



**FOR IMMEDIATE RELEASE: 8/21/12**

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## **ServNet Auctions Building a Bright Future**

**by R. Charles Nichols  
President, ServNet  
President and Owner, BSC America**

The U.S. may not be out of the economic woods yet, but ServNet Auctions see progress in the market and continue to lay the groundwork for a bright and productive future.

The market environment at ServNet auctions around the country continues to be dynamic. Our auctions are reporting an increase in vehicles crossing the block, and more dealers in the lane to buy them. They continue to attract the business of new national accounts as well as local financial institutions and auto dealers, and they are building and improving facilities in order to provide the highest levels of service to their customers. These are all signs not just of a growing market, but of ServNet's commitment to the industry and an optimistic outlook for the future.



**R Charles Nichols  
President, ServNet**

In the last 18 months alone, ServNet has welcomed seven new member auctions to the group: El Paso Independent Auto Auction (El Paso, TX), Plaza Auto Auction (Mt. Vernon, IA), Brasher's San Jose Auto Auction (San Jose, CA), Nebraska Auto Auction (Lincoln, NE), Cocoa Auto Dealers Exchange (Cocoa Beach, FL) and Sanford Auto Dealers Exchange (Sanford, FL). Other ServNet auctions have completed significant capital improvements, including new recon facilities at Pittsburgh Independent Auto Auction and DAA of the Rockies, a new inspection facility at State Line Auto Auction, the addition of two auction lanes at Missouri Auto Auction, and an all-new facility for the specialty sales at BSC America's Bel Air Auto Auction.

ServNet auctions as a group have also experienced ongoing success and are laying the groundwork for future advances by embracing the innovative, technology offered by AuctionPipeline. We

are eagerly looking forward in the months ahead to the new tools that will become available as a result of AuctionPipeline's alliance with Auction Edge, which effectively brings AuctionPipeline, ASI and Auto Lookout together under one umbrella. The opportunity for a single connection to all three portals will have a far-reaching impact on the way ServNet auctions connect with their customers and bring buyers and sellers together in the auction lane.

Now thirty members strong, ServNet auctions are a vital influence on the marketplace, in all regions of the country. Actively involved in day-to-day operations at their facilities and with decades of experience behind them, ServNet's auction owners are poised to make changes quickly, responding to new customers and the requirements of an ever-changing market. Mine is not a new message, but it is one that bears repeating: ServNet auctions continue to offer superior opportunities for buying and selling vehicles at auction.