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Henry Stanley Lauded as Remarketer of the Year

Bobit Business Media and *Vehicle Remarketing Reporter* presented the 2012 Remarketer of the Year award to Henry Stanley, owner of Carolina Auto Auction and Indiana Auto Auction, at the recent Conference of Auto Remarketing (CAR 2012) at Caesar's Palace in Las Vegas. According to *Vehicle Remarketing Reporter*, a number of factors are considered in determining the award recipient. The award qualifications include:

- Implementing and encouraging the use of best practices
- Creating, embracing and implementing industry innovations
- Moving the industry forward with professionalism
- Willingly sharing expertise and skills to advance the industry
- Participating in industry associations and groups
- Serving as mentor and/or role model

"It is thrilling to receive this recognition from the remarketing community," Stanley said. "I'm proud to be part of this industry, and am determined to continue spreading the message that the auto auction offers the best and most efficient way to remarket vehicles."

"I am particularly grateful for the commitment and support I receive from our auction general managers, Tommy Rogers and my son, Eric Autenrieth, along with our fleet/lease managers at both facilities, Sal Terranova and Jeff Aisel," Stanley went on to say. "They share my determination to offer the very best service to our customers, and they have proved year after year that our auctions have what it takes to lead the market."



Mike Antich (right) presented Bobit Business Media's 2012 Remarketer of the Year Award to Henry Stanley, owner of two ServNet facilities: Carolina and Indiana Auto Auctions.

Stanley began his career in the auction industry in 1960 when he went to work as a ringman for the Capital Auto Auction in Columbus, Ohio. He advanced to auctioneer before purchasing the auction in 1969. After renaming it the Ohio Auto Auction, Stanley and his wife, Patty, sold the auction to GE Credit and in 1987 retired to Florida. Stanley couldn't cure himself of auction fever, however, and after a year of sun and golf, he and Patty bought the Fort Knox Auto Auction in 1990, renaming it the Carolina Auto Auction. In 2007 the Stanley auction family expanded with the purchase of the Indiana Auto Auction in Fort Wayne, IN. Over the five decades he has spent in the business, Stanley has spent a significant amount of time on the auction block, selling more than one million vehicles.

Stanley has also given much back to the industry, serving as president of the NAAA from 1999 to 2000. As the Association's leader, he worked to advance Internet communications and to standardize forms and policies. He has also been an avid supporter of the NAAA's Warren Young Sr. Foundation, not only working hard with Patty in establishing the scholarship fund, but also founding two of its annual scholarships. The Stanleys' commitment to the industry has more recently continued with key sponsorship and support of the newly formed Auction Academy, which is designed to train the next generation of auction leaders.

Over the years, Stanley's auctions have been frequently cited for superior performance by the national remarketing community. Since 2005, Carolina Auto Auction has been named top auction in the nation five times for BB&T and five times for FISERV/RSA. Wheels has recognized Carolina Auto Auction as a Regional award winner on three different occasions, and the auction has received regional awards from Donlen and Santander Consumer. In its first year of eligibility, Indiana Auto Auction placed second in RSA's rankings in 2011, following up in 2012 as No. 1 in the nation. In 2012, Carolina Auto Auction was also named Auction of the Year by Donlen, as well as the top auction in the region by ARI. The Indiana Auto Auction was recognized as a top auction nationally by Emkay.