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ServNet Auctions, Owners Recognized for Industry Leadership, Performance and Service

ServNet auctions continue their tradition of superior performance, reports ServNet's CEO Pierre Pons, noting that ServNet owners have been recently garnered accolades from the remarketing community for exemplary industry leadership. In addition, as national remarketers assessed auction results over the past 12 months, ServNet auctions across the country have been recognized in both national and regional standings, with scores based on operations, customer service and retentions.



The Nichols family, owners of BSC America with auctions in Bel Air, MD and Tallahassee, FL received with the Remarketer of the Year award at a ceremony during the 2017 Conference of Automotive Remarketing (CAR) in Las Vegas. Honored together were Raymond Nichols, chairman for BSC America, and his grown children Charles Nichols, president of BSC America; and Michelle Nichols-Neff, vice president of BSC America.

This is the first time that the award has been presented to a family rather than an individual. However, it is not the first time a ServNet auction owner has been honored. The Nichols family join three other ServNet owners who have received the Remarketer of the Year Award: Bob McConkey in 2010 (DAA Northwest, DAA Seattle); Henry Stanley in 2012 (Carolina A/A, Carolina A/A); and Jeff Barber in 2014 (State Line Auto Auction).

Sponsored by Bobit Business Media and presented by Automotive Fleet Editor Mike Antich, The Remarketer of the Year award recognizes individuals in the remarketing industry for their efforts in encouraging the use of best practices, embracing innovations, and moving the industry forward with

professionalism and the highest standards. Recipients of the award also actively share expertise and skills to advance the industry, participate in industry associations and groups, and mentor in the development of the next generation of remarketing professionals.

In November, **Patty Stanley**, co-owner of Indiana and Carolina Auto Auctions and ServNet's chairman of the Board, received a notable industry honor, being named to the NAAA Hall of Fame. She joined her husband, Henry Stanley, a former NAAA president, who was inducted into the Hall of Fame in 2013.



Charles Nichols (center) and Michelle Nichols-Neff (Right) accept the Remarketer of the Year Award on behalf of the Nichols family. The award was presented by Automotive Fleet Editor Mike Antich (left).

Also earning honors at last fall's NAAA Convention were **Louisiana's 1st Choice Auto Auction** and **KCI Kansas City**, which received regional Auction of the Year Awards from the NAAA. **KCI Kansas City** also received KIA motors America's High Performance Award for 2016.

Earning distinctions from NextGear Capital for 2016 were two ServNet Auctions: **San Antonio Auto Auction**, which was honored with NextGear's Operational Excellence Award, recognizing excellent efficiency, top sales retention, overall operational performance and the most effective response to the needs of NextGear Capital. NextGear Capital also presented a Remarketing Excellence award to **Carolina Auto Auction** for demonstrating the highest percentage of sales recovered based on percentage of valuation of each vehicle and the best sales follow-up.

Three ServNet auctions received citations from OVE at the CAR Conference in Las Vegas: BSC America's **Bel Air Auto Auction** for the Highest Commercial Mix Volume; **Akron Auto Auction** for Highest Dealer Volume, and **Houston Auto Auction** for both Highest Overall Volume Growth Percentage and Highest Commercial Volume Growth.

North Bay Auto Auction received the Heavy Hammer Award from Consumer Portfolio Services (CPS), recognizing the Best Sales Retention for 2016. This follows last year's CPS Top Gun Award (Auction of the Year) for North Bay Auto Auction.

DAA Northwest received Ford Motor Company's prestigious Auction Service Award Program (ASAP) ranking as the top performing closed sale auction in its group for 2016. DAA Northwest was the only independent auction to receive the Ford closed sale distinction this year.

When the 2016 Best Auctions to Work For were announced, six of the locations on the list were ServNet auctions: **DAA Northwest, DAA Seattle, Greenville Auto Auction, Louisiana's First Choice Auto Auction, San Antonio Auto Auction** and **State Line Auto Auction**.

"These most recent industry honors are proof of a tradition of excellence that has characterized ServNet auctions for decades," says Pons. "ServNet auction owners have continually set a high standard for performance and service, providing consistent, outstanding results for their customers."