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## **ServNet Auction Owners Poised for Banner Year in 2015**

With the 2015 selling season underway, ServNet auctions are poised for a banner year, noting increased volumes in the auction lanes. Large numbers of lease returns are making their way to the market, along with added consignments from banks and financial institutions as well as from new and used car dealers across the country. ServNet auctions will once again take the lead in serving both local and national accounts, armed with the leadership and experience that has distinguished the group since its founding more than 25 years ago.



**Patty Stanley**  
ServNet President

“The ServNet name is recognized by the remarketing community as representing the best auctions in the country,” remarks Patty Stanley, ServNet’s President and co-owner of Carolina Auto Auction and Indiana Auto Auction. “Passionately committed to their businesses and unwavering in their assertion that independent auctions offer an unparalleled level of service, ServNet auction owners offer a level of performance that continues to be unmatched in the industry.”



**Pierre Pons,**  
ServNet CEO

“Since the group’s founding in 1988, ServNet auctions have endured the ebb and flow of the market and have emerged better than ever,” explains Pierre Pons, ServNet’s CEO. “The auctions with committed ownership, consistent management, and an unwavering vision are the ones that have historically done the best, and those qualities continue to shape the culture and practices of ServNet auctions. I am fond of saying that independent ownership is the “special sauce” that flavors every transaction at a ServNet auction and sets every ServNet auction apart from the competition in all regions of the country.”

“As independent auction owners we have a tremendous opportunity to embrace new opportunities and to develop the best environment for buyers and sellers at the auction,” notes Charles Nichols, ServNet Chairman of the Board and President of BSCAmerica, parent company of Bel Air Auto Auction and Tallahassee Auto Auction. “We have knowledge and experience that spans generations, and a history of navigating the market that goes back 60 years or more. When we talk about business at ServNet



**R. Charles Nichols**  
Chairman of the Board

auctions, we're talking about our employees, our money, our families, and we're committed to long-term success."

"There is nothing more effective than an owner's vested interest in his auction," stresses Jeff Barber, President of State Line Auto Auction. "When you are talking to an independent auction owner, you are dealing with the person who makes the policies. Having the ear of the owner makes a big difference to an auction customer who requires flexibility and quick action."

"As independent auction owners, we are on site making immediate decisions," agrees Stanley. "Our emphasis is on being proactive in meeting our customer's needs, rather than worrying about meeting budgets. Each sale day our dealers and clients see us in the lanes doing whatever is needed on their behalf."



Jeff Barber  
State Line A/A

"Our auctions are not just businesses to us – they're like our homes; we live here, and we take care of them," continues Barber. "For many of us, our businesses are a family legacy, and we're determined to pass our success on to future generations. Working at our auctions alongside our children are employees who have been with us for decades. Our commitment to our business is fierce, and it's personal, and it plays out in the dedication and performance we offer to every customer who comes through our door."

"In the corporate world, change seems to be constant: owners come and go, and financial plans are revised and restructured," explains Jeff Brasher, owner of Brasher's Reno Auction. "ServNet auctions, by comparison, are among the most well-capitalized, financially stable auctions in the U.S. These auctions, run by experienced, often second and third generation owners, have been doing what they do best for decades. ServNet auctions are able to grow and adjust to changing market conditions because they're not beholden to the corporate office, or affected by corporate spending decisions. To borrow a phrase from Jeff Barber, we're not working with OPM (Other People's Money); our own resources are on the line as we build their market share, improve procedures, and develop innovative tools to help our customers successfully remarket their vehicles."



Jeff Brasher  
Brasher's Reno A/A

ServNet auctions' success with their customers is borne out by the many awards the auctions have received over the years, notes Pons. Citations for outstanding service have put individual ServNet auctions at the top of the nation for a number of national remarketers, including CitiFinancial, Wheels, ARI, BB&T, Donlen, Fiserv, SmartAuction, Automotive Credit Corp., US Bank, General Motors, Santander, Ford Motor Company and Bank of America.

"I say without hesitation that ServNet auctions are among the best facilities in the country, and we are prepared for a great year in 2015," says Stanley. "As our industry grows and evolves, ServNet auctions are on the front edge, developing new and improved products and services, and delivering the best retentions in the nation. We ServNet Auction owners share a passion for the work, and run our businesses with a level of knowledge and experience that is unmatched. Decades of dedication has resulted in success for our businesses, for ServNet, and for the customers we serve."

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.