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### Auction Academy Grads Take Top Posts at Country's Auto Auctions

**Auction Academy's** 5<sup>th</sup> Class nears the conclusion of its two-year course of study, preparing to meet in Detroit this fall for its final session and planning for its graduation during the Spring 2019 CAR Conference in Las Vegas. These class members look forward to taking their places in the auction industry at large, armed with the training and tools they need to succeed in the remarketing industry. The precedent has been set, as **Auction Academy** President Penny Wanna explains, noting the many previous **Auction Academy** graduates who have already taken the lead at a number of auto auctions across the country.

"We frequently hear back from **Auction Academy** graduates, who tell us how much the program has contributed to a better understanding of the industry and helped prepare them to take on major responsibilities," said Wanna. "As we approach the final meeting of our 5<sup>th</sup> Class, we're excited and inspired to see the number of previous graduates who have moved into significant management positions since completing the program:"



*Penny Wanna, President  
Auction Academy*

- Matt Alombro: Auction Manager - Louisiana's 1st Choice AA
- Chris Angelicchio: GM - ADESA Pittsburgh
- Eric Autenrieth: GM & Managing Partner - Carolina AA; Managing Partner - Indiana AA
- Chris Barile: GM - Alliance AA, Longview
- Chrissy Briggs-Sellstrom: GM - Greater Erie AA
- Justin Brown: GM - Missouri AA
- Wyatt Carter: GM - Richmond AA
- Scott Crane: GM - ADESA Reno
- Lawrence Cubitt: GM - ADESA Flint
- Brandon Derrick: GM - Memphis AA
- Luke Dietrick: GM - Indiana AA
- Brian McConkey: AGM - DAA Seattle
- Bill McCready: VP of Operations - Southeastern AA of Savannah
- Dave Pendergraft: GM - DAA Northwest

- Luke Pidgeon: GM - El Paso Independent AA
- Andrew Pyle: Chief Sales Officer – Mountain State Auto Auction
- Tommy Rogers: GM - BSC America's Clayton Station
- Dave Ward: GM - ADESA Boise
- Clint Weaver: GM - America's AA Harrisburg



*Clint Weaver  
General Manager  
America's Auto Auction  
Harrisburg*

Clint Weaver, just named General Manager at America's Auto Auction Harrisburg in January of this year, was a member of **Auction Academy's** Inaugural Class, graduating from the program in 2014.

"Many of us growing up in the industry have learned from our own mentors at our own facilities, which is certainly a great start. But you don't necessarily see how the processes at your auction apply to the bigger picture," explains Weaver.

"**Auction Academy** provided a tremendous perspective on the entire industry, and gave me a behind-the-scenes look at the operations and best practices used

by other auctions around the country. Auction Academy has proved to be a great educational tool for me, making me a better manager and my auction a better facility."

Luke Dietrick, a member of the 4<sup>th</sup> Class, was made General Manager at Indiana Auto Auction in 2016, just prior to his graduation from **Auction Academy**. Of particular value to him are the lasting relationships he made over the course of two years with people from all over the industry.



*Luke Dietrick  
General Manager  
Indiana Auto Auction*

"**Auction Academy** expanded my knowledge of the auction business and introduced me to many leaders in the industry that I'd otherwise have spent a lifetime developing," said Dietrick. "My peers in the program are the new generation of leaders; my association with them was invaluable as we learned together and will continue to help me as we work and serve in the industry."



*Wyatt Carter  
General Manager  
Richmond Auto Auction*

Wyatt Carter, now the General Manager of Richmond Auto Auction, sums up his experience with the program: "**Auction Academy's** curriculum, teachers, site visits and peer camaraderie have all contributed to making me a more well-rounded and aware auction professional. Networking with industry veterans and other fellow auction professionals has been by far one of the most valuable benefits of the program."

**Auction Academy** was launched in 2012 with the urging and support of a number of industry leaders who saw the need for a formal program to train auction owners of the future. Lynn Weaver, Executive Director of the Independent Auction Group and formerly GM of Harrisburg Auto Auction who has been succeeded by his son, Clint, was part of the group who met with Pierre Pons in 2011 to urge the formation of **Auction Academy**.

“As independent auction owners, we felt it was important that our children receive an education in the industry by someone besides ourselves,” said Weaver. “We discussed our hopes for a training program and ideas about the subject matter that might be covered, and then watched as Pierre Pons and Penny Wanna developed what has become our industry’s MBA program, far exceeding our expectations. Most of the curriculum is based around the leading service providers in the industry—national remarketers, vendors and some of the most well-run auctions in the country. Getting to know these people and seeing their companies in action will serve **Auction Academy** graduates well throughout their careers and elevates the industry across the board.”



*Auction Academy’s Inaugural Class, which graduated from the two-year program in 2014.*

Says Pierre Pons: “From **Auction Academy**’s perspective, the most gratifying aspect of the program is watching the next generation develop into industry leaders as they take on senior roles at auctions and other remarketing companies around the country. From the beginning we set two goals: for the Next Generation Managers to develop strong and productive relationships, and for them to learn about the

auction business away from their own locations. On both counts, we're pleased to see that **Auction Academy** has been a success."

Wanna notes that **Auction Academy** is planning for the next Class (Class 6), which will begin in Spring 2019, and that pre-registration for the next group is now open. Interested applicants should contact Wanna for more information ([pwanna@auctionacademy.net](mailto:pwanna@auctionacademy.net)).

**Auction Academy** is a continuing education program developed by TPC Management Company (TPC) for professionals in the auto auction industry. **Auction Academy** provides a two-year training and development experience, structured like an Executive MBA program. With faculty drawn from expert practitioners around the country, **Auction Academy's** programs are designed to enhance essential skill sets, promote best practices and yield better auction performance. The curriculum includes site visits, field trips and works with industry experts in all areas of auction operations. **Auction Academy** also offers a *Seminar Series* with sessions once per quarter focusing on specific disciplines within the auto auction business.