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## **ServNet Auctions Make Improvements During Summer Months**

ServNet auctions work ceaselessly to meet the demands of the marketplace. But those efforts take on a special form during the summer months when hammer blows and the rumble of heavy machinery add to the regular sounds of auctioneers' chants and car engines as ServNet auctions around the country focus on expansion and improvement projects.

"Working to stay ahead of the market with the best in auction facilities, ServNet auctions are well-managed by the most creative and innovative auction owners in the country," says Pierre Pons, ServNet's CEO. "Every year we see ServNet auctions taking advantage of the more dependable weather in the summer season to improve their facilities, anticipating the needs of a growing customer base and meeting the demands of evolving technology."

The summer of 2017 is a busy one at ServNet auctions from coast to coast, with multiple projects ranging from transportation improvements and facility enhancements to the eagerly awaiting opening of an all-new auction campus.



Bel Air Auto Auction's plans a grand opening in early Fall at its all-new facility in Bel Camp, Maryland.

BSC America looks forward to the completion of **Bel Air Auto Auction's** all-new facility in Belcamp, Maryland. One of the longest-running auto auctions in the country, Bel Air Auto Auction marks its 70th year with a move to the new site. In the works are plans for a two-day grand opening gala early this fall to welcome customers to the 10-lane

auction facility on a campus spanning 175 acres. The new facility also includes a 45,000 square foot Vehicle Enhancement Center that includes a mechanical shop, body shop, recon center and imaging center, and will house BSC America's corporate offices as well as Bel Air Auto Auction's administrative offices and regional staff.

Raymond C. Nichols, CEO of BSC America companies, said: "We like to say *The Excitement is Building*, and it literally is, as we enter the final phase of construction at the new auction site. We will continue our successful strategy of bringing buyers and sellers together in this state of the art facility that we believe sets a new standard in technology, convenience and efficiency."

Also In the Northeast, **State Line Auto Auction** is moving ahead with a rail project that was begun late last fall when a great deal of track was installed. That track was extended across the public road onto the Norfolk Southern (NS) right of way just last month, in late June 2017. The auction is now working diligently with New York State Department of Transportation to get the crossing gates and lights installed, after which Norfolk Southern will connect the actual switch to the siding at State Line Auto Auction.



A project being completed this summer at State Line Auto Auction will connect a rail siding at the auction to the Norfolk Southern Railroad.

**Houston Auto Auction** will break ground at the end of July on a \$3.5 million facility expansion, according to auction owner Tim Bowers. Plans call for an 8,000 square foot recon center and mechanical shop, which will include the latest in technology and incorporate a greywater system for wastewater recycling. The auction is also building a 5,000 square foot operations center to provide office space for condition report writers, the recon team and lot crew, and is developing 10 additional acres for vehicle parking and an expanded transport lot. Bowers expects the project to be completed before the end of the year.

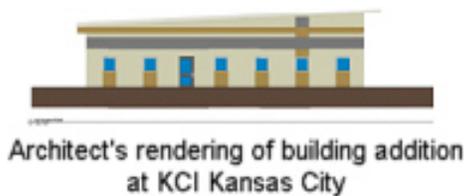
Meanwhile, **Carolina Auto Auction** is undertaking a major facility update this summer, updating the signage in the auction lanes and in the parking lot and installing LED lighting throughout the auction facility, a project that involves more than 600 fixtures. The auction's reconditioning area was the first to receive the new lights, with work now starting on the auction shops and auction lanes. The auction is also updating the auction's sound system in the lanes and the main office to ensure that dealers can better hear announcements and pages.

Construction crews have been busy at all three auctions in the McConkey Group this summer, with DAA Northwest, KCI Kansas City and DAA Seattle having recently completed expansion and renovation projects totaling \$16 million, with more on the horizon. Increased consignment and auction services have been the catalyst for additional infrastructure that includes pavement, buildings and shops.



In addition to adding parking and adding a new office building, DAA Northwest has completed a 27,000 square foot auto body and paint shop.

The McConkey Auction Group's Spokane location - **DAA Northwest** - has increased its parking capacity to accommodate 5,500 consigned units and has added a new building to house the company's fleet/lease, IT, Accounting, Marketing and Dealer Financing divisions. In addition, the auction has recently completed a state-of-the-art 27,000 square foot auto body and paint shop. DAA Northwest's former paint shop will transition into a condition report writing facility.



Architect's rendering of building addition at KCI Kansas City

KCI Kansas City has added 15 acres of asphalt, doubling its consignment parking capacity. The auction is also increasing its wireless coverage to include all 72 acres of its campus - a significant investment.

"We know it won't take long for these investments to pay dividends," says Doug Doll, KCI's General Manager. "We're now able to handle our factory processes on the new lot, and we anticipate breaking ground on our building expansion the week after Guitars & Cars," he adds.

KCI's 5,000 square foot administrative facility expansion will house the auction's Commercial Accounts, Factory and Accounting teams as well as its AGM of Operations.

With a growing national account lineup that includes Ally Auto Remarketing, ARI, Fiserv, GSA and Wheels, **DAA Seattle** has added 10 acres of pavement and 24-hour security with electric fencing. The auction now has additional parking for up to 2,000 cars and trucks, and its growing consignment has led to a larger team of employees. As such, DAA Seattle's administrative facility has been upgraded to include a dedicated Digital Sales team office, a

customer guest work area, an Operations conference room and a GSA Management Office. The auction has also added a GSA Marshalling Center. "These capital expenditures are an important part of maintaining relevance in our rapidly changing industry," says Bob McConkey, President of the McConkey Auction Group.



A bird's eye view of the new parking area being developed at DAA Seattle.

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.