



2014 NAAA/CAR Conference MINUTES

Eastern Chapter All Member Meeting
March 6, 2014, 8:00am-9:00am



1. Call the meeting to order & Introduction of Officers
 - a. Officers
 - i. President, James Gaughan, North East Pennsylvania Auto Auction
 - ii. President-Elect, Tad Swift, Corry Auto Dealers Exchange, not present
 - iii. Vice President, Charles Nichols, Bel Air Auto Auction, Inc.
 - iv. Secretary, Lynn Weaver, Harrisburg Auto Auction
 - v. Treasurer, Dave Blake, not present
 - vi. Chairman of the Board, Peter Saldamarco, Central Auto Auction
2. Review of Anti-Trust and Conflict of Interest Considerations
3. Minutes from the Chapter All Member Meeting held September 5, 2013 in Indianapolis, IN were accepted.
4. Treasurer's Report
Lynn Weaver reported that all member auction dues were paid. The chapter had a balance of \$102,626.00.
5. Secretary's Report
Lynn Weaver reported the following applications and ownership changes are scheduled for review by the membership committee scheduled to meet on Thursday at 10:00a.m.

Regular Membership Applications Pending

Bloomsburg Auto Auction, Inc.

25 Ridge Road
Bloomsburg, PA 17815
Contact: James Vance
Owners: James John Vance 50%, Heather Ann Vance 50%
Corporation: Bloomsburg Auto Auction, Inc.

Manheim Edmonton/Source Manheim Auto Auction

12866 - 153 Street
Edmonton, AB T5V 1A9 Canada
Contact: Darcia Cuff
Owners: Danny Fayad 51%, Manheim 49%
Corporation: Source Can Solutions, ULC

Associate Membership Applications Pending

Pennsylvania Independent Automobile Dealers Association (PIADA)

1501 North Front Street
Harrisburg, PA 17102
Contact: Reginald Evans
Statewide Independent Dealer Association

Regular Member Change of Ownership/Name

Corry Auto Dealers Exchange



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Previous Owner: Merle E. Swift 100%
New Owner: Merle E. Swift 90%, Tad L. Swift 10%
Contact: Tad Swift
12141 Route 6
Corry, PA 16407

Regular Member Change of Name Only

Pittsburgh Auto Auction

Previous Name: Pittsburgh Independent Auto Auction
Contact: Dave Angelicchio
378 Hunker Waltz Mill Road
New Stanton, PA 15672

6. New Business

Presidents Report – Jim Gaughan

A. Political Action Committee (PAC)

The Eastern Chapter won the inaugural 2014 Chapter PAC Cup. This is an annual competition running from February 1st through January 31st. PAC contribution envelopes are available at this meeting.

B. National Auto Auction Association Inaugural Black Book Pedal Car Auction

NAAA will host the Inaugural Black Book Pedal Car Auction on September 25, 2014 during the annual convention in Boston. Five persons were in the drawing for the three slots. Dave Angelicchio, Dave Westcott, and Jeff Barber were the three selected to participate from the chapter.

C. Chapter President Elect Training

CEO Frank Hackett will host a two-day training session with staff for NAAA President-Elect Ellie Johnson and NAAA Vice President Mike Browning and chapter president-elects on July 9-10.

D. The NAAA AuctionNet Program

The 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 Jim Gaughan after the meeting.

E. Auction Standards Training Program

The classes are two days of hands-on training for condition report writers and arbitration managers. Program details can be found at naaa.com or in the CAR conference program.

F. Dynamic Leadership Institute

The Ritz-Carlton Hotel Leadership Center will host the annual two-day educational program that had been hosted by the Disney Institute in Orlando, FL, for the past two years. Scheduled for April 6-7, the event will be held at The Ritz-Carlton hotel in Washington, D.C. and is currently sold out.



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G. Auction Industry Survey

Every auction owner or general manager of a member auction who completes the auction industry survey will receive two complimentary room nights at the convention in Boston, MA.

H. Investment Policy

The NAAA Finance and Budget Committee will be proposing a minimal change in the Investment Policy Asset Allocation Guidelines. Their intent is to expand the fixed asset categories into long duration, intermediate duration, and short duration and add guidelines for the category of cash and/or cash equivalents. They are also establishing an acceptable range of 5% above and below the asset allocation target relative to each category.

If anyone is interested in learning more about this proposal, please attend the Finance and Budget Committee meeting scheduled today at 12:30 p.m. in the Burgundy Room.

I. Chapter to discuss & vote on combining the Secretary and Treasurer position.

Peter Saldamarco was voted in as the Chapter Treasurer.

7. Old Business

Chapter discussed the DOT's role in transporting vehicles across state lines.

8. Next Meeting(s)

- a. NAAA Dynamic Leadership Institute – April 6-7, 2014, Washington, DC
- b. NAAA Day on the Hill – May TBD, 2014, Washington, DC
- c. National Independent Auto Dealers Association – June 23-26, 2014, Las Vegas
- d. NAAA 2014 Convention – September 23-25, Boston

9. Adjourn