



2013 NAAA Annual Convention
MINUTES DRAFT
Eastern Chapter All Member Meeting
September 5, 2013 9:00 am - 10:00 am



1. President Peter Saldamarco called the meeting to order and introduced the Chapter Board
 - A. Officers
 - i. President, Peter Saldamarco, Central Auto Auction
 - ii. President-Elect, James Gaughan, North East Pennsylvania Auto Auction
 - iii. Vice President, Tad Swift, Corry Auto Dealers Exchange
 - iv. Secretary, Lynn Weaver, Harrisburg Auto Auction
 - v. Treasurer, Dave Blake, Auto Auction of New England, Inc.
 - vi. Chairman of the Board, John Odorisio, Manheim New Jersey
 - B. National Board of Directors Representatives
 - i. Term Expires 2014 – Warren Claus
 - ii. Term Expires 2015 – John Odorisio
 - iii. Term Expires 2016 – Chapter Appointment at 2013 Convention – Peter Saldamarco
2. Members were asked to sign the attendance roster and were reminded of the Anti-Trust and Conflict of Interest Considerations.
3. Minutes from 2013 Eastern Chapter All Member Meeting held March 6 in Las Vegas were approved.
4. Treasurer's Report
Dave Blake reported the finances are in order and all members have paid their dues. The expenses since the last meeting were \$3,795 (fees from subsidizing the Dynamic Leadership Fees, \$100 per attendee and Chapter President fee)

Chapter approved moving funds into NAAA Investment policy.
5. Secretary's Report
Lynn Weaver reported the following ownership changes. Chapter approved.

REGULAR MEMBERSHIP Change of Ownership/Name

Buffalo Auto Auction, LLC

Previous Owners: Roy Emerling 55.25%, Carl Emerling 22.86%, Eaglecrest Manuf. 9.52%, Richard Mason 1.9%, Chuck Koller 4.76%, Jim White 4.76%, Lisa Robert 0.95%

New Owners: Roy Emerling 74.29%, Carl Emerling 22.86%, Richard Mason 1.9%, Lisa Robert 0.95%

Contact: Nancy Davis

8418 Southwestern Blvd.



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Angola, NY 14006

Central Maine Auto Auction

Previous Owners: Kevin Ben Tilton 60%, Catherine Davis-Tilton 40%

New Owners; Kevin Ben Tilton 50%, Catherine Davis-Tilton 50%

Contact: Kevin Tilton

44 Concord Drive

Hermon, ME 04401

Lynnway Auto Auction, Inc.

Previous Owners: James Richard Lamb 65.67%, George Thomas Russo 33.33%, Robert Brest 1%

New Owners: James Richard Lamb 66.67%, George Thomas Russo 33.33%

Contact: Jim Lamb

400 Charter Way

North Billerica, MA 01862

Southern Maine Auto Auction

Previous Owners: Kevin Ben Tilton 60%, Catherine Davis-Tilton 40%

New Owners: Kevin Ben Tilton 50%, Catherine Davis-Tilton 50%

Contact: Kevin Tilton

220 Station Road

Auburn, ME 04210

State Line Auto Auction, Inc.

Previous Owners: Jeff Barber 62.8%, Kate Barber Deal 9.3%, Beth Barber 9.3%, Emily Barber 9.3%, Paul Barber 9.3%



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New Owners: Jeff Barber 40%, Kate Barber Deal 15%, Beth Barber 15%, Emily Barber 15%, Paul Barber 15%

Contact: Jeff Barber

830 Talmadge Hill Road South

Waverly, NY 14892

The Chapter then voted on the next Chapter Officer. Two persons were nominated, Alain Joyal of ESP Auto Auction and Charles Nichols of Bel Air Auto Auction. Charles Nichols was voted in by the chapter.

6. Peter Saldamarco reported on New Business

- A. Fundraiser for the Political Action Committee (PAC) – To ensure that the NAAA has a strong political voice on Capitol Hill by supporting pro-auto auction, pro-business Congressional candidates on a bipartisan basis, the PAC continues to raise funds and is still offering auction block prints. This is the same print that appears on the cover of the 2013 member directory.
- B. Chapter President and President Elect Training – NAAA CEO Frank Hackett hosted a two-day training session with staff for NAAA President Elect Jack Neshe and NAAA Vice President Ellie Johnson and chapter officers on June 11&12. The session included convention preparation, committee selection and the management and duties of all NAAA staff.
- C. The NAAA **AuctionNet** program has returned to member auctions 1.7 million dollars since the incentive program began five years ago. If you are not contributing data, you are not receiving the annual \$2,500 incentive check. If you are interested in the criteria for the program, please see me after the meeting and I will explain the program or you can contact the NAAA office.
- D. Auction Standards Training Program - The classes are two days of hands-on training for condition report writers and arbitration managers. ADESA Boston and Manheim Dallas hosted the first and second training class. The next two sessions will be held at Greater Milwaukee Auto Auction - September 16-17 and Manheim Riverside - December 4-5. Program details can be found at naaa.com.
- E. Dynamic Leadership Institute –At the recommendation of the Dynamic Leadership Committee, the Executive Committee approved a new instructional organization for the 2014 NAAA Dynamic Leadership Institute. The Ritz-Carlton Hotel Leadership Center will now conduct the annual two-day educational program that has been hosted by the Disney Institute in Orlando, FL, for the past two years. Scheduled for next April 6-7, the event will be held at The Ritz-Carlton hotel in Washington, D.C.



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The change will offer a fresh perspective and new experience to NAAA members who have enjoyed the Disney Institute's courses, as well as help attract new participants. The Ritz Carlton Hotel Leadership Center provides a look at the philosophy, corporate culture, business practices and legendary service of the five-star luxury hotel company that sets the gold-standard for the hospitality industry worldwide.

The Leadership Institute was sold out again for a second year. At our last meeting we approved a \$100 scholarship for each attendee and would recommend we do the same for 2014. The NAAA will begin taking registrations October 15, 2013.

- F. Auction Industry Survey - Every auction owner or general manager of a member auction who completed the auction industry survey received two complimentary room nights at this convention. If your auction does not participate in the annual survey sent out in January, we need you to reconsider. The survey is confidential and can be completed in less than five minutes. The results are used to benchmark annual performance as an association.

- G. Auto Caucus - NAAA has invited the Congressional Auto Caucus staff to join us at Manheim Baltimore-Washington on October 15th for an educational session on the auto auction industry along with a tour of the facility. This is part of NAAA's legislative initiative to continue to educate and advocate to members of Congress about the auto auction industry. There will be representatives from ADESA, Manheim and the Independent Auction Group in attendance to answer any questions the staff may have during the session and tour. The Congressional Auto Caucus started in 1983 with the purpose of advancing policies that will help the American auto industry grow and create jobs.

7. Old Business

8. Next Meeting

Other meetings include:

- a. National Auto Dealers Association – January 25-27, 2014, New Orleans
- b. NAAA/CAR Conference, March 5-6, 2014
- c. NAAA Dynamic Leadership Institute – April 6-7, 2014, Washington, DC
- d. NAAA Day on the Hill – May TBD, 2014, Washington, DC
- e. National Independent Auto Dealers Association – June 23-26, 2014, Las Vegas
- f. NAAA 2014 Convention – September 23-25, 2014, Boston

9. Adjourn