Mike/Buddy, Joe/Tolpas, Tad/Colvetts, Nick/Fenix</i>
12:25 - 1:30pm	Networking Lunch & Awards
1:40 - 2:30	Breakout: Make It Stick: Creating Customer Experiences That Win <i>Rob Rainwater (Moderator); Joseph Venturella/PMR; Tommy Stearn; Katie Saxton; Greg Garritano</i> In a competitive automotive recycling market, great pricing and inventory aren't always enough—customer experience is what closes the sale and keeps buyers coming back. This session focuses on how to create memorable, consistent interactions across every touchpoint, from the first call to final delivery. Learn practical sales strategies to build trust, improve communication, and turn one-time buyers into loyal customers who choose your yard again and again.
1:40 - 2:30pm	Breakout: Safety <i>Kirk Hartog</i>
2:40 - 3:30pm	General Session: Developing Future Auto Recyclers <i>Aaron Wilbert & Tyler Petrie</i>
3:30 - 4pm	Closing Announcements, Cocktails & Prize Drawings
Afternoon	Departures or Enjoy the area with your family.