
Press Release



TPC Management Company
P.O. Box 682111
Franklin, TN 37068

Contact: Penny J. Wanna
Phone: (615) 591-4544
Facsimile: (615) 595-0563
Email: pwanna@tpcmgt.com
Web Site: www.auctionacademy.net

Auction Academy Takes Joint Class Groups to Baltimore for Spring Session

Auction Academy held its first ever “joint session” in early May, as the two current class groups – the *Managers Group* and the *Next Generation/Sons and Daughters Group* – travelled with the Auction Academy staff to the Baltimore/Washington DC area for a series of training programs.

The session began with presentations to the group by Frank Hackett of the National Auto Auction Association as well as Todd August of the Avis/Budget Group. The next day the group spent the entire day at NADA Headquarters in McLean, VA where they attended a customized program called *Through the Eyes of the Dealer* led by NADA Academy Instructor, Les Abrams. That evening the Nichols Family of BSC America Auctions hosted the group in Annapolis, MD. The Session concluded with a day at BSC America’s corporate headquarters for a review of the company’s remarketing programs and tours of its auction facilities, including the Specialty and Salvage Sale at nearby Clayton Station, Marshaling Operations, and Bel Air Auto Auction. Bob Graham, Vice President of Remarketing for fleet management company ARI closed the session with a thorough review of the commercial leasing process.



Bob Graham of ARI reviews the commercial leasing process with **Auction Academy's** Managers and Next Generation Group.

Said Dick Curtis, President of **Auction Academy**, “The Baltimore Session was a very intensive two day program designed to thoroughly immerse the students in the functions of franchise dealership operations. In the end, auto auctions are in the business of serving auto dealers, so everything these managers and next generation leaders can learn about how dealers work and think is of great benefit.”

For the Summer Sessions **Auction Academy** goes back to separate Class Groups with the *Managers* Group heading to Spokane, WA in July to be part of the largest auto auction promotional



The joint session of **Auction Academy** in May included a tour of BSC America's facilities, including Bel Air Auto Auction.

event held each year: DAA Northwest's *Rock & Roll Sale*, this year featuring REO Speedwagon. The Session will combine classroom time with hands-on work at the auction during the two-day event. The *Next Generation/Sons & Daughters* Class Group will attend its Summer Session in Dallas, TX in conjunction with the IARA Summer Roundtable in August.

Added Curtis, "The acceptance and cooperation for **Auction Academy** from both within and outside the auto auction industry has been overwhelmingly positive. We sincerely feel programs like this help to ensure the viability

of the auto auction process as a cornerstone for vehicle remarketing well into the next generation."

The Auction Academy is a continuing education program developed by TPC Management Company (TPC) for professionals in the auto auction industry. It provides a two-year training and development experience for automotive auction professionals, structured like an Executive MBA program. With faculty drawn from expert practitioners around the country, **Auction Academy's** programs are designed to enhance essential skill sets, promote best practices and yield better auction performance. The curriculum includes site visits, field trips and work with industry experts in all areas of auction operations.

For additional information about **Auction Academy**, contact Randall McCathren by email: rmccathren@auctionacademy.net, or by telephone: (615) 383-1930; or visit the web site www.auctionacademy.net.