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## **ServNet Celebrates Boston Strong at NAAA Convention**

The ServNet Auctions attended the 66th Annual NAAA Convention held in September in Boston, MA in force. ServNet auction owners and ServNet's executive team spent three days at the Conference



meeting with industry partners, connecting with colleagues, and developing industry initiatives. They partnered with other independent auctions to raise the lion's share of funds for the Association's scholarship fund, and joined with other NAAA members to elect one of their own as NAAA Vice President: Jerry Hinton, general manager at Brasher's Portland Auto Auction.

Activities started Tuesday evening of convention week with an outing to iconic Fenway Park for the Red Sox baseball game. ServNet Auction's executive team and owners hosted representatives from a number of commercial accounts and Industry partners at a great evening, and the group was even televised on the park's Jumbotron in the third inning.

Said Patty Stanley, ServNet President and owner of Carolina and Indiana Auto Auctions, "We enjoyed a fantastic fall evening in Boston with perfect weather for a baseball game. The only thing that fell through was that the Red Sox did not win the game. But we enjoyed our time together with ServNet auction personnel and our industry partners".



**Patty Stanley  
ServNet President**

The next day, convention meetings started early as ServNet met with Joe Cote of UACC, followed later in the day by a group meeting with Santander Consumer USA's Steve Solomon. In between, convention attendees were busy with various meetings and the opening luncheon - at which ServNet's Vice President and Treasurer, Kevin Brown of Missouri Auto Auction, introduced the keynote speaker: entertainer Jason Alexander. Later that evening ServNet hosted an open party for all convention attendees in the lobby bar of the Sheraton Boston.



**R. Charles Nichols  
ServNet Chairman of the Board**

Said R. Charles Nichols, ServNet Chairman and President of BSCAmerica Auctions: "In the early years of the NAAA Convention, it was common for the large auction groups to hold hospitality events that were open to all attending the convention, but in recent years that tradition had deteriorated, with each group

hosting their own private functions. I am very pleased that ServNet has brought back the tradition of an Open Hospitality Event, which allows us a great opportunity to catch up with our industry friends (and competitors) in a social setting, and show that, above all, we are **one great united industry.**"

The next day started with a meeting with Todd August of Avis/Budget car rental where ServNet personnel were briefed on the direction of the car rental remarketing strategies from this industry executive. Throughout the week the ServNet Executive Committee held private meetings with some of many other industry partners including Auction Edge, Auction Access, AFC, Next Gear, Used Car News, Cherokee Publishing, Automotive News, and Car Bucks.

At Thursday evening's Gala event, the ServNet group joined with other independent auctions to lead the way in raising over a half million dollars to benefit the NAAA Warren Young, Sr. Scholastic Foundation. The charity event's entry fees, sales revenue from the pedal car auction, award sponsorships and additional contributions raised a total of \$576,300 for the Association's Scholarship program, more than ten times the original fundraising goal and resulting in a \$1,000 increase in each of the dozen financial scholarships awarded by the Foundation.

Pedal cars donated by ServNet auctions and other independent auctions raised a total of \$448,000 at the auction. Of that group, pedal cars from ServNet auctions (State Line Auto Auction, the McConkey Group, Pittsburgh Auto Auction, Sanford Auto Dealers Exchange, and Dealers Auto Auction of the Southwest), brought \$213,000 to the evening's fundraising efforts. Among the 14 pedal-powered entrants, a jump truck custom-built by ServNet member State Line Auto Auction of Waverly, NY claimed the "Best in Show" title and drew a winning bid of \$102,000 (the highest of the event) also from their auction. Two other ServNet Auction entrants took home special show awards, sponsored by NextGear Capital and judged by the NAAA's four chapter presidents: McConkey Auction Group for the "Most Creative Pedal Car"; and Pittsburgh Auto Auction for "Best Accessories".



Pedal cars donated by ServNet and other independent auctions raised the lion's share of proceeds for the NAAA's scholarship fund. This jump truck, sponsored by State Line Auto Auction (shown here with Paul Barber, Jeff Barber and Emily Barber), was the Best in Show Winner and brought the highest bid.

Added Patty Stanley: "From start to finish, ServNet Auctions once again showed their support and leadership during our yearly industry gathering. We congratulate Jerry Hinton on his election to the post of NAAA Vice President, and note that he follows a strong tradition of ServNet leadership in the NAAA. I am honored to be part of such an outstanding Association and proud of the part that ServNet auction owners play in its ongoing success."

The ServNet Auction Group is a network of America's best strategically located independently-owned wholesale auto auctions. Since 1988, ServNet member auctions have been working together to

provide a full range of remarketing services to its customers, including the best auctioneers, inspections, reconditioning, transportation assistance and inventory financing. The ServNet Auction Group is managed by TPC Management with headquarters in Franklin, TN.