FOR IMMEDIATE RELEASE: 2/20/13

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ServNet Owners Highlight Technology at Dallas Meeting

ServNet's auction owners and executive staff convened in Dallas on April 16 and 17th for the group's semi-annual business meeting and ***Meet the Owners*** luncheon. Representatives from Ally Servicing, Auto Motives, Cap Rock Remarketing, Capital One, Chrysler Corp., GM Financial, Harley Davidson Financial, Hertz Corporation, Santander Consumer USA, TD Auto Finance, UACC, AuctionEdge and AutoIMS attended the luncheon, participating in discussions with members of ServNet's staff and owners of the 31 independent auctions in the ServNet auction group.

Pierre Pons, ServNet CEO

The focus of the first day of meetings for the ServNet auction owners was industry analytics, reports ServNet's CEO Pierre Pons. The group met with Joe Miller of AASC/AutoIMS and David Kashmere of Experian, who reviewed the applications for products offered by both companies. Miller introduced LIveAnalytics, a sophisticated new tool available to all ServNet auctions that measures business performance using AutoIMS data. Kashmere discussed the data analysis available with Experian's AutoCount product, which tracks current market activity at national, regional and local market levels, with information on nearly 700 million vehicles in North America.

"With data available from all auctions in the group and cutting edge tools available from our industry partners, ServNet auctions offer their customers market data and comprehensive analytics for all regions, coast to coast," said Pierre Pons, ServNet's CEO.

Day two of the Dallas meeting schedule included the group's *Meet the Owners* luncheon. R. Charles Nichols, ServNet's president and managing partner of BSC America's Bel Air and Tallahassee Auto Auctions greeted the group and opened the meeting with a moment of remembrance for the tragedy in Boston.

ServNet CEO Pierre Pons then highlighted the group's 25 year history. focusing on its evolution, the strength of its auction members and the accomplishments of the auction owners. "ServNet was born in 1988 with just 10 auctions," explained Pons. "This family of auctions went through a number of stages in the ensuing years...growing, then shrinking, then experiencing a rebirth in 2008 . Now celebrating its 25th year, ServNet stands at 31 members strong, and will soon be adding yet another location with the addition later this spring of a green field auction in the Pacific Northwest: DAA Seattle, being developed by Bob McConkey and Greg Mahugh."

Pons concluded with a tribute to Henry and Patty Stanley, whose influence has been felt throughout the auction industry for decades. "The Stanleys' leadership as ServNet auction owners is legendary," said Pons noting that Patty Stanley will assume duties as ServNet's president later this year. "Both are also tireless in their efforts in support of the industry at large, and we congratulate them on two recent and well-deserved honors." Pons explained that Henry Stanley was recently named 2*013 Remarketer of the Year* by Bobit Business Media, while Patty Stanley was recognized by Auto Remarketing as one of the *2013 Women in Remarketing.*

David Weld, CEO of AuctionEdge was the keynote speaker at ServNet's *Meet the Owners* luncheon in Dallas

Keynote speaker at this year's *Meet the Owners* luncheon was David Weld, CEO of AuctionEdge, who acknowledged the role that ServNet has played in the company's development, including the contributions made by the ServNet owners who played key roles in founding AuctionPipeline and the continued participation of ServNet's member auctions. He noted that six members of the AuctionEdge Board of Directors are from ServNet auctions: Bob McConkey, John Brasher, Ty Brewer, Henry Stanley, John Luce and Emily Barber.

"With the increasing number of sales moving online and upstream, independent auctions need their own marketplace," said Weld as he reviewed the migration of AuctionPipeline's to Edge Marketplace, which provides a unified interface for auctions and consignors. Providing a full product suite that includes
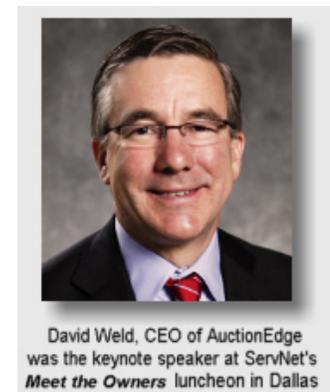
an auction management platform, an online marketplace, and simulcast selling capabilities, AuctionEdge now includes 152 independent auctions, with data gleaned from 3,500,000 cars run in 2012 and 2,000,000 cars sold in 2012.

Said Nichols in concluding the meeting: "ServNet auctions continue to raise the bar in our industry, working to develop new technology, improve selling tools, and build on the values and practices that differentiate our auctions in all parts of the country."