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Patty Stanley Recognized for Role in Auto Remarketing Industry

Patty Stanley, ServNet auction owner and ServNet's president-elect, has been honored as one of the ***2013 Women in Remarketing***. An annual tradition at *Auto Remarketing* and sponsored by Ally Auto

Remarketing, the Women in Remarketing program honors a class taking on a wide array of leadership opportunities within the industry and the community.

Co-owner of Carolina Auto Auction and Indiana Auto Auction, Patty Stanley has been an outstanding contributor to the remarketing community and the auction industry for more than four decades. After working in the banking industry for 18 years, she and her husband Henry Stanley purchased Capital Auto Auction in Columbus, Ohio in 1969, which they sold to GE Credit in 1987. They purchased the Fort Knox Auto Auction in 1990, renaming it the Carolina Auto Auction. In 2007, the Stanley's auction family expanded with the purchase of the Indiana Auto Auction in Fort Wayne, IN.

At the auction, Patty manages office operations, exercising a prodigious talent for streamlining processes and implementing best practices. A recent innovation is the auction's online department, which she designed to build rapport and extend customer service to buyers and

Patty Stanley, co-owner of Carolina and Indiana Auto Auctions, and ServNet's president-elect.

sellers who may never attend an auction in person. Two members of the auction team work in that department to increase sales with online consignment as well as providing customers with online training, pre-sale information, transportation services and administrative support.

Patty's focus on customer service, consistency and operational excellence has shaped the success of both Carolina and Indiana Auto Auctions, both of which have been frequently cited for superior performance by the national remarketing community. Since 2005, Carolina Auto Auction has been named top auction in the nation five times for BB&T and four times for FISERV/RSA. In its first year of eligibility, Indiana Auto Auction placed second in RSA's rankings in 2011, following up in 2012 as #1 in the nation. In 2012 rankings, Carolina Auto Auction has been named Auction of the Year for Donlen, best top auction in the region for ARI, and top performer in customer service and operational excellence for FISERV.

Her dedication to the business of buying and selling vehicles extends to the industry as well. She has served as the NAAA's Southern Zone President as well a member of the Association's Board of Directors, and has chaired the Convention Committee multiple times. She is currently ServNet's vice president and will begin a two-year term as the group's president later this year.

Patty is also known for her commitment to building a strong future for the next generation. She has not only worked hard to establish the NAAA's Warren G. Young Scholarship Foundation, but, with her husband Henry, also founded two of its annual scholarships. She and Henry also took the lead as executive sponsors of the newly-formed Auction Academy, which is designed to train the next generation of auction leaders.

Says Patty: "Ours is an amazing industry, one that is built on strong relationships and a true feeling of family. We have second and third generations coming through our industry now, and both Henry and I feel that it is vital to donate both time and money as a way to give back to the industry."

Although Patty describes her work as owner of two successful independent auto auctions as a 24/7 endeavor, she does enjoy her life outside of the business. Among her favorite pastimes are golfing, boating, traveling and spending time with her grandchildren.

Patty is one of 13 members of the 2013 class of Women in Remarketing. Women in Remarketing honorees in past years include Cynthia Mitchell, feet/lease manager at BSC America's Bel Air Auto Auction, and Stephanie Gingras, general manager at DAA of the Southwest.