



AGENDA

FRIDAY APRIL 1, 2022

Foyer	7:00 am - 9:00 pm	REGISTRATION OPEN	
Hazel McCallion Ballroom	8:50 - 9:00 am	Welcoming Remarks	Steve Fletcher, OARA
	9:00 - 9:15 am	State of the Industry	Greg Woodbeck and Steve Fletcher, OARA
	9:15 - 10:15 am	Buy or Die: A comprehensive look at the ramifications of not buying, the proper way to determine the buying budget	Profit Team Consulting
Foyer	10:15 - 10:30 am	Coffee Break – sponsored by URG	
Hazel McCallion Ballroom	10:30 - 11:15 am	How to keep Positive in a world upside-down	Panel discussion featuring top auto recyclers
	11:15 - 11:30 am	CFIB look at the Ontario economy and regulatory landscape	Michael Kirwin, CFIB
	11:30am - 12:15pm	The 7 Line Profit & Loss Statement: A simple way to look at the monthly P&L to spot trouble areas	Profit Team Consulting
	12:15 - 12:30 pm	Compliance/enforcement activities relating EASR for end-of-life vehicles	Jatin Patel, Ministry of Environment, Conservation and Parks <i>(invited)</i>
Graydon Hall	12:30 - 8:00 pm	TRADE SHOW OPENING AND LUNCH Sponsored by eBay Motors	
South Studio 2	2:00 - 3:00 pm	ProgiPix/ProgiParts Meeting <i>(auto recyclers only)</i>	
Graydon Hall	5:00 - 8:00 pm	RECEPTION IN THE TRADE SHOW Sponsored by Techemet and ELV Select Equipment	 
Hazel McCallion Ballroom	7:30 pm - 12:00 am	FUNDRAISER FOR OARA EMPLOYEE SCHOLARSHIPS Enjoy auctions and casino gaming Sponsored by eBay Motors	

SATURDAY APRIL 2, 2022

Hazel McCallion A	7:30 - 8:30 am	OARA Direct Member Breakfast									
Hazel McCallion B/C/D	8:30 - 10:00 am	OARA Annual General Meeting									
South Studio 1/2	9:00 am - 12:00 pm	TECHtalks with data vendors }	<table border="1"> <tr> <td>South Studio 1</td> <td>9:00 - 11:30 am Hollander - Powerlink and Production Management; eBay integration, store setup and Q&A with eBay Motors</td> </tr> <tr> <td>South Studio 2</td> <td>9:00 - 10:00 am Car-Part - CPI+ for Checkmate & non-Checkmate yards Smartlist for Checkmate yards & Additional Checkmate Enhancements</td> </tr> <tr> <td></td> <td>10:10 - 11:00 am EZ Suite - See the latest developments and ask the experts how various EZ solutions fit your business</td> </tr> <tr> <td></td> <td>11:10 am - 12:00 pm Buddy Automotive - Check out all the new Buddy features</td> </tr> </table>	South Studio 1	9:00 - 11:30 am Hollander - Powerlink and Production Management; eBay integration, store setup and Q&A with eBay Motors	South Studio 2	9:00 - 10:00 am Car-Part - CPI+ for Checkmate & non-Checkmate yards Smartlist for Checkmate yards & Additional Checkmate Enhancements		10:10 - 11:00 am EZ Suite - See the latest developments and ask the experts how various EZ solutions fit your business		11:10 am - 12:00 pm Buddy Automotive - Check out all the new Buddy features
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Hazel McCallion A	10:00 - 10:15 am	Coffee Break Sponsored by URG									
Hazel McCallion B/C/D	10:15 - 10:45 am	E-Commerce: The Past, Present and Future	Profit Team Consulting								
	10:45 - 11:00 am	The new 3R's: Re-evaluating, Re-thinking and Re-inventing Your Business	Amanda Morrison, URG								
	11:00 - 11:30 am	QC Counts: Boost Your Core and Catalytic Converter Profitability	Paul "Core Hunter" D'Adamo, RAS Cores								
	11:30 am - 12:15 pm	Sales Management Basics: Keys to monitor, measure and grow sales	Profit Team Consulting								
Hazel McCallion A/B/C/D	12:15 - 1:30 pm	INDUSTRY RECOGNITION LUNCHEON									
South Studio 1	1:30 - 4:00 pm	Sales School with Profit Team Consulting: Take a deep dive in to the sales basics, warranties, role playing, and the keys to be a professional used parts salesperson									