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## **Jeff Barber Named Remarketer of the Year**

Jeff Barber, owner of State Line Auto Auction, was named the Remarketer of the Year at the 2014 Conference of Auto Remarketing (CAR). The award is sponsored by Bobit Business Media, which determines each year's award winner based on the following criteria:

- Implemented and encouraged industry innovation.
- Moved the industry forward with professionalism and the highest standards
- Willingly shared expertise and skills to advance the industry
- Participated in industry associations and groups
- Served as a mentor and/or role model in developing the next generation of remarketing professionals.

"Jeff has been an innovator in the auction industry, ready to endorse new ideas and concepts," said Antich, associate publisher/editor at Bobit Business Media and CAR Conference Chair, who presented the award. "A founding member of ServNet when it was organized in 1988, Jeff demonstrated industry leadership in endorsing a vision that would extend the scope of independent auctions, building a national footprint via a national auction consortium. He continues to demonstrate that vision and leadership in helping to educate and mentor the next generation of auction leadership with his support of the Auction Academy."

"I join with all the ServNet auction owners in congratulating Jeff on receiving this much-deserved recognition," said ServNet President Patty Stanley. "Jeff has spent a lifetime exemplifying the values and characteristics that define the essence of this award. We have long admired his willingness to share his skills and expertise to help advance the industry, and the time he takes to instill those same values in the next generation of auction leaders."



**Mike Antich from Bobit Business Media Presents the Remarketer of the Year Award to Jeff Barber, owner of State Line Auto Auction.**

"We are also thrilled to see the Remarketer of the Year Award go to yet another member of the ServNet auction family," said Stanley, noting that Barber is the fourth ServNet auction owner to receive the Remarketer of the Year Award since 2010. Previous winners include her husband, Henry Stanley, Dave Angelicchio and Bob McConkey.

"I am so fortunate to be in a family business that is part of a great industry," said Barber in accepting the award.

State Line Auto Auction was founded by his parents, and the Barber family legacy continues, as Jeff works with his wife Jean, and now three of their four children, at the auction. Their eldest daughter is an attorney in Washington, DC.



Jeff Barber and his wife, Jean, with children Bethany, Paul and Emily, who graduated from Auction Academy's Next Generation Class.

"All of our children grew up working at the business as youngsters, and I joke that they learned the auto auction business from sitting at our dinner table every night," said Barber, noting that Beth, Emily and Paul were all part of Auction Academy's inaugural Next Generation Class, which also graduated during the CAR Conference. "The diversity of skills they bring to the auction is very valuable. They're all involved in different disciplines, they all know how to work, and they also work well together, making my wife and me very proud."

Barber also acknowledged his larger auction family at State Line Auto Auction, which he credits as being essential to his success. "Like all businesses, we depend on our people to provide the proper service to make us successful, and I have been very blessed to be surrounded with GREAT people," said Barber. "I'm not kidding when I say that I get all the credit and my people do all the work."

"The remarketing industry is a very vibrant and vital way of life, and the auction portion of this activity is absolutely great for me to be involved with," said Barber. "I've loved cars since I was a kid, and I've always enjoyed interacting with people. My wife is fond of saying that when I got into the auction business, it was a match made in heaven. I couldn't agree more: I've been a very VERY lucky guy to do what I've enjoyed so much for so many years."

The ServNet Auction Group is a network of America's best strategically located independently-owned wholesale auto auctions. Since 1988, ServNet member auctions have been working together to provide a full range of remarketing services to its customers, including the best auctioneers, inspections, reconditioning, transportation assistance and inventory financing. The ServNet Auction Group is managed by TPC Management with headquarters in Franklin, TN.