

National Auto Auction Association



ON THE BLOCK MAGAZINE  
MAY 2022 / VOLUME 9 — NO. 3

# A New Way to Reach Arbitration Experts

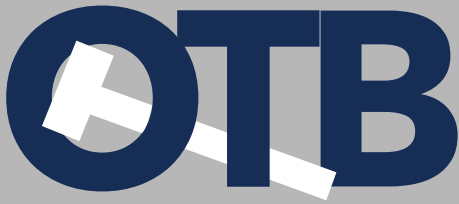
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*The Gold Standard*  
— Since 1948 —

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ON THE BLOCK MAGAZINE  
MAY 2022

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R. Charles Nichols

*"While we continue the important work of the association, all eyes are set on Dallas for our 2022 Annual Convention, which will be held September 6-9, 2022 at the Dallas Sheraton."*



*The Gold Standard*  
— Since 1948 —

## All Eyes Set on Dallas

We had a very successful Total Access Spring Meeting in Las Vegas, and I would like to thank everyone who took time out of their busy schedules to be with us for what was a productive and informative event.

We inducted Cox Family Office CEO Sandy Schwartz into the NAAA Hall of Fame, we honored retired Cox Automotive CPO Janet Barnard as an Industry Pioneer, and we celebrated the life of our dear friend Tom Caruso, who served as NAAA president in 2006.

We heard from Glenn Mercer about the impact of the chip shortage, the growth of EVs, and what the future could hold for inventory levels. We had an engaging panel with industry experts about solutions to improve recruitment processes and to gain a clear understanding of the current job market. We also had productive committee meetings to discuss the latest issues and ways our industry can collaborate on auction standards, legislation, safety, and education and training. We celebrated with an NAAA Appreciation Concert featuring Kool and the Gang and auctioned off a signed Kool and the Gang guitar to benefit the Tom Caruso Memorial Scholarship Fund.

As we move into spring, we are pleased to be continuing our auction and industry partner visits, and we look forward to a busy spring and summer season. While we continue the important work of the association, all eyes are set on Dallas for our 2022 Annual Convention, which will be held September 6-9, 2022 at the Dallas Sheraton. We are planning an exciting event for you that will build off items we learned at our Spring Meeting that will help advance our industry.

At the convention, we will cover important issues such as security at our auctions and the latest with legislation and auction standards. We will offer a variety of education opportunities about diversity and inclusion and leadership training, and we will hear from renowned speaker Scott Stratten about "The Age of Disruption." And, of course, we will find time to have some country music fun with a concert by ACM Award winner Jake Owen.

These are just some of the offerings that are being planned for our convention. This is an exciting time for our industry. After we had such a productive meeting in Las Vegas, I look forward to seeing all of you later this year in Dallas to continue the important work we have started. We will continue to keep you informed with more details about the convention leading up to September. In the meantime, thank you for all you do for our industry, and keep up the great work!

# Enhanced Education and Training Opportunities

Education and training are core components of what we do here at NAAA. We are focused on providing the best possible benefits and training opportunities to our members and are committed to being a resource for our members to learn new skills and stay up to date on the latest industry trends.

We are pleased to offer multiple training opportunities at NAAA's Annual Convention in Dallas, September 6-9, 2022. Topics covered will include security, standards, and leadership.

We are continuing to further develop and promote NAAA's Workforce Initiative, including adding a search function to our live job board. We are also continuing our HR Peer-to-Peer Exchange program for auction HR professionals to share best practices, and we will also be developing a young leaders program to help cultivate the next generation of auction professionals as they move into leadership positions.

Privacy Pam, which will be offered to our members, is a privacy and security training program that reinforces current best practices about data security. By taking the training, users will learn about data privacy laws and regulations and will learn valuable information about keeping their auctions and customers safe from security and privacy breaches. We will also be enhancing our Safe T. Sam training program by adding new certification videos about relevant safety topics in today's environment.

Finally, as you will read in this issue's cover story, we have launched the NAAA Arbitration Troubleshooter, which is an online tool that provides an avenue to connect with arbitration experts to learn more information.

We at NAAA are eager to offer these new education and training opportunities to our membership and look forward to working with you all.



Tricia Heon

*"We are focused on providing the best possible benefits and training opportunities to our members and are committed to being a resource for our members to learn new skills and stay up to date on the latest industry trends."*



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# NAAA's Arbitration Policy Troubleshooter

NAAA is pleased to announce the "NAAA Arbitration Policy Troubleshooter," a new online tool where users can fill out information about arbitration issues.

When using the online troubleshooter, users can list specific information such as details about the vehicle in question, what sale light it was sold under and the location of the transaction, and they will have an opportunity to describe the issue as best as possible.

When users submit the online form, the answers go to industry experts in conjunction with the facilitating transaction location.

The goal of the NAAA Arbitration Policy Troubleshooter is to provide non-binding prescriptive advice and to inform users of the NAAA Arbitration Policy. It will also help with better decision-making that is unbiased.

From an auction point of view, the tool will help auctions ask an industry expert about an arbitration issue and receive prescriptive

advice with no bias from the buyer or seller. At the same time, from a customer point of view, it will help them better understand the validity of their claims.

*The purpose of NAAA's Arbitration Policy is to conduct transactions with transparency and to build credibility within our industry, our products, and our relationships.*

It creates a consistent experience, which in turn benefits the seller, the auction, and the customers.

The NAAA Arbitration Policy Troubleshooter, along with the

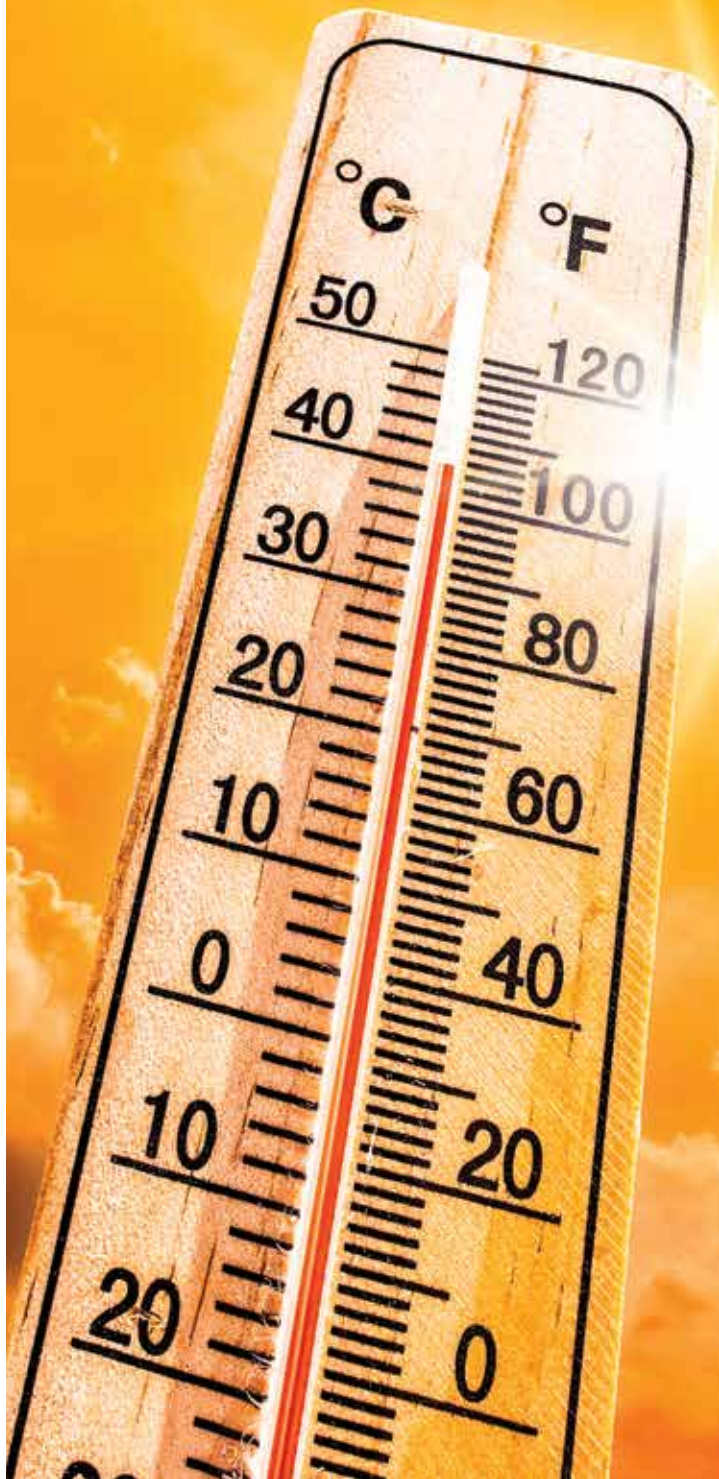
NAAA Arbitration Policy, can be found on NAAA's website at [www.naaa.com](http://www.naaa.com). Upcoming auction standards training opportunities can also be found on NAAA's

website. They cover topics such as the importance of vehicle inspections and arbitration, condition reports, post-

sale inspections, and certifications, which are critically important to sellers, buyers, and auctions.



# Heatstroke can be a deadly assumption.



✓ Prepare,  
✓ Apply Safety,  
😊 and Stay Safe.

Training available 24/7 at  
**[safety.naaa.com](https://safety.naaa.com)**



National Heatstroke  
Prevention Day

# FEDERAL Legislation

NAAA is the auto auction industry's leading voice in Washington to protect and promote the interests of our members before Congress. This report provides the latest news in Washington that affects NAAA members.



## “BUILD BACK BETTER” (BBB)

As of press time, efforts are ongoing between The White House and the Senate Democratic leadership to identify provisions from the House-passed bill that could be considered in smaller, separate bills that would either have enough Democratic votes or bipartisan votes for passage. Sen. Joe Manchin (D-WV) has signaled that he is open to negotiations on a more limited bill.

## America COMPETES Act

On March 28, the Senate passed a revised America COMPETES Act, a major bill focused on semiconductors and competitiveness with China, in a 68-28 vote. However, the bill is not yet ready to go to President Biden. Now the Senate and the House will have to reconcile their competing versions of the bill, and a final measure is unlikely to be completed before the end of May.

On Feb 4, the House passed the “America Creating Opportunities for Manufacturing, Pre-Eminence in

Technology, and Economic Strength Act of 2022” (America COMPETES Act). The bill is intended to boost competitiveness with China, specifically in semiconductor manufacturing and research. The bill authorizes billions to boost domestic research and development of semiconductors, as well as critical supply chains and science, technology, engineering, and mathematics education and training. The bill passed along party lines and is now pending with the Senate to reconcile with its version of the bill, which was approved in June 2021.



## NAAA LEGISLATIVE UPDATE

Reaching agreement on the two versions is expected to be difficult because Republicans have since turned against the measure largely due to its inclusion of dozens of other provisions related to climate change, immigration, labor organizing, and trade. The House-passed bill also includes numerous workforce development and higher education measures, including expanding registered apprenticeships and allowing workers to use Pell grants to rapidly retrain through short-term programs. The Senate bill is 160 pages, and the House bill 1,200 pages.

### CFPB Activity

On February 24, the CFPB published an auto lending disclosure blog. On February 28, it issued an illegal repossession compliance bulletin. On March 16, the CFPB announced that it will be targeting unfair discrimination in consumer finance. The CFPB will examine for discrimination in all consumer finance markets, including credit, servicing, collections, consumer reporting, payments, remittances, and deposits. CFPB examiners will require supervised companies to show their processes for assessing risks and discriminatory outcomes, including documentation of customer demographics and the impact of products and fees on different demographic groups. The CFPB will look at how companies test and monitor their decision-making processes for unfair discrimination, as well as discrimination under the Equal Credit Opportunity Act.

# STATE Legislation

NAAA continues to monitor state legislation to assess its impact on the industry. Should NAAA members have any concerns about any federal or state legislation, please contact NAAA headquarters. We also encourage our members to visit the legislation section on our website at [www.naaa.com](http://www.naaa.com) for tracking information on state bills of interest.



States Develop EV Infrastructure Deployment Plans with August 1st Deadline:

# What Auto Auctions Need to Know

\$7.5  
BILLION  
IN FUNDING

The federal Infrastructure Investment and Jobs Act that passed in November 2021 includes \$5 billion for the National Electric Vehicle Infrastructure (NEVI) Formula Program, which will distribute funding among states to strategically deploy EV charging infrastructure. It also includes \$2.5 billion for the Charging and Fueling Infrastructure Program, a competitive grant program to strategically deploy publicly accessible EV charging infrastructure. The combined \$7.5 billion represents total funding for the programs over the next five years.

As of press time, information has not been released about the \$2.5 billion Charging and Fueling Infrastructure Program and how to apply for those grants. However, in February 2022, the U.S. Department of Transportation's Federal Highway Administration released guidance about the NEVI Formula Program and how that \$5 billion will be distributed. This can be found at [www.fhwa.dot.gov](http://www.fhwa.dot.gov).

Under this program, each state is required to submit an EV Infrastructure Deployment Plan that describes how the state intends to use its apportioned NEVI Formula Program funds in accordance with the program guidance. Plans must be submitted to the Joint Office of Energy and Transportation by August 1, 2022.

While the NEVI Formula Program focuses specifically on location and public accessibility, we at NAAA believe that auctions can make the case for why they should be included as part of a state's deployment plan and therefore potentially provided benefit from NEVI Formula Program funding.

Auto auctions are a key economic driver and an integral part of the auto industry. According to NAAA's annual industry survey, the auto auction industry was a \$121 billion industry in 2021. Auctions play a major role as a wholesale market for secondhand vehicles. Now more than ever, when buyers in need of a vehicle are focusing on secondhand vehicles, the auto auction industry has



taken on a critical role in ensuring the availability of reliable transportation for consumers.

The interest in and expected growth of EVs has been a hot topic in the automotive industry. More EVs sold means more EVs will find their way to auctions. EV chargers are critical for assessing vehicles while running, including their capacity to hold a charge.

Taking all of this into account, NAAA has developed NAAA EV Infrastructure Perspective for Auctions, which can be a resource when auctions are considering how they could be a part of a state's plan. The NAAA EV Infrastructure Perspective for Auctions contains excerpts from the NEVI Formula Program guidance, along with suggested talking points that can be personalized to highlight how auctions can help achieve the goals of the program, and therefore, be part of a state's deployment plan.

To access the NAAA EV Infrastructure Perspective for Auctions and for more information, visit NAAA's website at [www.naaa.com](http://www.naaa.com).



NAAA Warren Young, Sr., Scholastic Foundation

## 2022 SCHOLARSHIP RECIPIENTS



**Carly  
Campbell**

Midwest  
Chapter  
Scholarship

Auction Family: Manheim Cincinnati

Carly Campbell is a member of the National Honor Society and is Vice President of Tri-M Music Honor Society. For four years, she has participated in Fairfield High School's Marching Band and was chosen as a drum major this season. She is eighth in her class with a 4.0 GPA while also being a varsity athlete for her school swim and tennis teams. She regularly volunteers at her church and at her local YMCA as a teen leader for its Junior Leaders Club. In the fall, she will be pursuing a degree in nursing at the University of Cincinnati.



**Emily  
Chesnut**

Black Book  
Scholarship

Auction Family: Manheim Orlando

Emily Chesnut is a Florida native and a senior in the Ascend Program at Poinciana High School. She loves music and enjoys being heavily involved in band. Recently, she became a National Merit Scholarship

## NAAA Supports Students Pursuing their Educational Goals

The National Auto Auction Association Warren Young, Sr., Scholastic Foundation annually awards merit scholarships to a total of \$52,000. The Foundation awards scholarships to 12 eligible full-time employees of NAAA member auctions or corporate offices, their children, or grandchildren. Recipients are selected based on various qualifications, including academic record, leadership skills, honors, goals and aspirations, work experience, and community involvement.

NAAA congratulates all the 2022 scholarship awardees and wishes them the very best as they pursue their educational goals.

Finalist and was accepted into the Burnett Honors College at UCF, where she plans to major in neuroscience. After graduate school, she hopes to research visual disorders caused by neurological abnormalities.



**Brianna  
Christman**

Carolina  
Auto Auction  
Scholarship

Auction Family: Manheim Orlando

After earning her associates degree at Ivy Tech, Brianna Christman is pursuing her bachelor's degree at Indiana State University. Brianna previously received a P.E.O. scholarship and completed job shadowing at New Leaf-New Life. She has held internships at Wheeler Mission, which provides help for individuals experiencing homelessness, and Becky's Place, a shelter for women and children.



**Erick  
Hartzell**

Ken Osborn  
Auction  
Education  
Scholarship

Auction Family: KAR Global

Erick Hartzell will be attending Ivy Tech Community College this fall with the intention of transferring his credits to Indiana University School of Medicine. He is a 14-year-old high school senior. Because of his determination and perseverance, he completed high school four years before his peers. He has also achieved dual credit from Indiana University while completing high school, as well as obtained several college credits by completing College Level Examination Program (CLEP) tests. Erick has also earned a Black Belt from Taekwondo America and has medaled in national tournaments. Erick wishes to thank the NAAA and its contributing partners for his Warren Young Sr. Scholarship honor.

## ASSOCIATION NEWS



**Kayla  
Hedges**

Western  
Chapter  
Scholarship

Auction Family: Manheim St. Louis

As a Dean's List student on the High Honor Roll at University of Missouri (Mizzou), Kayla Hedges is also involved in the Accessibility Committee, Kappa Kappa Gamma, intramural soccer, and the Student Nurses Association. In the Fall of 2022, Kayla will begin studies at Mizzou's Sinclair School of Nursing.



**Macy  
Lips**

Indiana  
Auto Auction  
Scholarship

Auction Family: ADESA

During high school, Macy Lips was involved in cross country and track. In her first semester of college at Purdue University, she joined the Sigma Kappa sorority. Macy was also on the honor roll in high school and during her first semester at Purdue, she was on the Dean's List. She is studying elementary education.



**Alexis  
Mason**

Southern  
Chapter  
Scholarship

Auction Family: Mountain State Auto Auction

Alexis Mason is active in the Pennsylvania Music Educators Association (PMEA). This year, she has been top chair in its honor, district, and regional band festivals. Alexis is the lead in her school's drama club's spring musical, and she works a part-time job at a pizzeria. Additionally, she is a

member of NHS has kept a 4.0 GPA since kindergarten. She is attending West Virginia University and studying music performance.



**Aubrey  
Moyer**

Manheim  
Scholarship

Auction Family: Manheim Philadelphia

Aubrey Moyer is studying communications at University of Vermont. She is a YMCA art instructor, a National Ski Patrol-certified alpine ski patroller and a respite volunteer for children with special needs. She has been the recipient of the NSP Eastern Division 2021 Scholarship, 2020 Tracy Hotenstein Memorial Scholarship, and 2020 Jessica Leshinskie Memorial Art Award.



**Dillon  
Newport**

Ruth  
Hart-Stephens  
Memorial  
Scholarship

Auction Family: Bel Air Auto Auction

Dillon Newport is currently a freshman at Harford Community College majoring in Business Administration. He is a volunteer youth lacrosse coach, is on the Dean's List, and received Academic Excellence and President's List awards. After two years at community college, Dillon plans to pursue a bachelor's degree in finance.



**Brylee  
Parker**

XLerate  
Group  
Scholarship

Auction Family: Manheim

Throughout high school, Brylee Parker has been involved in many activities, including

cheerleading, student council, National Honor Society, and FFA. She plans to attend Oklahoma State University to pursue a double major in Agricultural Communications and Agribusiness. Brylee's goal is to obtain a law degree.



**Alexis  
Ryan**

America's  
Auto Auction  
Scholarship

Auction Family: Manheim St. Louis

Lexi Ryan is a senior at Roxana High School in Roxana, Illinois. Her parents are Danny and Amanda Ryan, who both have worked in the auction business 20+ years. Lexi's most recent achievement was receiving the Silver Medallion Award (Top 8% of the graduating class). She is very active in Business Club, Home Economics Club, Student Council, Student Ambassador, National Honor Society, Spanish Club, Extreme Team, and Letterman Club at her school. Lexi plans to stay local and attend a community college in Illinois. She and her family are very grateful that she was chosen for this scholarship.



**Jaden  
York**

Auction  
Insurance  
Agency  
Scholarship

Auction Family: ADESA Edmonton

Jaden York is from Beaumont, AB, Canada and he is currently majoring in Neuroscience at Skidmore College in Saratoga Springs, New York. He plays for the school's ice hockey team. Jayden says it is an honor to receive this award, and he wants to thank everyone who has helped him in his life so far.

# NAAA Member Auctions Report More Than \$121 Billion in 2021 Sales

National Auto Auction Association (NAAA) member auctions reported a 21% increase in the gross value of estimated total vehicle sales in 2021 as the wholesale auto auction industry proved resilient during a challenging year for the economy.

According to NAAA's 2021 annual industry survey, the percentage of vehicles sold, the average price per vehicle, and total dollar sales all increased over the previous year.

Projected and actual sales of vehicles totaled 7.5 million units worth more than \$121 billion. The average price per vehicle rose 27%, with an average price per unit of \$16,154. The percentage of units entering the lanes that sold was 64%.

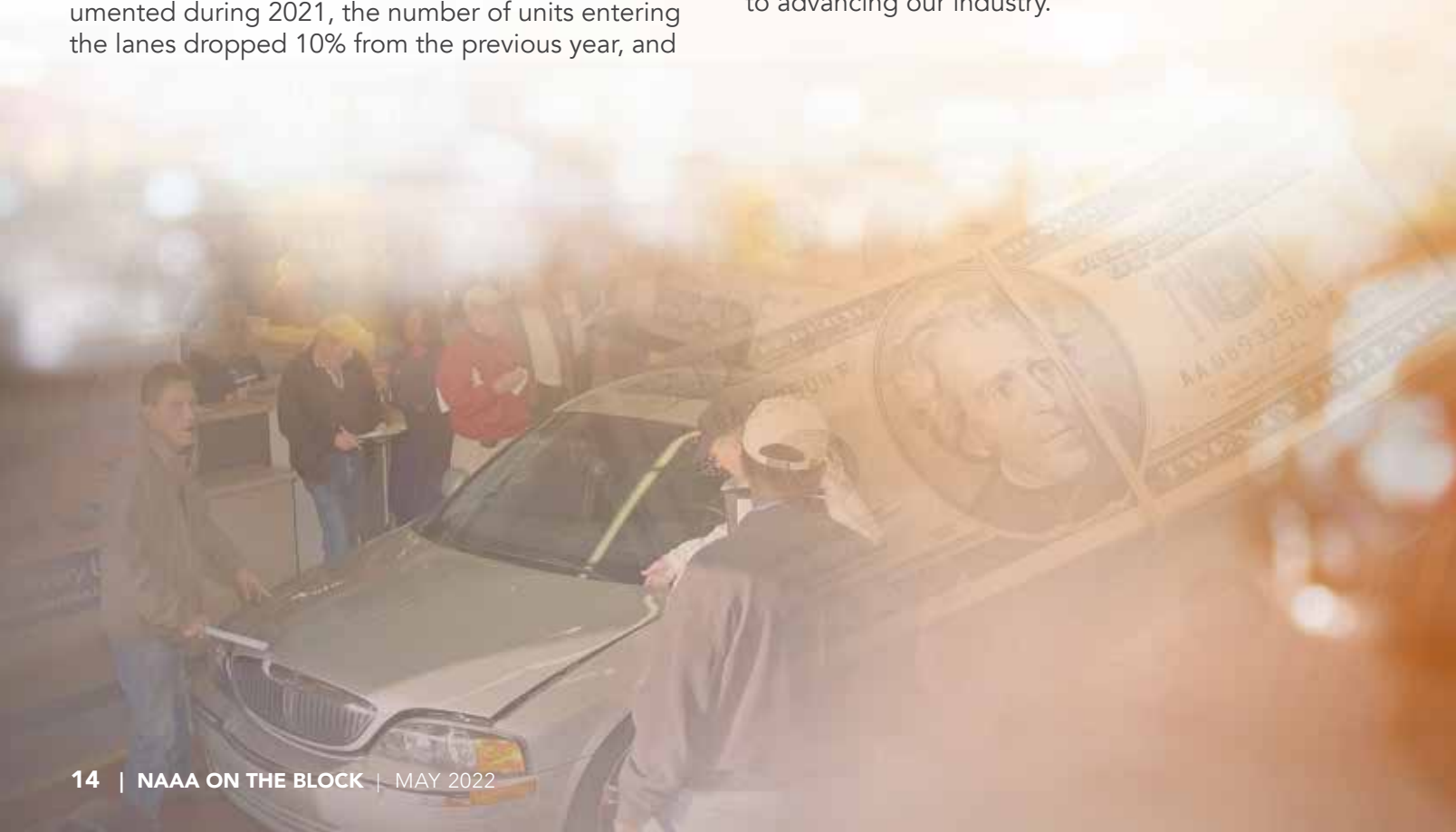
Dealer consignment vehicles represented the largest number of units sold at 60.1%, followed by finance and fleet (lease, fleet, repo) with 33.9%, manufacturer (factory) vehicles at 5.3%, and 0.7% from other sources.

As inventory and supply chain issues were well documented during 2021, the number of units entering the lanes dropped 10% from the previous year, and

the number of units entering the lanes that were sold dropped 4.6%.

The independent firm of Robert A. Casey Consulting of Burke, Virginia conducted the survey for NAAA. The survey provides the most accurate picture available of the wholesale auto auction industry. The response rate for the survey was 53%, representing 181 member auctions and 75% of the gross value of vehicles sold. The reported total vehicles entered and sold and the related gross values are projected to estimate the totals for all 342 NAAA auctions.

"I'm proud of our member auctions for their dedication and perseverance during a year that experienced significant change in the automotive industry," said NAAA Chief Executive Officer Tricia Heon. "While the number of vehicles flowing through the lanes decreased, our industry saw many positives, such as the increase in average vehicle price and the significant jump in total dollar sales. Our members proved once again that they can rise to the challenge and are committed to advancing our industry."





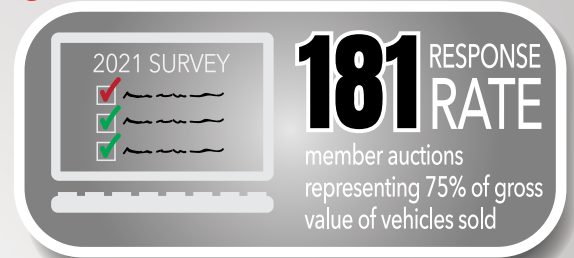
# 2021



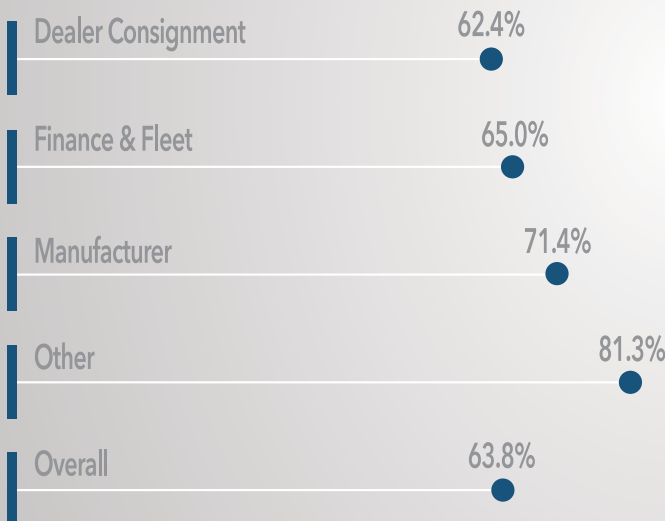
## AUCTION INDUSTRY SURVEY DATA AT A GLANCE

Projected and Actual Sales of Vehicles Totaled

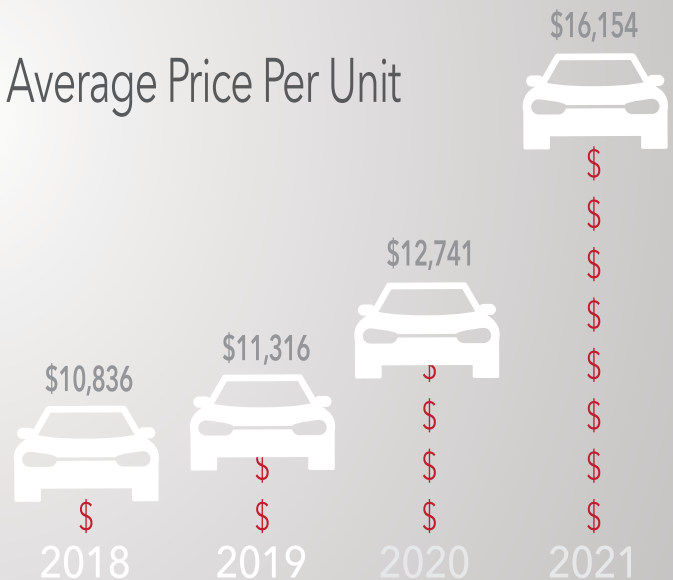
7.5 Million Units Worth  
**\$121** BILLION



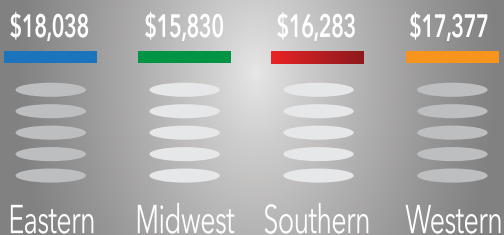
### Percentage of Units Sold to Entered



### Average Price Per Unit



### Average Price Per Unit by Chapter



### Supplemental Data

Auctioneer Pay \$835<sup>□</sup>

Auction Charitable Contribution \$9,420<sup>△</sup>

<sup>□</sup> Average <sup>△</sup> Average Per Auction

Survey conducted by an independent firm of Robert A. Casey Consulting

# NAAA 2022 Total Access Spring Business Meeting



Left: Eric Autenrieth, NAAA Vice President; Garrison Hudkins, NAAA President-Elect; R. Charles Nichols, NAAA President; Charlotte Pyle, Independent Auction Group Co-Chair, and Lynn Weaver, Independent Auction Group Executive Director speak at the Independent Auction Group Town Hall Meeting.

On behalf of all of us at NAAA, we thank everyone who attended our 2022 Total Access Spring Business Meeting in March. This was the first time NAAA held its Spring Meeting at the same time as the NADA Show. We hope you enjoyed this experience and the opportunity to connect with colleagues across our industry.

The meeting had several key highlights. We inducted Cox Family Office CEO Sandy Schwartz into the NAAA Hall of Fame, honored retired Cox Automotive CPO Janet Barnard as an Industry Pioneer, and we celebrated the life of Tom Caruso, who left a 40-year legacy of leadership, dedication, and inno-

vation across ADESA, KAR Global, and the entire automotive industry.

We had productive committee meetings that covered a variety of important topics such as auction standards, safety and security issues, education and training, and legislation. Automotive industry expert Glenn Mercer shared the latest trends with the growth of EVs, the supply of cars, and the microchip shortage. As part of NAAA's Workforce Initiative, we had an engaging panel with industry experts about recruitment best practices and the importance of using a variety of platforms and marketing strategies to attract prospective employees.

At the meeting, we also announced the establishment of the

Tom Caruso Memorial Scholarship Fund, and we auctioned off a signed Kool and the Gang guitar and Emmitt Smith football to benefit the scholarship fund.

There was also time for a little fun, as we celebrated with Kool and the Gang at our NAAA Appreciation Concert and held a meet and greet event with NFL Hall of Fame running back Emmitt Smith.

To view a photo gallery and to watch videos from our Spring Meeting, visit our website at [www.naaa.com](http://www.naaa.com).

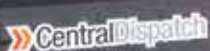
We look forward to seeing everyone again for our 2022 Annual Convention in Dallas, which will be held September 6-9, 2022.



NAA



**Total**  
Access *Thank you*  
Sponsors & Attendees







President  
R. Charles Nichols

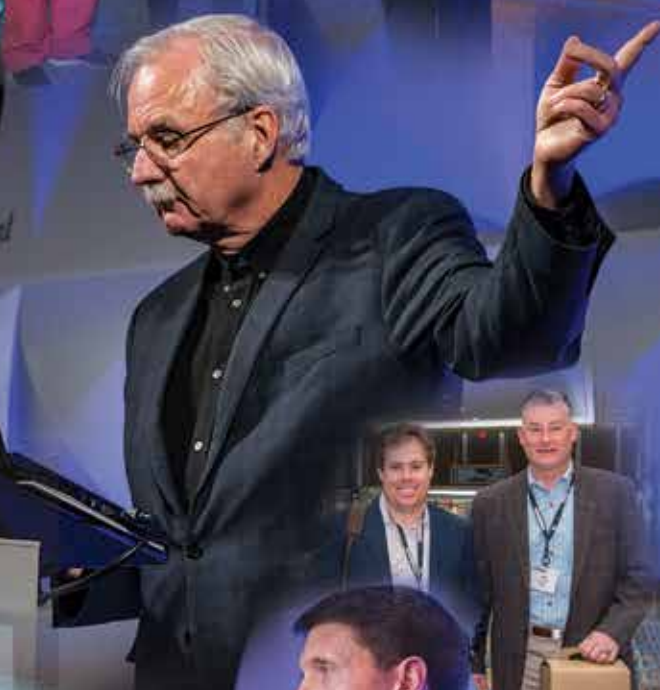
President-Elect  
**Garrison Hudkins**



Welcome to

## THE EVENT BEYOND

# Total Access











**N**AAA has announced the establishment of the Tom Caruso Memorial Scholarship Fund. The fund honors the memory of Tom Caruso, who passed away in December 2021, leaving a 40-year legacy of leadership, dedication, and innovation across ADESA, KAR Global, and the entire automotive industry.

Caruso retired in March 2020 as Executive Vice President and Chief Client Officer for KAR Global. He began his career in 1980 as Concord Auto Auction Fleet Manager, and became general manager in 1984. He was instrumental in earning many local and national accounts, which led to Concord's acquisition by ADESA in 1992. In 1993, Caruso was the architect of ADESA's expansion into the 3 million square foot facility that houses ADESA Boston today. ADESA later reopened the original Concord location as ADESA Concord.

Caruso's successful career and leadership qualities led him to become Executive Vice President of ADESA, where he oversaw half of the company's U.S.-based operations. He was then promoted to ADESA Chief Operating Officer and then ADESA President and CEO in 2009. Caruso served as NAAA President in 2006 and was inducted into the NAAA Hall of Fame in 2012.

Created in Caruso's memory, the Tom Caruso Memorial Scholarship Fund is part of the NAAA Warren Young, Sr. Scholastic Foundation, Inc.

**Four scholarships will be awarded annually (one from each NAAA chapter) to students pursuing a degree at a trade or technical school.**

Scholarship applicants must meet the same eligibility requirements as the NAAA Warren Young, Sr. Scholastic Foundation, Inc. Scholarship Program.

Donations to the fund can be made online at [www.naaa.com](http://www.naaa.com) or by mailing a check to the address below and writing "Tom Caruso Memorial Scholarship Fund" in the memo line.

Please make checks payable to:  
**Scholarship America.**

Mail to:  
National Auto Auction Association  
5320 Spectrum Drive, Suite D  
Frederick, MD 21703

Scan to Donate





## Celebrating 20 Years with Capital City Auto Auction



Auction driver Sharon Wooten is celebrated for her 20 years of service with Capital City Auto Auction. "We are thrilled to have her on our team" says auction owner Joe Pyle.

*From left, Joe Pyle, Capital City Auto Auction Owner; Sharon Wooten, and Ty Laughlin, auction's general manager.*

## Greater Rockford Auto Auction Celebrates 48-year Anniversary

A two-day event from July 26-27 will kick off the Greater Rockford Auto Auction (GRAA) 48-year anniversary celebration.

"We are very excited to have Niko Moon headlining GRAA'lalalooza 2022. We are looking forward to a fantastic event for customers and employees, filled with cars, music, giveaways, and excitement," says Chad Anderson, auction general manager. "We are grateful to celebrate 48 years in the auction business with the best customers in the industry, who have supported us along the way."



*American country pop singer Niko Moon to perform at the 5th Annual GRAA'lalalooza.*

## NextGear Capital Creates Dedicated Group for Independent Auctions

To strengthen its business relationships with the auction partners who support the inventory needs of its independent dealer clients, NextGear Capital has created an Auction Services department. Tapped to lead the group is Sandy Moon, the company's AVP of Auction and Floor Plan Services.

Planning for Auction Services began in 2021. The work included reimagining and, in turn, realigning the company's flooring and funding departments to create collaborative consulting teams. The goal is to build in-depth relationships with auctions to better understand their unique needs and harness the collective resources of NextGear Capital to provide customized solutions.

"Our focus for creating a dedicated Auction Services team was to broaden our support and expertise to

better meet the needs of our valued auction partners," explained John Wick, SVP of Lending for NextGear Capital. "Bringing our best-in-industry knowledge and exceptionally skilled team members to the table allowed us to take a fresh approach to how we interact with our auction partners and become a collaborative, trusted resource to help both organizations drive growth."

A 17-year member of the NextGear Capital team, Moon brings experience in operations management and team building to her new position. In addition, she has hired Danny McNelis as the team's auction director. Previously serving as a senior client solutions executive for NextGear Capital, he brings strong relationship-building skills to this new role.



## ADESA Rolls Out New Condition Reports

### Empowers Dealers to Make Smarter and Faster Buying Decisions

a decision on the vehicle while empowering dealers to buy with confidence,” said John Hammer, chief commercial officer of KAR Global and president of ADESA. “Buyers consistently ask for fast access to the information that matters most to them, including things like damages, tire condition and announcement information. So, we are thrilled to evolve our condition reports to a more digestible format that better meets their needs.”

Highlights of the enhanced condition report include an improved photo gallery with a separate damages section, easier to find tire condition and vehicle options. The most commonly referenced information is featured at the top of the page, including vehicle summary, bid details and images. The phased rollout is anticipated to be complete later this year.

Evolving the most innovative and technologically advanced sourcing and wholesale platform remains a key focal point for ADESA and KAR's digital marketplace businesses. In addition to the new condition reports, ADESA has recently rolled out several new tools for customers. These include an updated Purchases Page providing a more streamlined checkout process and ADESA Assurance, reducing risk and providing peace of mind when buying.

**A**DESA announces more comprehensive condition reports rolling out across the U.S. and Canada, allowing dealers to make more informed and faster buying decisions.

“Our new condition report displays key information in an easy to digest format, reducing the time it takes to make

## Carolina Auto Auction Hires Zach Evans as National Accounts Manager

**C**arolina Auto Auction announces that Zach Evans has joined the Carolina Auto Auction team as the National Accounts Manager.

“Zach has a strong background in commercial fleet sales, having previously served as the Fleet Lease Manager for America’s St. Louis. He is familiar with the auction industry and is looking forward to working with our existing commercial clients. Zach takes pride in creating strong business partnerships with each client’s unique strategies, as well as taking the current successes at Carolina and turning them into additional opportunities for growth,” said Eric Autenrieth, general manager and owner.

“I am looking forward to working with Carolina Auto Auction and the extensive commercial base that they have had so much success with. The team here at CAA is one of the best – their knowledge, experience, and the family atmosphere is something special,” said Evans.



*From left, Eric Autenrieth, General Manager/Owner; Zach Evans, National Account Manager, and Vann Humphrey, AGM – Operations and Compliance.*

## Manheim Names

# NEW

## Leaders to Manheim's East Operations



**DiAngelo Brooks**  
General Manager  
Manheim Harrisonburg



**David Carlucci**  
General Manager  
Manheim New England



**Charlie Clarke**  
General Manager  
Manheim Darlington

**M**anheim tapped into the company's leadership talent in Q1, appointing three new general managers with deep experience serving their clients, team members and communities. They include:

**DiAngelo Brooks** has been promoted to general manager for Manheim Harrisonburg, which is part of the Manheim Mid-Atlantic Market Center that includes Manheim Fredericksburg, Manheim Baltimore-Washington and Manheim Harrisonburg. With a love for automobiles that began at his grandfather's salvage yard working as an unpaid parts puller, Brooks joined Manheim in 2010 as an OVE sales coordinator and was promoted to field sales manager for Virginia and Maryland in 2011. Most recently, he was assistant general manager at Manheim Fredericksburg, where the location won the "Best Auction of the Year" award from 2016 through 2019.

**David Carlucci** has been promoted to general manager for Manheim New England, which is part of the Manheim Northeast Market Center that also includes Manheim New York and Manheim Albany. He previously served as the location's assistant general manager since 2014, responsible for all aspects of auction operations. Carlucci's 20-plus year career in the auction industry also includes numerous roles in marketing, factory coordinator, dealer services, auction manager, general manager, and corporate national sales.

**Charlie Clarke** has been promoted to general manager for Manheim Darlington, which is part of the Manheim Carolina Market Center that also includes Manheim North Carolina and Manheim Wilmington. Clarke joined Manheim after college in 2001, beginning at Manheim

Tennessee in Lot Operations before transitioning to various roles including arbitration, financial services and commercial accounts. While there, he helped start the location's Total Resource Auctions (TRA) salvage sale as well as holding the role of inside sales manager. Following the auction's merger with Manheim Nashville, Clarke held several manager-level positions before being promoted to assistant general manager in 2016.

"As the industry and our business continue to evolve, we continue to look to our talented leaders to drive innovative solutions for our clients and our company," said Matt Trapp, regional vice president, East Region. "All three have proven records of success in their regions and we look forward to seeing the ongoing contributions we know they'll make in their new roles."



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# Manheim Pennsylvania Hosts Annual Xtreme Spring Sale and Fundraiser



From left, Joey Hughes, Manheim Pennsylvania; Andrew and Angela DeLeo from Manheim Used Car Factory; Cara Feldman and Jennifer Davis from Make-A-Wish

Bringing high energy and excitement to its lanes and fulfilling its commitment to raise money for Make-A-Wish Philadelphia, Delaware and Susquehanna Valley, Manheim Pennsylvania hosted its annual Xtreme Spring Sale on March 24. Dealers who participated in the physical and digital sale event had an opportunity to bid on nearly 650 unique vehicles. In addition, a customized 2021 Ford Bronco was auctioned off and purchased by Andrew and Angela DeLeo from Manheim Used Car Factory, with proceeds benefitting the Make-A-Wish Foundation. Of the 650 cars offered during this sale, 350 were sold.

"We are so incredibly grateful to our partners at Manheim Pennsylvania for their support of the mission of Make-A-Wish," said Jennifer Davis, President and CEO of Make-A-Wish Philadelphia, Delaware & Susque-

hanna Valley. "Ensuring that wishes come true is not possible without those in our community like those who gathered together last night. We consider our friends at Manheim part of our Make-A-Wish family. They are true wish heroes and words alone cannot express our gratitude."

Manheim Pennsylvania has been hosting its Xtreme Spring Sale – its largest sale – for more than 12 years. The sale attracted more than 2,100 in-lane and digital buyers along with 400-plus dealers who attended the charity gala held that evening. In addition, the auction will be the public send-off point for the annual Make-A-Wish Mother's Day Truck Convoy on Sunday, May 8. According to Make-A-Wish, the convoy provides funding for more than 75 percent of the wishes granted by the Susquehanna Valley chapter each year. "We could not be more excited to offer our site as the starting point for this huge truck

convoy that benefits Make-A-Wish. It's truly going to be a special experience for our team and our community," said Joey Hughes, Manheim Pennsylvania vice president and general manager.

"I have been attending Manheim Pennsylvania's auto auction since I was 16 years old. This auction has always impressed me, but the Xtreme Spring Event is my favorite," said Constantine "Cosmo" Kogan, owner of Cosmo Motors in Hickory, North Carolina. "As owner of Cosmo Motors, I am always searching for amazing inventory for my dealership. Manheim Pennsylvania provides us with those top units needed for our success. My wife Nicole and I love the charity gala event. The Make-A-Wish organization is near and dear to our hearts, and we were happy to purchase some of the wish kid artwork during the charity auction."



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