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ServNet Owners Gather in Waverly, NY for their Fall Owners' Meeting

Owners of the 31 ServNet Auctions gathered in Waverly, NY for the group's Fall Owners' Meeting on October 23rd, 24th, and 25th. The meeting was hosted by the Barber family at State Line Auto Auction, one of the founding members of the ServNet Auction Group. State Line Auto Auction is moving into its third generation of ownership and management, with three of Jeff and Jean Barber's children – Emily, Beth and Paul – all active in the business.

"This year's meeting was outstanding," stated ServNet President, Patty Stanley, who owns Carolina Auto Auction with her husband Henry and also Indiana Auto Auction with Henry and their son Eric Autenrieth. "We decided to start a new tradition for the Fall Meeting that includes visiting a ServNet auction facility. It is refreshing to get back to our roots in seeing how other high performing businesses operate in our industry."

The first order of business at the Fall Owners' Meeting was to endorse the membership of ServNet's newest location: Winchester Auto Auction, a new venture by the Angelicchio family, which owns Pittsburgh Auto Auction, a ServNet member since 2008. The auction owners then focused a considerable portion of their discussions on Multi-Platform Selling and other strategic initiatives that are the outgrowth of



The Barber family hosted ServNet's Fall Owners' Meeting at State Line Auto Auction. Above, owner Jeff Barber led a tour of the auction facility.

the increased volumes of vehicles coming into the auction lanes as well as daily advances in technology.

The owners also reviewed the success of two new programs instituted in 2014: ServNet's 20 Group, which meets for in-depth financial analysis and comparisons between auctions; and ServNet's Fleet/Lease Manager Conference which was held in August and covered the many aspects of business operations for remarketing vehicles for commercial accounts. "Programs such as these bring tremendous value to our member auctions, as they allow us to share best practices and discuss both common challenges and successes," said Stanley.

Also addressed at this meeting was the succession of ServNet's leadership team. In the area of corporate governance, Brad Sturgeon (DAA of the Rockies, DAA of the Southwest) was thanked for his tenure on ServNet's Board of Directors and Eric Autenrieth (Indiana Auto Auction) was elected to the open Board seat. Autenrieth also serves as ServNet's representative to the IARA (International Automotive Remarketers Alliance) Board of Directors. In addition, Ben Brasher of Brasher's Sacramento Auto Auction, formerly serving on the group's Board of Directors, was elected to the office of Treasurer. Kevin Brown, owner of Missouri Auto Auction, who had previously handled duties as both Treasurer and Vice President, continues on as Vice President and will succeed Stanley after her current term as President ends in the Fall of 2015.

Other board positions remaining in place are *Chairman of the Board*: R. Charles Nichols, (BSC America / Bel Air and Tallahassee Auto Auctions); *Director*: Bill Williams, Jr. (Flint Auto Auction); and *Director*: Dave Angelicchio (Pittsburgh Auto Auction, Winchester Auto Auction).

Offered ServNet's CEO Pierre Pons, whose team provides administrative management services to the ServNet Group: "ServNet's auction owners are extremely active in all aspects of the organization, serving as Directors and Officers to support the group's position on all manner of Industry initiatives. In addition to operating very successful businesses, they contribute a

tremendous amount of their time and energy to ensure that ServNet and its individual member auctions are well positioned in the remarketing industry.”

After enjoying a tour of the picturesque Finger Lakes area in upstate New York while driving a caravan of classic automobiles, the owners met back at State Line Auto Auction on sale day (Friday), for the opportunity to see the Barbers’ auction team in action.



ServNet’s auction owners admired the Fall colors in the Finger Lakes area of upstate New York while driving a caravan of classic automobiles.

“I always come away with an important piece of information when visiting another auction, something I can apply to my own operation to make our processes better and offer a better experience for our buyers and sellers,” said Kevin Brown, ServNet Vice President. “State Line is an auction that sets the standard for operations, service, and excellent personnel, and it was a great experience to see it all in action.”

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.