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## **ServNet Auctions Mark Season of Growth**

The sounds of hammers and construction equipment are mingling with the chants of auctioneers this summer, as ServNet auctions continue to build to accommodate growing consignments numbers and to enhance customer service.

"ServNet's entrepreneurial efforts, strong capitalization and unwavering commitment to providing superior service have spurred a number expansion and improvement projects at ServNet locations across the country," says ServNet's President Kevin Brown. "We have enjoyed a 28-year history as a group of the best independent auctions in the nation, and we continue to build on that legacy. The ServNet brand is stronger than ever. We remain committed to the role that independent auctions play in the auto remarketing industry are planning for our continued success in the marketplace."

### **BSC America / Bel Air Auto Auction**

Construction continues on the future home of BSC America's Bel Air Auto Auction in Belcamp Maryland. The new facility will boast a 75,000 square foot, 10-lane auction house accompanied by a 45,000 square foot Mechanical Shop, Body Shop and Recon Center. BSC America's president, R. Charles Nichols, expects that the new facility will be full operational in early 2017.

"Our new site is one mile east of I-95, making access much easier for our dealers, and our second building will house an eight-lift mechanical shop, five-lane detail shop, two-paint booth body shop, and a brand new condition report and imaging area - all under one roof." Nichols said, providing more specs on the new facility. "We will have 80 paved acres for our customers and clients to utilize. There will be 8,190 spaces for customer parking, truck loading and inventory/storage. Our additional Marshaling Services facility in nearby Riverside Business Park has 22 acres paved and fenced for additional secured vehicle parking."

Nichols notes that the new facility will hold the parent company's corporate offices as well as Bel Air Auto Auction's administrative offices and regional staff.



### **State Line Auto Auction**

In Waverly, New York, State Line Auto Auction has been busy with parking lot expansion projects during 2016. In June the auction completed the paving of ten acres, and additional 12 acres are being finalized. This will bring the total auction footprint to over 118 contiguous acres.

State Line is also working on a rail siding project to provide direct access to the Norfolk Southern with a projected finish date by year's end. With close proximity to the country's largest concentration of off-lease vehicles, commercial customers are realizing the advantage of State Line's marshaling and sales expertise, and the new rail capability will further strengthen this process, says Jeff Barber, auction president.

"Virtually all site work and construction is carried out by our own equipment and personnel, which is a testament to 35 years of constant growth and expansion," said Barber. "The Best in the Bid-Ness is still moving ahead at a rapid pace."

### **KCI Kansas City**

In the midst of its third expansion since opening in the Kansas City market in 2008, KCI Kansas City is currently in the process of adding 20 additional acres of asphalt. Auction owner Doug Doll reports that the move was prompted by a 30% increase in sales volume over this time last year.

"The growth our auction is experiencing is directly related to the excellent service and results that the team at KCIAA has produced since 2008, and our commitment to providing the best experience possible for our customers and team members," says Doll.

Doll expects the growth to continue at KCIAA and notes that his team is working on plans for a building expansion and additional parking in 2017.

### **San Antonio Auto Auction**

In Texas, San Antonio Auto Auction continues an almost non-stop pattern of growth and expansion. After adding a 6th auction lane and an additional sale day just last year, the Walker family has been working this summer to develop seven acres for additional consignment, a project due to be completed in September.

The Walkers have also purchased another six acres that will be developed to store, marshal and facilitate vehicles for General Services Administration, which they expect to have ready in early 2017.



## Corpus Christi Auto Auction

Growth also continues at San Antonio Auto Auction's sister facility, Corpus Christ Auto Auction. Sizeable increases in weekly consignment and record-breaking sales since the beginning of the year has sparked the need for more consignment parking, explains owner Wade Walker. "I'm happy to report that we have recently added seven more acres to our campus at Corpus Christi Auto Auction had have just begun parking inventory on the newly paved expansion lot."

## DAA Northwest

In preparation for this year's record-breaking Rock & Roll Sale, DAA Northwest in Spokane, WA expanded its parking capacity to accommodate 5,000 vehicles, reporting that nearly every space was filled in July for the two-day mega sale. Auction president Bob McConkey also indicates that his facility will soon have a new building for fleet/lease sales and operations, accounting, DAA Capital offices and marketing which is targeted for completion this fall.

Planning is also underway for two major construction projects that will be finished in 2017: a 15,000 square foot expansion to the auction's auto body center, and a new condition report and photo booth facility.

## DAA Seattle

A growing national account lineup that includes American Honda Finance Corporation, Ally Auto Remarketing and GSA prompted the expansion of DAA Seattle's lot. The auction broke ground on eight additional acres adjoining its current facility which will increase its paved and secured consignment parking capacity to include 1300 more units. The project will be completed in September.



## North Bay Auto Auction

In Fairfield, California, ServNet's newest auction location, North Bay Auto Auction, has spent the summer managing a number of improvements in preparation for an increase in consignments from fleet/lease and financial accounts. Following several months of work to replace the flooring throughout the auction facility and refresh the landscaping on its 33-acre campus, North Bay Auto Auction has also added more space for consignment storage, grading and resurfacing a parcel for exterior parking as well as adding more space to accommodate parking inside its 100,000 square foot covered facility.



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, Tennessee.