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THE CONVENTION ISSUE



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NAAA's Annual Convention Proves to be **BOSTON STRONG!**

From its Tea Party to its marathon, Boston has played host to some history-making and exciting events — and now that includes the National Auto Auction Association's (NAAA's) 66th Annual Convention in September.

This year's meeting saw the Black Book Pedal Car Auction, which collected more than \$576,000 to benefit NAAA's nonprofit Warren Young, Sr., Scholastic Foundation. State Line Auto Auction's entry of the jump truck received the highest bid of the 14 contestants to take home the charity event's first Best-in-Show award. Thank you Jeff Barber and family for making this auction a memorable event.



FRANK HACKETT
CEO of NAAA

Those who attended the Auction Insurance Agency Luncheon were treated to the hilariously entertaining one-man show by comedian and Tony Award winning actor Jason Alexander as the keynote program.

Other highlights included two informative, eye-opening presentations by futurist Patrick Dixon, looking at what tomorrow holds for transportation as well as media, marketing and the workplace; a session with CNBC contributor Steve Cortes discussing actionable alternatives

to common market wisdom; and an industry forecast by NAAA economist Dr. Ira Silver.

Plus a city tour on the amphibian DUCK boat cruise, a visit from official Red Sox mascot Wally the Green Monster and a chance to meet another legend from Fenway Park, Baseball Hall of Famer outfielder Jim Rice during the Exhibit Hall Opening Reception, provided a real taste of Boston flavor.

And as always, there were plenty of opportunities to network with colleagues, browse for vendor services, honor outstanding members of our industry at the Presidential Gala and enjoy an evening of celebration at the President's Party.

I must express our sincere appreciation on behalf of NAAA to our more than 60 sponsors and exhibitors, along with our hardworking staff and, of course, all the attendees for helping make this year an outstanding success. ■

"THIS YEAR'S MEETING SAW THE BLACK BOOK PEDAL CAR AUCTION, WHICH COLLECTED MORE THAN \$576,000 TO BENEFIT NAAA'S NONPROFIT WARREN YOUNG, SR., SCHOLASTIC FOUNDATION."

The Root of the Matter

As a little girl growing up I could often be found somewhere at the auto auction with my auctioneer father, Kenny Aycock, who started the auction in our small North Carolina town. There was something thrilling about all the different cars, the rapid pace of the bidding, the buzz of the crowd and the smiles of the staff at the end of a good day.



ELLIE JOHNSON
President of NAAA

Now here I am three decades later, general manager of that very same auction, and I still get that feeling as I walk through the lanes. Each weekend I can hardly wait for the excitement and energy that comes with sale day every Monday!

Naturally, I just assumed that my love for the business was something I inherited from my dad, but in my visits to member auctions around the country this past year I discovered an identical electric vibe running through each one, whether independent or corporate. I found it heartening to know that NAAA members share an enthusiasm for their work and devotion to their industry. It makes me proud to serve you all as your president.

Although my childhood revolved around the family business, I never dreamed of becoming the general manager — much less president of the National Auto Auction Association! So I am honored to follow in the footsteps of my 62 predecessors who held this office before me. Theirs is such an illustrious lineage of pioneering achievements and a legacy of leadership that taking on the executive mantle is rather humbling. But I am ready to accept the responsibility and, with your help, to continue their tradition of service, advancements and growth.

One such item on my agenda would be a push for a uniform title system to streamline processes and help auctions achieve more efficient, cost-effective operations. Another goal is to keep members up to date with technology that can improve management, boost sales, strengthen service and enrich customer satisfaction. I'd also like to launch an initiative aimed at increasing safety awareness and help NAAA members promote that message to staff and customers.

I remain firmly committed to our advocacy efforts where we're already seeing the value of strength in numbers to be a strong, united voice on the issues that impact the industry, and I support more ongoing education and training programs.

My deepest gratitude goes to Past Presidents Paul Lips and Jack Neshe, for all their dedication, direction and endeavors. Jack has shown me how something as simple as seeing an old toy can spark a brainstorm suggestion that becomes a half-million dollar fundraiser with the Black Book Pedal Car Auction at this year's annual convention. And I want to thank in advance President-elect Mike Browning, Vice President Jerry Hinton, the entire executive committee and the hardworking NAAA staff for ensuring that we will carry on NAAA's proud heritage.

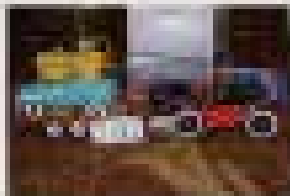
As a southerner, my roots and relationships are important. I'm happy mine are in the auto auction business and I belong to the NAAA family. By relying on those firm roots and forging strong professional bonds, we can work together to help the entire remarketing community grow and prosper today — and for future generations to come. ■

CONGRATULATIONS

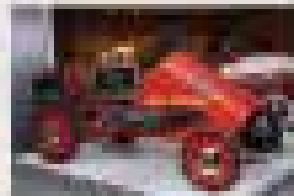
to the National Auto Auction Association on the tremendous success of the Black Book Pedal Car Auction.



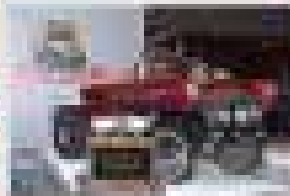
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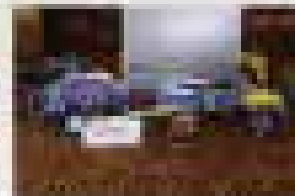
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We are proud to have partnered with you to help raise \$576,300 for the Women Young Sr. Scholastic Foundation.



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FLOOD DAMAGE BASICS

Damage to vehicles by floodwater is a topic that keeps coming up as we continue to analyze issues around the country that have physical effects on vehicles.

As already stated by NAAA: "Vehicles are frequently exposed to moisture during their ordinary operation, maintenance and reconditioning. Occasionally, such exposure may leave residual marks or indicators similar to those left by exposure or immersion of the vehicle in floodwater."

We also know that flood damage carries a stigma that damages the overall value of a vehicle. It is vitally important that a systematic and complete inspection be performed by personnel qualified to appropriately evaluate each condition in the context of the total condition and vehicle history.



"VEHICLES ARE FREQUENTLY EXPOSED TO MOISTURE DURING THEIR ORDINARY OPERATION, MAINTENANCE AND RECONDITIONING."

What is a Flood?

According to the National Flood Insurance Program's website (www.floodsmart.gov) a flood is defined as "a general and temporary condition where two or more acres of normally dry land, or two or more properties are inundated by water or mudflow."

Floods are caused by events such as hurricanes and damaged or overflowing levees, dams, drainage systems, rivers, ponds or lakes. The majority of floods are caused by rainfall.

How do We Inspect a Vehicle for Evidence of Flood Damage?

As outlined in the NAAA Auction Standard's Training (NAAA, Training), flood damage involves the entire vehicle, any relevant history and title status. Below is a recommended course of discovery to determine if a vehicle requires disclosure for flood damage.

➤ **Data History.** Ideally the majority of insurance companies that manage flood-related claims to all property will report to various vehicle-history databases. One of these databases is run by the National Insurance Crime Bureau, a North American non-profit membership organization created by the insurance industry to address insurance-related crime. It works closely with law enforcement agencies. NAAA

recommends using more than one credible source to help establish that the claim may be valid by creating a need to inspect visually.

➤ **Title Status.** The title may or may not be branded due to the effects of the flood. The vehicle may indicate 'total loss' history but have a clean title. In a past article, I explained why it is important to understand the reason that the vehicle was deemed a 'total loss.' If the title is branded, the vehicle will require a proper disclosure by sellers to would-be buyers when selling at an auction that falls under NAAA policy.

➤ **Physical Condition.** The vehicle may have been cleaned up partially or fully. The indicators below will help the inspector determine the actual presence of flood damage.

- Strong musty odor in interior or luggage compartment.

- Surface rust under dash or seats on unfinished steel brackets, frames or springs.
- Dampness in seat cushions, headliner, visors and other upholstered components.
- Mud, silt or sludge build-up in wheel wells; inside bumpers, hinge boxes, door openings/sills, or door drain holes; under carpets or luggage compartment floor mats.
- Surface rust on underbody components, brake rotors/drums, exhaust system, pinch welds, brake lines, chassis components.
- Mud or sludge build-up inside door panels, behind luggage compartment side walls, beneath dash, inside glove box, etc.
- High water marks on door panels, upholstery, trunk interior, or head or tail light lenses.
- Deposit of debris such as silt, grass and small twigs.
- Accumulation of silt/rust inside major mechanical components.
- Extremely corroded wiring harness, fuse boxes, etc.
- Corrosion to structure that requires disclosure, per NAAA Structural Damage Policy.

Some caveats exist with the physical inspection. The NAAA policy exempts vehicle affected by water ingress by the following:

- **Heavy Detailing.** Some carpets and

upholstery are badly stained or soiled. This may require hard scrubbing with hot water and strong chemicals during the detail process. In this event, excess water and chemicals may be used and these conditions may be present. These signs alone are not proof of flood damage. In many cases, carpet wetness or dampness and odors in the trunk area and interior are misdiagnosed as flood damage.

➤ **Dirt Road Usage.** Many vehicles are operated on unimproved, dirt and gravel roads. Many are subjected to off-road conditions. Thus mud, silt and sludge build-up may be normal and should not in itself be considered flood damage. Interior dust and dirt accumulated during normal operation may become muddy during the detail process.

➤ **Normal Wear and Tear.** Light surface rust is common on exposed metal surfaces and is not sufficient alone to prove flood exposure. The absence of rust on exposed metal should also be considered, although not conclusive, as evidence of no flood exposure.

➤ **Disclosure Requirements.** No disclosure is required nor is arbitration allowed for the following types of water exposure, provided that none of the components outlined below are damaged:

- Rain, snow or sleet due to open windows, doors or tops, or leaking seals.
 - Car wash or rinse water.
 - Carpet or upholstery shampooing or cleaning.
 - Stream, pond, puddle or floodwater that does not rise above the rocker panel or otherwise enter the passenger compartment.
 - Stream, pond, puddle or floodwater that enters the luggage compartment, but does not damage any electrical components (such as lighting or wiring harness) or does not enter the passenger compartment.
- Disclosure is required and arbitration shall be allowed under the following conditions:
- Claim filed within specified timelines (per NAAA Appendix 1).
 - The title has been correctly branded indicating flood history of the vehicle.
 - Any of the following components have been damaged due to immersion:
 - Front or rear lighting or wiring harnesses
 - Engine and its major components
 - Transmission and differential
 - Dash instrument panel and wiring
 - Passenger seat cushions
 - Power seat or window motor
 - Major sound system components

The recommended disclosure that a seller should make to would-be buyers is "Flood Damage." This disclosure requirement should be made regardless of sale light (green or red), but buyers must be mindful of sale channel exemptions (e.g. salvage sales). All stakeholders must be mindful of the vehicle's history, physical symptoms and policy disclosure requirements when selling or buying at auction.

Keep in mind that flood-damage vehicles are like floods. They can appear anywhere it rains! ■



Matt Arias
Manheim Director of
Operational Excellence

ASSESSING THE INDUSTRY

Right now is a great time to be in the used car industry. Many of us remember what it was like when the financial crisis hit in 2008. It has been a slow recovery, but we're finally starting to see some of those pre-2008 numbers return.

From the financial side, I'm seeing a good, healthy industry right now. Volumes are positive at the auctions relating to year-over-year growth, and the overarching trend affirms things are good. But they could be better. I've had recent conversations with multiple people in the industry who all agree that we are heading in the right direction, but could be going faster.

Wholesale prices are holding steady and getting stronger. As the economy slowly improves, dealers are stepping up and gaining more confidence. This stamina is giving rise to increased purchasing of more inventory, which will ultimately drive prices up. Now, as is always the case, you have to account for supply and demand, but I predict that overall wholesale will continue to rise.

Additionally, there are numerous compelling incentives coming from manufacturers, which are driving new inventory sales and bringing about an increase of trade-ins. As a result, we should see used inventory prices beginning to increase. Off-lease inventory will start coming

WHOLESALE PRICES ARE HOLDING STEADY AND GETTING STRONGER.



out over the next year or two as well. That flood on the market is going to create more supply, resulting in lower prices. This won't be recognizable right away, but Manheim's Used Market Report predicts that sales will exceed 16 million in 2014, meaning it will be a great year overall for the industry.

An issue that could potentially lead dealers to be cautious in their buying habits, however, is the influx of recalls occurring over the last few months. While used-car dealers may not have

to deal with the recall issues in the same way as franchise dealers, there is still a big "what if" factor, meaning dealers might be cautious about which vehicles they purchase at the auctions.

The topic concerning the industry right now is how all of the new regulations from the Consumer Financial Protection Bureau (CFPB) are going to impact the industry. While these new regulations may not influence the used-car dealer's buying and selling habits, it's going to have a different sort of impact. The CFPB has cast a broad, ambiguous net that may affect multiple layers of the remarketing landscape. It's a big question mark for dealers, which in turn is causing dealers to be more aware when they structure a deal for the consumer or internally (Buy-Here Pay-Here).

While it's impossible to forecast what will occur in 2015, I expect us to continue at a slow growth. As a member of the Cox Automotive family, I personally am excited to see what new heights will be reached in the coming year. With an increase in off-lease volume being pushed through the auctions, our industry looks set to head into 2015 with some great momentum.

By **Brian Geitner, President**
NextGear Capital

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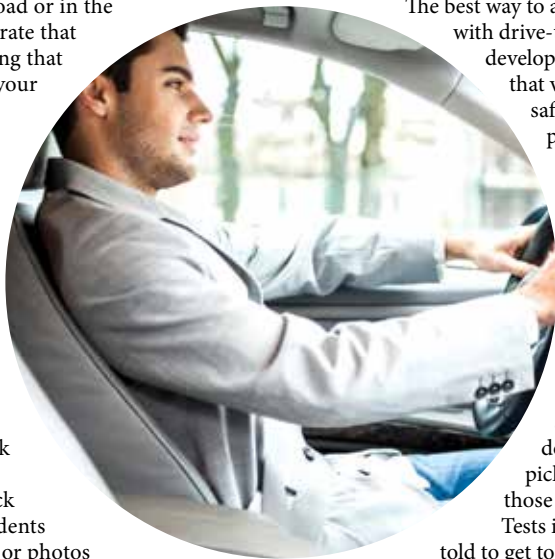
the symbol of a
QUALITY AUCTION

The Best Way to Address Safety?

Make it Part of Your Corporate Culture

Videos and pictures of auto crash scenes, whether over the road or in the auction lanes, generate that spine-tingling feeling that makes the hair on your arms stand on end. Statistics involving auto accidents do not generate that same feeling. In fact, when I launch into a conversation with someone with simple, dead-level auto accident statistics, it's tough to ignore the glazed over look I receive.

Is it better to stick with videos of accidents in the auction lane or photos of flipped over SUVs to start the conversation? How should you approach auto



safety with your auction's employees?

The best way to address safety issues with drive-team personnel is to develop a corporate culture that values and rewards safe operational practices. This must start with top management and ownership. While competition among auctions is fierce and you must be relentless in your attempts to bring in more cars, don't let that sales mindset trickle down to the actual pick-up and delivery of those vehicles.

Tests in which drivers are told to get to their destination as quickly as possible versus those told to obey the speed limit and drive defensively, reveal

ACCORDING TO THE NATIONAL SAFETY COUNCIL, A **CRASH** OCCURS APPROXIMATELY **EVERY 24 SECONDS** DUE TO DISTRACTION FROM CELL PHONES.

little evidence to support that driving faster does anything but cause more wear and tear on the vehicle, increase the chance of being involved in an accident or obtaining a ticket, and risk the lives of everyone who gets in the way. The actual travel time reduced by speeding, even when accidents are avoided, is negligible.

According to the National Safety Council, a crash occurs approximately every 24 seconds due to distraction from cell phones. Text messaging creates a crash risk 23 times worse than driving while not distracted according to Virginia Tech Transportation Institute (VTTI). A recent University of Utah study found that drivers distracted by cell phones exhibited greater impairment than did intoxicated drivers.

Educate your drivers on the dangers or texting and talking while driving and implement a policy that allows you to take employment action when those rules are broken. As we approach the winter months, road conditions will deteriorate and present additional safety challenges for the drive team. Provide checklists to your drivers that address best practices in cases of inclement weather. Snowfall in the deep south last January proved that not all weather forecasts are accurate, so train your drivers on how to react when weather conditions change for the worse. Review defensive driving tips for applicable weather conditions with your drive team at each change in season.

For years, I've seen the best claims experience by auctions that stress to their employees that safety should be their paramount concern as they provide their crucial service. Better loss performance relieves pressure on insurance pricing, which is just another reason for management and owners to stress safety first in the lanes and over the road. ■

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Michael J. Rohdy
Area Senior Vice President of
Arthur J. Gallagher
Risk Management Services, Inc.

Giving Back to the Community, MANHEIM STYLE

Based on the principles of Cox Enterprises, Manheim and its auction locations from around North America have made many donations and held a wide variety of food collections, fundraisers, volunteer events and other special sales to benefit national organizations and the charities in the communities the auctions serve.

Manheim's national partners include the American Cancer Society, Autism Awareness, Boys & Girls Clubs, Habitat for Humanity, Make-A-Wish Foundation, Ronald McDonald House Charities, Red Cross, Shriners, Toys for Tots and Wounded Warriors.

This spring, former NASCAR driver Kyle Petty led more than 175 motorcycle riders on a cross-country motorcycle trek to benefit Victory Junction, a camp created to enrich the lives of children with chronic medical illnesses. The 20th Anniversary Kyle Petty Charity Ride Across America (KPCRAA), which was presented by Manheim, began on May 3 in Carlsbad, Calif., and ran 2,800 miles before finishing in Daytona Beach, Fla. on May 10. Manheim North America Chief Operating Officer Janet Barnard and three other Manheim leaders participated in the event.

Over the past year, the list of local partners supported by the auctions include: AALAC of Georgia, Cincinnati Children's Hospital Medical Center, Food Bank St. Louis, Fredericksburg (Va.) Food Bank, Houston Foodbank, Keystone Wounded Warriors (Pa.), the Johns Hopkins Sidney Kimmel Comprehensive Cancer Center and Johns Hopkins Heart and Vascular Institute (Md.), Mission Arlington (Texas), North Texas Food Drive, Oregon Food Bank, St. Louis Area Foodbank, United Food Bank of Arizona, the Urban League of Atlanta, Year Up and many more.

These projects helped local auctions raise more than \$150,000 and spent hundreds of volunteer hours in support of their local and regional charities:

- In recognition of the care provided to the Lancaster County area and southeastern Pennsylvania, Manheim Pennsylvania hosted a charity auction and Texas'Em Poker Tournament this year that raised \$31,750 to benefit the Johns Hopkins Sidney Kimmel Comprehensive Cancer Center and Johns Hopkins Heart and Vascular Institute.

- Additionally, Manheim Pennsylvania, the world's



largest auto auction, raised \$70,000 as a donation to Keystone Wounded Warriors, which is a portion of proceeds from the third-annual Xtreme Spring Event in March 2014. A Spring Charity Gala to benefit veterans was held as part of two-day event.

- To help Ronald McDonald House Charities (RMHC) support families with seriously ill children, Manheim locations in Hawaii, Seattle, Portland and Nevada raised more than \$42,000 to help support their local Ronald McDonald Houses. In addition to the donations, Manheim employees volunteered many hours at their local Ronald McDonald Houses last year.

- This summer, more than 20 members of Manheim's Northeast Market sales team joined the Ronald McDonald House support network and volunteered their time. More than 100 parents, siblings, grandparents and other family members were fed by groups of Manheim volunteers in Albany, N.Y., Boston, Mass., and Philadelphia, Pa.

- In an effort to support their local communities, employees of Ready Auto Transport, Manheim Phoenix and Manheim St. Louis recently collected enough food to help United Food Bank of Arizona and St. Louis Area Foodbank provide more than 16,000 meals to less fortunate members of their communities. More than 9,000 items were collected during separate food drives held last fall.

- In the spirit of giving back to their communities, more than 80 employees from three Manheim operating locations in California and their family members took part in the Make-A-Wish Walk for Wishes fundraising event at Castle Park in Riverside on April 12. The groups from Manheim California (Anaheim), Manheim Riverside and Manheim Southern California (Fontana) participated in the walk and raised \$8,520, the second-highest amount raised among sponsors of the Make-A-Wish Orange County and the Inland Empire event.

- Manheim Florida employees participated in the Fifth Annual Warrior Walk in July to support wounded veterans, while Manheim New England sponsored the Sixth Annual Dighton Run for Heroes in September, with proceeds going to Homes for Our Troops. ■



Southern Auto Auction Battles Winter



As the first wisps of winter have already fallen in Chicago (Oct. 4, 2014), a full month before what is typical, auto auctions across the country are gearing up to battle with 'Ol Man Winter. According to the Old Farmer's Almanac and meteorologists, the Winter of 2014-15, promises to be much like last year – colder and snowier than average in many regions of the country.



Last year's record snow and cold across the U.S. forced the closing of a number of auctions on sale days in the Midwest and Northeast. However, despite a February 2013 snowfall total of nearly 3 feet (twice the average for Windsor, Conn.), Southern Auto Auction stretched its record without a snow-related sale day closure to 67 years.

Whether it's the heavy wet stuff or cold, dry, drifting snow it must still be removed from consignors' vehicles before they run through the lanes. If buyers know the sale is going to be open, they show up, ready to buy and, perhaps, take advantage of some competitors who may have found it easier to relax at home and take a "snow day."

Larry Tribble, Southern Auto Auction's president, has found an extra team member that keeps the auction open by cleaning some 120 vehicles per hour, a specially equipped Gradall XL4300III excavator that blows the snow back where it came from — into the air.

Tribble boasted in the Southern Auto Auction newsletter earlier this year that his snow blower on steroids can clean off thousands of units efficiently and, importantly, with no damage.

Treat your snow team well! ■

How Mobile has Changed the Used-Car Market

If you walked into an auction 20 years ago, you might have seen a dealer holding his clipboard of notes, with a marked-up run list tucked under his arm and a worn copy of the Kelley Blue Book in his back pocket. Now, the only tool a dealer needs to bring to the auction is his iPhone.

Mobile apps have forever changed the way we do business at the auction. Dealers can do more in less time from anywhere—and make better buying decisions—all because of these new tools.

Mobile apps have helped dealers become more productive and profitable by helping them to:

BE SMART. Better access to information leads to better buying decisions. Before, you'd find a vehicle in the lineup, look it over and kick the tires. Now, mobile apps let you search

MOBILE APPS HAVE FOREVER CHANGED THE WAY WE DO BUSINESS AT THE AUCTION. DEALERS CAN DO MORE IN LESS TIME FROM ANYWHERE—AND MAKE BETTER BUYING DECISIONS—ALL BECAUSE OF THESE NEW TOOLS.

for cars that fit your criteria, then link you to condition reports and vehicle history reports on those cars under consideration.

BE ORGANIZED. Before, you'd circle a car you were interested in on your run sheet. Now, you move those vehicles to your "watch list" and you're notified when those vehicles are scheduled to be in the lanes.

BE FLEXIBLE. Before, the action stopped when the auctioneer put down the microphone. Now, you can buy a car any time of day. Using an app, you can find the vehicle you want and either bid on it, buy it outright or set an "auto bid" price. You can be in a meeting, at the dinner table or even on vacation, and still get the inventory you need.

BE IN TWO PLACES AT ONCE. Before, if you were interested in cars on different lanes, you'd run the risk of missing an opportunity to bid, depending on the timing. Now, you can watch multiple lanes at once with live auction simulcasts.

BE GLOBAL. Before, you didn't know what you were missing at other auction locations. Now, you can search—and buy—vehicles worldwide.

By **Tim Zierden**

Senior Vice President of Dealer Services,
ADESA



RETURN VEHICLE WITHIN 21 DAYS AND RECEIVE 100 % REFUND, GUARANTEED

Cox Automotive Launches DealShield Purchase Guarantee



HAVE YOU EVER MADE A BIG PURCHASE, WANTED TO RETURN IT BUT DREADED THE RETURN PROCESS?

Well, Cox Automotive now makes it easier for Manheim customers to return a vehicle with the DealShield Purchase Guarantee. This new product allows customers to return a vehicle for any reason, at any Manheim operating location, for up to 21 days and receive a guaranteed 100 percent refund of the purchase price and buyer's fees.

"DealShield provides a simple and efficient solution giving buyers peace of mind," said Matt Trapp, who led Cox Automotive's efforts to develop and launch DealShield. "Customers have asked us for an easy way to increase confidence in their purchases, while protecting them from the unknowns of vehicle sourcing, such as incorrectly

estimating recon costs."

DealShield Purchase Guarantee is designed to provide that solution, giving dealers increased confidence as they make quick decisions on sale-day purchases. With DealShield protection, buyers can purchase the ability to return a vehicle for any reason for up to 21 days and 500 miles from the time of purchase, depending on the options they choose.

This revolutionary product is the only full-service return guarantee on the market, providing buyers with the opportunity to evaluate a vehicle on their own and make an informed decision about whether to keep or return it.

The DealShield guarantee can be added to most purchases, including approximately 97 percent of the vehicles that run through the auction lanes. The DealShield Purchase Guarantee can be utilized by buyers in two ways. First, DealShield can be added to as an individual purchase at the time of the sale to any eligible vehicle at any participating location. Second, the DealShield 360 Membership (DS360) is available to qualifying dealers who purchase more than 40 vehicles a year.

For more information on DealShield, please call 1-855-246-5556 or email Support@DealShield.com. ■



pi·o·neer

[pī- ə'-nir]

noun

1. a person who is among the first to explore a new area.



Our pioneering spirit continues. Thank you to the NAAA for your recognition.

Pedal Car

POWER!

W

hen Jack Neshe glimpsed an old pedal car parked in Frank Hackett's office during a meeting at National Auto Auction Association (NAAA) headquarters last year, neither the president nor the chief executive officer knew the toy would turn into a half-million dollar fundraising vehicle. The pedal car prompted Neshe to offhandedly suggest holding an auction of member-customized pedal cars at the annual convention to benefit the association's nonprofit Warren Young, Sr., Scholastic Foundation.

"We just thought this offered our members a great way to demonstrate their creativity and craftsmanship in a friendly competition and a fun way to raise money for our scholarship fund," recalls Neshe. "We hoped to raise \$50,000."

When the entry fees, vehicle sales, award

sponsorships and additional contributions were tallied from the charity event, the Black Book Pedal Car Auction had raised a grand total of \$576,300.

"It was one of the most entertaining and exciting 45 minutes I've ever experienced," Hackett remarks. "The first car sold for \$10,000 and it just took off from there." He reports that the evening's volunteer auctioneers, NAAA Past President Bob McConkey and NAAA 2014 Auctioneer of the Year Mike Chambers, assisted by ring men Mike Browning, Sam Chaple and Joey Hughes, kept the crowd going in a bidding frenzy. "As we approached a half-million dollars, people continued making offers to get us over the mark. For example, Black Book and Lynnway both bought their own cars and then donated them back for resale. It was an amazing evening. The benevolent spirit of all those who took part was just inspiring."

Neshe says he never dreamed the auction would raise 10 times the original goal. "I am truly astonished and extremely gratified by the remarkable response to this first-time fundraiser that far exceeded our expectations," he says. "I want to express my heartfelt appreciation to all of our auction participants for their generous support."

Among the 14 candy-colored and fully accessorized, pedal-powered entrants, a Jump Truck custom-built by State Line Auto Auction

Manheim Auctions was represented by Manheim North Carolina's fully restored original 1950s Murray Straight Side "Comet Special." A rare find, the car is transported by a customized 1970 Ramp Truck. The restoration required 30 hours of labor using all original parts (except the rubber) and converting it from an AMF Fire Fighter into a one-of-a-kind truck involved equipping it with lights, customized interior and larger wheels for a better ride. The paint restoration was a BASF base-coat clear-coat process, while the steering wheel and wheels were refinished using a powder coat paint system.





Stateline Auto Auction built a 2014 Jump Truck with custom steel, fabricated by Rob Bennett of Waverly, New York, and finished by State Line Body and Paint Shop. The team of John Williams, Chris Waters and Ed Garrity invested almost 130 hours in the construction, including accessorizing it with jumper cables, compressed air system, push bumper, beacon lights, trash receptacle, fire extinguisher and first aid kit. **This car won "Best In Show."**



ABOVE: Black Book's entry, affectionately named "The Shrimp," is a classic Chevy from 1955 — the year the company was founded. Resurrected straight out of its Pennsylvania resting place, this vehicle would have created a whole new condition category of double rough, according to the staff.

BELOW: ADESA Indianapolis entered an antique car found in South Bend, Indiana. The 1939 Hot Rod Steel Cast Pedal Car's original chrome and paint job with orange flames makes it a collectors' dream car.

of Waverly, NY — complete with jumper cables, compressed air system, push bumper, beacon lights, trash receptacle, fire extinguisher and first aid kit — claimed the "Best In Show" title with a winning bid of \$102,000. The team of John Williams, Chris Waters and Ed Garrity, under the supervision of Rob Bennett, invested almost 130 hours in the project, according to State Line President Jeff Barber.

"WE JUST THOUGHT THIS OFFERED OUR MEMBERS A GREAT WAY TO DEMONSTRATE THEIR CREATIVITY AND CRAFTSMANSHIP IN A FRIENDLY COMPETITION AND A FUN WAY TO RAISE MONEY FOR OUR SCHOLARSHIP FUND."

— JACK NESHE

In addition to appearing on this month's "On the Block" magazine cover, State Line's "Best In Show" winner will be featured on the front of the 2015 NAAA Directory.

Four other contestants took home special show awards sponsored by NextGear Capital and judged by the NAAA's four chapter presidents: McConkey Auction Group for "Most Creative Pedal Car;" Greater Milwaukee Auto Auction for "Best Custom Pedal Car;" Pittsburgh Auto Auction for "Best Accessories" and Akron Auto



Capital City Auto Auction and Mountain State Auto Auction's reproduction 1951 Murray Champion Pedal Car, designed and painted by Richard Boggess, owner of MTR Paint and Body and Scott Murray of Capital City Auto Auction, has modified working headlights and taillights with crystal knobs installed to give the illusion of real glass. The body sports Mary Kay pink and burgundy with Galaxy Crystal Metal Flake, while the rear continental kit was modified to display a lighted NAAA diamond and an antique brass gavel mounted to the hood as an ornament.

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LEFT: Pittsburgh Auto Auction's 1955 Chevy Bel Air was modified for the drag strip with a 350 Blower motor and handmade front gas tank. The "Steel City Gasser" features a straight axel with custom leaf spring front suspension, handcrafted headers, modified front and rear wheels, and a handmade windshield, along with a rolled and custom pleated leather seat. The custom paint job includes ghost flames under the clear coat. The Gasser was customized at WyoTech, an automotive technology school located in Blairsville, Pennsylvania. The work was performed by Rachael Gelack and Sierra Salmen, under the supervision of Jim Buchanan and Lou Leonzio.

RIGHT: Greater Milwaukee Auto Auction partnered with Dent Wizard in restoring a 1960 Murray "Hot One" Pedal Car. The seat of red Cadillac leather is custom made by Bob Adams Upholstery. Its side pipes and engine were handmade in from California, then flown in and assembled in the partners' new detail shop.

Auction for "Most Unusual Paint Job."

The auction rules allowed the contestants to modify new or pre-owned pedal-powered vehicles or even custom make their own — whether trains, planes or automobiles — as much as their imagination and skill would permit. That included paint, decals, graphics, exhausts, lights, sirens and other parts or accessories.

"THANKS TO THE OVERWHELMING SUCCESS OF THE PEDAL CAR AUCTION, WE WILL BE ABLE TO DO MORE FOR STUDENTS IN OUR NAAA FAMILY."

— JACK NESHE

Handiwork of all the entrants vying to be among the finalists selected to compete in the auction appeared in a display at the CAR Conference in March. The lucky 13 to be included with Black Book's entry on the auction's run list were chosen by a random drawing held at the National Independent Automobile Dealers Association Convention this past June in Las Vegas.

In run order, the auction contestants and their final bids were: Black Book (\$49,500), Capital City/Mountain State Auto Auctions (\$10,000), ADESA Indianapolis (\$8,500), Akron Auto Auction (\$14,000), Sanford Auto Dealers Exchange (\$25,000), McConkey Auction Group (\$45,000), Manheim (\$75,000), Dealers Auto Auction of the Southwest (\$10,000), Stateline Auto Auction Inc. (\$102,000), Lynnway Auto Auction Inc. (\$45,000), Greater Milwaukee



McConkey Auction Group offered bidders a 1961 Murray V-Front T-Bird finished in a turquoise pearl paint with custom graphics—and autographed by the members of the rock band Cheap Trick while at DAA Northwest's 2014 Rock & Roll Sale. The car comes with "Mad MAG Recovery," a vintage auction car hauler customized by DAA NW Auto Body Center, and includes a working siren, headlights and a handcrafted trailer.



A 1955 Hot Rod known as the "Rubber City Classic" represents Akron Auto Auction. Professionally wrapped, the vehicle comes with a replica "Little Guy" trailer featuring a weekend get-a-way in Boston along with Boston goodies, donated by Sully's Brand.



LEFT: A rare, custom-painted blue and white with flames, limited edition Hard Rock Las Vegas pedal car represented the entry of Charleston Auto Auction, Moncks Corner, South Carolina. The body of “Sad Face” was manufactured in the 1950s and fashioned by Murray with button-and-tuck white vinyl seat compliments of Fletchers Auto Sales and Mikes Upholstery of Hartsville, South Carolina. Numbered 149, only 150 of these cars received a custom paint job.



RIGHT: Lynnway Auto Auction’s 1934 Pinch Nose Open Roadster included such design details as the “Flying L” hood ornament, orange piping on the leather seat, chrome dash and steering wheel, running boards and the Warren Young, Sr., Scholastic Foundation logo on the rear.

Auto Auction (\$25,000), Farmington Auto Auction (\$15,000), Pittsburgh Auto Auction (\$31,000) and Charleston Auto Auction (\$26,000).

Hackett also notes the many magnanimous individual gifts that helped boost the final tally. These included \$5,000 each from Automotive Finance Corporation, Auto Auction Solutions and Jay and Pam Cadigan; \$10,000 apiece from Charleston Auto Auction, Lynnway Auto Auction, Manheim and Auction Insurance Agency; and, a \$25,000 contribution from NextGear.

Tom Cross, president of Black Book, says he was proud his company could be the main sponsor of the association’s first-ever pedal car auction. “We believe in NAAA’s work on behalf of the industry and are big supporters of the Warren Young Scholastic Foundation. We’re happy to give back to the remarketing

community in this role and thrilled at the event’s overwhelming success in raising money for a worthy cause.”

Since it began in 2004, the Warren Young Sr. Scholastic Foundation has helped 120 deserving students achieve their dreams of higher education, awarding a total of \$40,000 in merit scholarships annually for full-time study at an accredited institution. It was named in honor of Warren Young, Sr., a pioneer of the auto auction industry who retired after 35 years of devoted service to his profession and the NAAA.

“Thanks to the overwhelming success of the pedal car auction, we will be able to do more for students in our NAAA family,” notes Neshe, who chairs the fund’s board of directors. “Last month the board voted to increase the scholarship amount awarded by \$12,000, to a total of \$52,000. We could not have done this without the generosity of all involved.” ■

RIGHT: A 1947 Air Flow Pink Princess Pedal Car modified by the staff of Dealers Auto Auction of the Southwest illustrated the Phoenix, Arizona auction’s theme of “We Have You Covered” Ad Wagon.



Thanks to all the participants for providing the photo caption information for their entries.



TOP: The “Lugnuts Street Rod” by Farmington Auto Auction is a 1934 Ford Roadster styled after the hot rods seen on the streets of California in the 1950s. Modified by classic car builder Jerry Marx, “Lugnuts” sports sunburst paint, accented with scallops of drum boogie beige and pin stripped with hugger orange. The interior includes a wrapped steering wheel, decked out wheels with baby moons on redline tires and a chopped front and rear suspension.

ABOVE: Sanford Auto Dealers Exchange’s 1938 Chevy Custom Coupe replica is packed with custom features: paint, grille and chassis; hand-sewn two-tone leather interior; fully functional doors with hand-cut handles; hood; on-board sound system; undercarriage LED lighting; and power system capable of jump-starting a full-sized vehicle. The custom coupe was built by ADE Auctions Collision Center in Sanford, Florida, and took over 80 man-hours to complete, including construction of a chassis and stretching the length of the vehicle.

Meet NAAA President-Elect **MIKE BROWNING** — AN ENGAGING KIND OF GUY

As a husband and father of three children, Mike Browning has always been actively involved in his family's life and community, from coaching Little League and helping Habitat for Humanity to volunteering for Catholic Charities and serving as a county sheriff's special deputy.

"My kids range in age from 8 to 17, so I manage to stay busy," Browning laughs, adding that he wouldn't be able to be as involved in his civic activities if it weren't for the help and support of his wife.

The general manager of Manheim San Antonio and the National Auto Auction Association's (NAAA's) president-elect for 2014-2015 makes the same commitment to his family of fellow NAAA members and industry colleagues.

Browning sees participation as an essential part of his professional as well as personal life. Before being elected last year as the association's vice president, he had been active since 2007 in the NAAA Southern Chapter as secretary, vice president, president-elect and president. He is currently the chapter's chairman of the board. He has also sat on the NAAA Board of Directors.

"I AM EXTREMELY HUMBLLED BY MY COLLEAGUES ENTRUSTING ME WITH THE **RESPONSIBILITY OF LEADERSHIP** IN THE ASSOCIATION AND APPRECIATE THE OPPORTUNITY TO FOLLOW IN THE FOOTSTEPS OF SO MANY INDUSTRY ICONS."

"During my time spent in these various positions, I've come to understand NAAA's mission and the vital role it plays in our industry," Browning noted. "Education, training, ethics, advocacy and community are all important to me, but I'm very passionate about membership involvement as crucial to maintaining and strengthening the association for the future."



Browning adds that he plans to continue concentrating on enhancing connections between members and the association as president-elect.

"Engagement comes from the value members perceive they get from the organization, which requires interaction and awareness on our part," he explains. "At the same time, I strongly believe NAAA's committees, meetings and PAC deserve every member's attention and participation. I want to keep focusing my leadership efforts on those areas."

A native of Baton Rouge, La., Browning entered the automotive world in 1989 as a car salesman, then worked his way up the career ladder over the next eight years to become the general manager for Hopkins Toyota of Vicksburg, Miss. In 2003 he moved into the auto remarketing industry, joining Manheim as the general manager (GM) of the corporation's New Orleans auction, where he spearheaded the charge to rebuild a strong customer base, resulting in a 200-percent increase in revenue. Four years later he took the position of GM of Manheim Mississippi in Hattiesburg. He was named to his new role as Manheim San Antonio GM last April.

In addition to NAAA, Browning's professional memberships include the Mississippi Independent Auto Dealers Association (MIADA), Louisiana Independent Auto Dealers Association (LIADA) and the National Independent Automobile Dealers Association (NIADA). The latter organization honored Browning with the NIADA Eagle Award two years in a row.

"I am extremely humbled by my colleagues entrusting me with the responsibility of leadership in the association and appreciate the opportunity to follow in the footsteps of so many industry icons," Browning says. "I've enjoyed my term as vice president and look forward to more challenging, yet rewarding work serving NAAA and our industry." ■

Meet NAAA's New Vice President JERRY HINTON

BRASHER'S PORTLAND AUTO AUCTION GM ELECTED AT 66TH ANNUAL CONVENTION

Jerry Hinton planned to attend law school after earning his Bachelor of Science degree in business and finance from Brigham Young University. But when Frank Brasher came to campus recruiting for his group of auto auctions, the college senior decided to interview with the company. When the interview resulted in a job offer, the young man put his plans for a legal career on hold and accepted the position.

"I wasn't familiar with the industry but it was a good offer and sounded interesting," Hinton recalls. "I anticipated working there a year or so and then going on to law school."

That was in 1986. Today, Hinton is the general manager (GM) of Brasher's Portland Auto Auction, a subsidiary of West Coast Auto Auctions, where he oversees an operation with annual sales of more than \$140 million and a staff of 150 at a 34-acre facility in Portland, Oregon.

He is also the incoming vice president of the National Auto Auction Association (NAAA), following his election at the organization's 66th annual convention held in Boston, Mass., this September. He joins President Ellie A. Johnson and President-elect Mike Browning on the 2014-15 executive team of the association, which represents more than 300 member auctions and 100 associate members in North America.

"I was encouraged to stay and discovered that ultimately an auto auction is a very personal business and I learned I enjoyed the opportunity to build relationships with a wide variety of people — sellers, dealers, auctioneers, vendors, staff — who make up the diverse remarketing community," Hinton says, explaining what kept him in the profession for 28 years.

One inducement he received from his employer was the ability to pursue his educational goals. While working full time at West Coast Auto Auctions in Sacramento,

California, Hinton completed his MBA at National University and finished the first year at McGeorge School of Law before transferring to the Oregon auction in 1991. Although a dozen years passed before he returned to the classroom, Hinton took night courses and finally graduated from Concord Law School in 2006.

"Working in the auto auction world has allowed me to use my interests, education and experience in business, finance and law in a broad range of challenges," notes Hinton. "I look forward to putting that to work on behalf of NAAA's members and our industry."

Hinton has already been busy serving NAAA in the offices of director, vice president, secretary, president and board chairman of what was formerly the association's Western Zone, then two terms as a director on the national board. Currently, he sits on NAAA's Legislative and Membership committees.

His contributions to other professional organizations include 12 terms as membership director and four terms as zone director for the Oregon Independent Auto Dealers' Association (OIADA), and six years on the Oregon Dealers Advisory Committee helping to pass automobile legislation.

With the qualification that his list of goals is "a work in progress," Hinton outlined several items he believes will "have some pretty significant potential benefits to NAAA and its members." Those plans include:

- Negotiating inter-creditor agreements with the captives on purchase-money financing by the auctions to neutralize Uniform Commercial Code (UCC) positioning and a universal bond for U.S. General Services Administration (GSA) through NAAA that would reduce the per capita expense (most participating auctions currently pay approximately \$7,500 annually to remarket GSA units);



- Developing a national wholesale credit bureau for dealers, similar to the KO book with Auction Insurance but expanded to all auctions given the increase in simulcast purchases from dealers across the country;

- Providing more continuing auction education webinars; establishing a menu of discounted benefits, such as on life and disability insurance for auction employees by taking advantage of a larger applicant pool; and,

- Conducting a membership campaign to encourage new and used-car dealer state associations to join NAAA so they can share in helping to develop auction services for dealers and defining universal arbitration rules and guidelines.

Obviously Hinton is no stranger to setting an agenda and serving a constituency. In 2012 he was elected to the municipal council of Oregon's fourth largest city, Gresham, where he and his wife reside. Prior to that he served six years on the city's Citizen's Involvement and Finance committees and sat on the Urban Growth and Transportation committees for the city of Wood Village.

In addition to being active in his community and church, Hinton enjoys spending time with his son and daughter, who both graduated last year from his alma mater, and indulging in one of his favorite hobbies — being a world traveler.

"Back in 1980 I went on a two-year mission for our church in the Andes Mountains of Bolivia, to a village at 14,000 feet where we lived in a mud hut without electricity or running water," he notes. "I learned to speak both Spanish and the native Aymara language. Despite the hardships, that experience sparked a lifelong interest in travel and exploring different cultures. It taught me how to get along with people and work well with others, which has been a more valuable lesson in my life than all the formal education I ever had." ■

"WORKING IN THE AUTO AUCTION WORLD HAS ALLOWED ME TO USE MY INTERESTS, EDUCATION AND EXPERIENCE IN BUSINESS, FINANCE AND LAW IN A BROAD RANGE OF CHALLENGES."



"ALEXIS IS SIMPLY A **CLASS-ACT** HUMAN BEING. SHE IS INCREDIBLY SUCCESSFUL AND DRIVEN, YET ALWAYS REMAINS GRACIOUS AND INCREDIBLY HUMBLE."

— KAR AUCTION SERVICES CEO AND DIRECTOR JAMES HALLETT

Alexis Jacobs Inducted Into NAAA Hall of Fame

A U.S. auto auction industry legend, Alexis Jacobs, was inducted into the National Auto Auction Association (NAAA) Hall of Fame during the 66th NAAA Annual Convention in Boston, MA this past September. Jacobs, owner and president of Columbus Fair Auto Auction (CFAA) in Obetz, Ohio, has been a leader in the industry and the association for nearly five decades, and holds many industry honors and awards in the remarketing industry and business community.

KAR Auction Services CEO and Director James Hallett presented the "surprise" award. The Hall of Fame Award, among the most prestigious the NAAA bestows, is presented annually to an auction executive and/or industry supporter, who consistently exemplifies the high standards of the NAAA Code of Ethics. Jacobs was steeped in the auction business at the early age of 12 alongside her father, William Jacobs, who founded the auction in 1959. Upon his untimely death in 1982, she took on oversight of day-to-day operations of CFAA, which has since grown into an 85-acre, 11-lane auto auction facility and nearby body shop and moves nearly 2,000 units on its Wednesday sale days — nearly 200,000 vehicles annually.

"Alexis puts her all into absolutely everything she does," Hallett said of his fellow auction executive and longtime friend. "She is a true inspiration to many in the industry, in the community, and to me personally."

"Anyone who knows Alexis, knows that she loves cars, she loves the auction business and she loves people. She truly is one-of-a-kind and has created a lasting legacy in our industry."

Jacobs' long support of the remarketing industry and successes as a businessperson and entrepreneur have not gone unnoticed among her peers. She earned the 2011 NAAA Pioneer Award by the National Auto Auction Association. She is also the recipient of the Columbus Automobile

Dealers Association's 1996 Automotive Achievement Award, and in 1998 was inducted to the National Independent Automobile Dealers Associations' "Ring of Honor." Jacobs was also a finalist for the 1995 Ernst & Young, Inc. Magazine Central Ohio "Entrepreneur of the Year" award, and has been ranked as one of the top 500 Women Owned Businesses by Working Woman Magazine, in both 1999 and 2000.

Jacobs' lust for life is evident in her recreational activities, which range from drag racing as a teen and competitive sports angling in more than 100 billfish tournaments. She landed a 730-pound, nearly 18-foot blue marlin during a tournament in the Bahamas. Jacobs has always taken the time and made the effort to give back to both the industry she loves and the community. Her charitable efforts have provided support for youth and education, including causes like Nationwide Children's Hospital and Charity Newsies. She has sat on the boards of the Salesian Boys and Girls Club of Columbus and the Ohio State University Foundation.

Her involvement with the NAAA spans nearly five decades and includes five years as Chair of the Legislative Committee before becoming only the association's second woman president in 1996. Jacobs is a champion of efforts to enhance member services and promote legislative initiatives that benefit the industry. She was also one of the founding members of ServNet.

"Alexis is passionate about everything she does and never settles for 'good enough,'" Hallett noted. "An auction would not survive—and thrive—for six decades without an innovative leader who is willing to embrace change and adapt with the times."

"Alexis is simply a class-act human being. She is incredibly successful and driven, yet always remains gracious and incredibly humble. She is generous with her community, her employees, her family and her friends." ■

John Poteet Honored With Fellow

National Auto Auction Association President Jack Neshe presented John Poteet, managing partner of 1st Choice Auto Auction in Hammond, La., with a Warren Young Fellow on behalf of the Warren Young Sr. Scholastic Foundation, during the 66th NAAA annual Convention and Expo.

The association presents \$2,500 to the Foundation in honor of a person who has demonstrated his support of and contributions to the NAAA. Neshe told Convention attendees

that Poteet has been one of the biggest supporters of the NAAA Political Action Committee and has provided much work and guidance on legislative and regulatory issues both in Louisiana and federally.

Neshe noted that the Foundation has assisted 132 deserving students pursue their dreams of higher education with scholarships. The Foundation has raised more than \$1.6 million and awards \$40,000 annually to deserving students. More than 70 individuals have earned the Warren Young Fellows honor. ■



Michael Chambers Receives NAAA Auctioneer Award

National Auto Auction Association President Jack Neshe presented Michael J. Chambers with the NAAA Association Bernie Hart Memorial Auctioneer Award this past September at the NAAA Annual Convention. Chambers, 40, of Atkinson, N.H., has been an auctioneer for more than 20 years and typically works 6-8 auto auction sales a week at ADESA Boston; ADESA, Concorde; Manheim's New England Auto Auction and Hartford-Springfield Auction Co-Op.

The Bernie Hart Memorial Auctioneer Award honors "the most visible person in the auction industry." The award is named after long-time NAAA Executive Director Bernie Hart of Lincoln, NE, who served the association for more than 30 years before retiring in 1988.



Of late, Chambers has been very visible in the industry. He was the runner up (third-place) in the 2014 World Automobile Auctioneer Championships. Just this summer he earned the "Chuck Cumberlin Sportsman

Award" during the July 2014 National Auctioneer Association International Auctioneer Championship. He also earned the title of 2006 Massachusetts Bid Calling Champion from the Massachusetts Auctioneers Association.

"Michael exemplifies what we consider highly valuable traits among our auctioneers," Neshe said of this year's Bernie Hart Award recipient. "He's dedicated to the profession, works diligently to support the industry, trains young people and generates interest in the profession. He has the highest ethical standards and gives freely of himself to various community and service organizations."

Chambers and his wife Kathleen have two children ages 7 and 6 years. He has been a licensed auctioneer since 1994, and for the past 19 years has worked throughout New England. He regularly serves as an auctioneer at benefit auctions for Special Olympics, Boys and Girls Clubs and the Juvenile Diabetes Association.

He was introduced to auctioneering by his father and attended the Mendenhall School of Auctioneering in 1994. He worked at various auctions as a clerk and calling re-runs, and later attended the World Wide College of Auctioneering. Chambers is very active in the National Auctioneers Association as an advocate for the industry and its members, as well as educating young people about the profession.

An avid musician, Chambers plays guitar and sings. He is a fisherman and enjoys snowboarding and snowmobiling.

Kevin McGlothlen, the 1998 World Automobile Auctioneers Champion, said Chambers' skills go far beyond the chant or the sale. "It's about the person with the microphone, and Michael Chambers is rapidly becoming a statesman for our industry," McGlothlen said. ■



DAA Huntsville named Auto Auction of the Year

Dealers Auto Auction of Huntsville, Ala., was named 2014 Auto Auction of the Year by the National Independent Automobile Dealers Association for its contributions to its community and the auto industry.

The award was presented to auction owner David Andrews and General Manager Roger Fields, representing the DAA Huntsville staff, on Sept. 24 during the National Auto Auction Association's annual convention in Boston.

"This is an auction that has truly exemplified business excellence, industry involvement and community service and has shown a real heart for taking care of its own employees and families," NIADA executive vice president Steve Jordan said. "With a standing challenge to each of his location managers to find meaningful ways to give back to their communities, David Andrews has created a corporate culture that seeks to contribute to the lives of those they serve in business."

NIADA has presented the Auto Auction of the Year award annually to an outstanding NAAA auction since 2008. The winning auction provides the highest level of customer service and resources for NIADA's independent dealers, displays support for its state association and its dealer members, participates in dealer events and promotes the industry by showing exceptional service to its local community.

Andrews, a second-generation auto dealer who grew up in Memphis washing cars and selling Cadillacs to Elvis Presley, has grown his operation to more than 650 employees at five auctions, two retail dealerships and an auto finance company. He has also been an industry leader, serving on NIADA's executive committee and the NIADA Services board. He is currently an NIADA Foundation trustee and a member of the NIADA Political Action Committee.

Led by Andrews and Fields, DAA Huntsville has been heavily involved in charitable work. After the auction's longtime greeter was diagnosed with Alzheimer's disease, Fields contacted the Alzheimers Association, which has become one of many charities DAA Huntsville supports.

In 2014 alone, the auction has donated more than \$60,000 to 24 charities, including St. Jude Children's Research, the ALS Foundation, Johns Hopkins, the local symphony orchestra and the Liz Hurley Breast Cancer Fund. Andrews' parent company, City Enterprises LLC, has contributed more than \$300,000 to charitable causes so far this year. ■

Auto Remarketing Publisher Emeritus Ron Smith Earns Marie Hingst Exhibitor of the Year Award



Ron Smith, CEO of S&A Cherokee Publishing and Publisher Emeritus of Auto Remarketing, earned the National Auto Auction Association 2014 Marie Hingst Exhibitor of the Year Award during the NAAA Annual Convention this past September in Boston, MA.

Smith has long been a highly visible fixture in the remarketing industry as publisher of Auto Remarketing, the national trade publication dedicated to providing automobile dealers and industry vendors with the most up-to-date and vital information about the wholesale and retail used vehicle marketplaces. Smith has worked in publishing and communications for more than 40 years. He started S&A Cherokee, parent company to Auto Remarketing, The National Remarketing Conference, and Used Car Week in 1982 and has operated the company continually since that time.

"This award is such a great honor, and Ron is so deserving," said Bill Zadeits, president of

Cherokee Automotive Group and publisher of Auto Remarketing and SubPrime Auto Finance News. "He's been involved with the fine people at NAAA for nearly 30 years, and Auto Remarketing, with Ron at the lead, has been supporting the convention as an exhibitor since the early '90s."

"The NAAA Convention has always been a 'must-attend' for Auto Remarketing team and Ron has been the one to spearhead our investment in time, effort, resources, energy and our preparation and planning for the convention. He believes strongly in the people and companies that make up the NAAA membership and has always been an advocate." Frank Hackett, chief executive officer, said the association was pleased to honor Smith for his decades of support to the auction association and the remarketing industry as a whole.

"Ron has been a supporter of the association in providing our industry with news, information, and analysis as well as excellent profiles of many

of our industry's leaders," Hackett said. "Auto Remarketing never misses one of our events." A lifelong entrepreneur, Smith has served successful tenures as a newspaper reporter and editor, magazine publisher and editor, association executive and public relations counselor.

He began his career while in high school by working as a writer for a newspaper. He worked his way through college as an employee of various newspapers, and he completed college while working at a newspaper full-time. He is a member of the Public Relations Society of America since 1976 and was accredited in 1981. He was recognized in 2011 by the NAAA with the prestigious Warren Young Fellow. The Exhibitor of the Year award was named in honor of Marie Hingst, who was its first recipient, in 2006. Recognizing her years of dedication and commitment to NAAA, the award is presented each year at the NAAA convention to an exhibitor who displays a similar degree of devotion. ■

NAAA Posthumously Presents Don Meadows with the 2014 Industry Pioneer Award

Don Meadows was posthumously presented the National Auto Auction Association Industry Pioneer Award during its annual

convention held this past September in Boston, MA. Accepting the award was Don's wife, Shannon, and his daughter Lucy Meadows.

Mr. Meadows, was the President and Chief Executive Officer of Auto Auction Services Corp. (AASC) when he died Dec. 10, 2012, and a

longtime supporter and key individual in the auto auction and remarketing industries. He earned the NAAA Marie Hingst Exhibitor of the Year Award in 2009 during the NAAA annual convention.

The Industry Pioneer Award is given to persons who have worked in the wholesale motor vehicle industry and/or NAAA. It is presented to individuals who have brought innovation and enhanced methods of improving services to remarketers through NAAA member auctions.

Raymond C. Nichols, CEO of BSC America Companies, which owns auto auctions



Don Meadows



in Maryland and Florida as well as other remarketing-related firms, said he was honored to present the award to Mr. Meadows.

"I was fortunate to have been closely involved in 1998, in the recruiting of Don for the AASC position along with Larry Brasher and several others from the auto auction industry," Nichols said. "Don was hired in 1998 to start and create the company, lead the development and the operations of the company. He ultimately became CEO. Those were interesting and sometimes challenging times, and it took a very diplomatic

and knowledgeable person to lead, develop and build that industry-owned entity.

AASC was created in 1998 to connect the wholesale market through Internet technology and to offer "Cyberlots," so that remarketers could connect with buyers virtually anywhere at any time. With the Internet still in relative infancy, Meadows helped to grow the technology partner to the remarketing industry into the robust set of industry-leading collection of online applications it is today, including AutoIMS, RecoverIMS and MyLocalAuction.

Prior to leading AASC Mr. Meadows spearheaded the remarketing group at Donlen Corp. Known for his infectious positive attitude and tireless efforts in support of the auto auction and remarketing industries, he was honored by the NAAA at the time of his passing.

"Don led by example," said NAAA Chief Executive Officer Frank Hackett. "He was always willing to do whatever it took to solve problems and make our industry and its processes more efficient and profitable for all involved. Don was a family man, avid cyclist and balanced his interests and activities with a busy schedule as the President and CEO of AASC. He is missed." ■

