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**FOR IMMEDIATE RELEASE: June 20, 2017**

## **ServNet Owners Discuss Leadership Transition, Consider Industry Issues at May Meeting in Dallas**

ServNet auction owners and members of ServNet's executive team gathered in Dallas, Texas in early May for the group's semi-annual business meeting and a visit with national remarketers at a *Meet the Owners* event.

Pierre Pons, ServNet CEO explained, "The dominant competitive advantage of ServNet Auctions is its dynamic Owners Group, many of whom are second and third generation auto auction operators. ServNet's semi-annual Owners' Business Meetings are prime opportunities for the auctions owners who have decades of experience and a personal investment in the industry to discuss the challenges of the market, as well as to identify opportunities for growth and explore new methods."

Topping the agenda at the Owners' Meeting was preparation for the group's Leadership Succession which will occur this fall, when Eric Autenrieth (Carolina Auto Auction) will assume duties as ServNet's President. After many years of tireless service, Patty Stanley (Carolina/Indiana Auto Auction) will relinquish her role as Chairman of the Board and will be succeeded by current President Kevin Brown (Missouri Auto Auction). At the next Owners' Meeting in the fall, a new slate of officers will be elected to the positions of Vice President and Treasurer.



**Eric Autenrieth  
ServNet Vice President**

As the group discussed the Leadership Transition they also acknowledged the role that the Next Generation of ServNet's auction owners is taking in building and strengthening the independent auction group.

"While the Board as it currently stands is led by first-generation owners Kevin Brown and Patty Stanley, the remaining five seats are filled by next generation owners Eric Autenrieth, Beth Barber (State Line Auto Auction), Steve DeLuca (Auto Auction of New England), Ashley Dietze (San Antonio Auto Auction), and Rob Thompson (Mid-State Auto Auction). These owners have all developed into strong, capable, visionary leaders in their own right, as they continue the pattern set by their parents in building the family businesses," said Pons. "Their participation helps ensure the vitality, longevity and strength of our organization."

The owners also held in-depth discussions of a number of industry level issues that will impact ServNet auctions and its industry partners in the months ahead, including the governance structure for AutoIMS, of which ServNet is a 25% shareholder and holds a seat on the Board. The group also considered the effect of changing strategies by the corporate auction chains and their moves to smaller, mobile auction operations in secondary markets, and the impact of incentives or rebates to high volume customers on both the dealer and commercial sides of the auction business.

Following the business meeting, ServNet's owners and executive staff met with Dallas-area based commercial accounts and industry partners at a ***Meet the Owners*** Luncheon. During the luncheon, the group announced the seven winners of this year's ServNet Scholarship program, offered to sons and daughters of ServNet Auction employees attending both two and four-year colleges. ([click for list of 2017 Scholarship Winners](#)).

"As owners of independent, family-owned businesses, we know how important it is to encourage those who will follow in our footsteps, and we are committed to extending that support to the next generation in our auction families," said Kevin Brown in announcing the 2017 Scholarship Winners.

The next meeting of ServNet's auction owners will occur in early October, and will include a meeting of the newly formed ServNet Client Advisory board, made up of select executives from the national remarketing community.



Kevin Brown  
ServNet President

"We are looking forward to the inaugural Client Advisory Board Meeting in the fall," said Brown. "It is an exciting new element in ServNet's ongoing efforts to build relationships, enhance communications and streamline auction processes for our customers."

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.