



On the Block

Spring 2012

NAAA and NADA Extend AuctionNet Partnership through 2016

20-year partnership continues to provide industry with leading source of auction transaction prices

The National Automobile Dealers Association (NADA) Used Car Guide and the National Auto Auction Association (NAAA) announced today a new agreement that will extend their AuctionNet partnership through 2016.

“We are pleased to be able to continue on the course set by industry pioneers back in 1990,” said Mike Stanton, vice president and chief operating officer of the NADA Used Car Guide. “Since 1991, AuctionNet has provided the industry with the most comprehensive and timely set of wholesale transaction data representing more than 80 percent of auction sales.”

“Nine out of the 10 top lenders in the country, dealers, auto manufacturers and remarketers, rely on AuctionNet data to run their businesses more effectively,” Stanton added. “Industry demand for AuctionNet is still strong with sales up 55 percent in 2011 compared to the previous year.”

Through the NAAA partnership, NADA Used Car Guide analyzes and distributes AuctionNet, which collects 140,000 to 200,000 raw auction transactions each week from



Officials from NADA and NAAA sign an agreement last month that extends their AuctionNet partnership through 2016. Pictured (l-r): Mike Stanton, vice president and chief operating officer of the NADA Used Car Guide; NADA President Phil Brady; Frank Hackett, CEO of NAAA; and Ray Nichols, chairman of the NAAA/NADA Joint Marketing Committee.

more than 150 auctions nationwide. AuctionNet is the largest electronic wholesale network available in the U.S. and includes all reported auction sales from Manheim and ADESA.

“We’re proud to provide data from so many auctions, including all Manheim and ADESA, in making this partnership a success,” said Ray Nichols, chairman of the NAAA/NADA Joint Marketing Committee. “We value the long-term relationship between NAAA and NADA and would like to see it continue for another 20 years.”

Frank Hackett, chief executive officer of the NAAA, says the partnership with the NADA Used Car Guide provides the industry with a lot of value, and “all of the auction data is available to clients in one place.”

“The wholesale data provides a very clear picture of what goes on in the auto auction industry from the past so that our customers can make smart business decisions,” Hackett said. “Our third-party clients rely on the auction data to make their businesses stronger.” ■

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President's Message Don't Be The Missing Link



Charlotte Pyle
President

I'm like the Energizer Bunny, I have to keep going and going and going. That's what I like about both owning auto auctions and serving as NAAA President—whether it's the fast pace of the lanes or the swirl of Association activities, they challenge me to stay busy.

But the one thing that really gets the adrenaline pumping is what I enjoy most about my work—connecting with people. I love dealing face-to-face with folks. To me there's nothing more fulfilling, or important, than establishing and growing relationships with customers, employees, vendors and colleagues alike. Sure it requires effort, but the rewards are many, such as gaining confidence, trust and teamwork. Each link you forge makes a more successful business.

That's why I'm so pleased and gratified at the tremendous interest in NAAA's Dynamic Leadership Institute presented by the Disney Institute in Orlando, Florida, this April. Over the two days of professional development one of the programs is dedicated to a fun, team-building exercise, "The Incredible Race," set in Disney's Epcot Center. I hoped this would be something our members wanted and would leave them asking for more. So due to the extremely positive response that quickly sold out the

space, I've discussed with President-Elect Paul Lips the prospect of continuing the Leadership Institute for next year, and he readily agreed that the program needs to continue.

Of course, this inaugural Leadership Institute would not have become a reality without the financial support of NAAA's four chapters. I thank them for sharing my vision and for generously donating \$10,000 each to help fund the program to promote professional excellence and empower future leaders of our organization and the industry.

And just as the four chapters graciously sponsored the Institute without blinking an eye, they also immediately understood the benefit of contributing another \$10,000 each as seed money to establish NAAA's Political Action Committee. I am grateful for the chapters' grasp of our need to be more proactive in the political arena as well as for their benevolence. I simply view a PAC as a method for making connections with our elected leaders and policymakers who can have a major impact on our industry and our business.

Another way we're building strong relationships in Washington is by joining the National Automobile Dealers Association and the National Independent Automobile Dealers Association to form a new advocacy team. This strategic partnership, assisted by the professional lobbying firm of Federal Advocates, gives us a powerful, united voice in our nation's capital to protect the interests of our members and the industry.

The necessity and value of having a liaison with officials in Washington was brought home to me the other week when NAAA Legislative Manager Tricia Heon alerted us to a highway bill in Congress with 293 amendments that would have a very negative impact on auctions. Now our advocacy team can address such issues with a coordinated, timely response, so auction owners can focus on their business of selling cars and not worry about following every amendment to every bill on Capitol Hill. Just another example of what making connections with people can do! ■

CEO's Message

Old Cars, New Mood



Frank Hackett
Chief Executive Officer

My Dad's favorite saying was, "If I had known I was going to live this long, I'd have taken better care of myself!" Today, many Americans are probably thinking the same thing about their cars and trucks too. The average age of our vehicles and length of ownership has been steadily climbing since the auto sales slump of 2008-09, but recently it's grown by leaps and bounds, according to data from Polk, the global automotive market analysis firm:

- The average age of all cars and light trucks on U.S. roads rose to 10.8 years in July 2011, up from 10.6 a year earlier
- It took eight years for the average age to rise a full 12 months, from 8.8 years in July 1999 to 9.8 years in July 2007, then only needed half that time to tack on another year
- And the length of vehicle ownership has jumped 23 percent since 2008—an average of 57 months for used vehicles and a record average of 71.4 months for those buying new

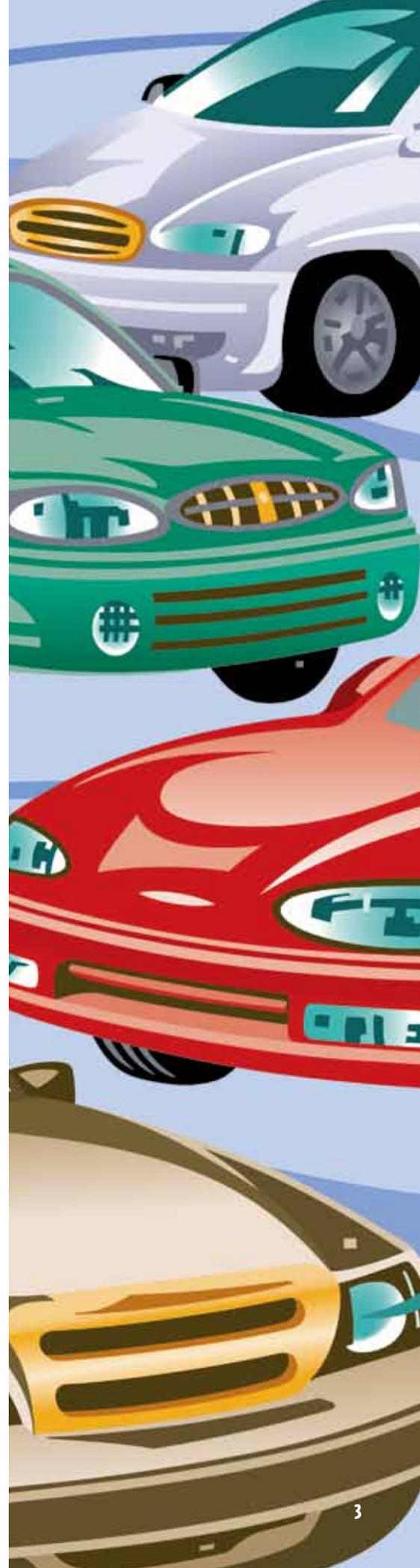
This "senior" vehicle trend combined with relatively slow sales have kept auto companies and parts manufacturers from hiring new workers in great numbers. But there are signals of a stronger recovery. Polk says a rebound in sales last year and expected growth is likely to put the brakes on aging vehicles, although it did not forecast when we may see that decline begin.

Another indication of a brighter future is the hiring of new employees by Ford, GM, VW, Chrysler, and Honda. The industry will add 167,000 jobs by 2015, a 28% increase over current levels, predicts The Center for Automotive Research in Ann Arbor, Mich. Overall, the labor market appears to be improving with the unemployment rate dropping from 9.1% last August to 8.3% just five months later.

And government estimates show Americans spent roughly \$40 billion more on new cars and trucks in 2011 than in 2009. Based on annualized figures from the first quarter of 2011, new-car spending totaled \$206 billion, or 1.3% of gross domestic product.

NAAA Economist Ira Silver reports new vehicle sales continued their robustness in January with a 14.2 million annual rate—12% above January 2011—making it the highest non-cash-for-clunkers month since May 2008. That's consistent with our expectation of new vehicle sales topping 14 million in 2012.

All this ongoing good news is a positive sign that America is shrugging off its tired, old frame of mind as we head into this season of renewal, and replacing it with a new mood. Like Sinatra sang, "You make me feel so young, you make me feel like Spring has sprung!" ■



NAAA Advocacy in Action

Lobbying effort dissuades U.S. Senator from filing legislation unfavorable to members

A proposed amendment to a major transportation funding bill in the U.S. Senate that raised serious concerns for NAAA because of its potential adverse impact on auto auctions has been averted, thanks to the hard work of our membership and our lobbying firm, Federal Advocates.

U.S. Senator Mark L. Pryor (D-Ark), chairman of the Subcommittee on Consumer Protection, Product Safety and Insurance of the Senate Commerce, Science and Transportation Committee, had expressed interest in filing an amendment to the highway bill S.1813, known as "MAP 21." His amendment required auction companies to provide certain information to bidders at the time of sale and to maintain and possibly make available certain information after sales.

After educating the senator about the unfair advantages, administrative burdens and detrimental effects such a mandate would impose on auctions, he consented to NAAA's request to not offer his amendment. In addition, Sen. Pryor agreed to work with NAAA in good faith towards legislation that improves the Odometer Act reporting and disclosure language.

a strong lobbying operation and developing a working rapport with politicians and policymakers," notes Association CEO Frank Hackett. "In this case we turned a losing proposition for the auction business into a win-win situation by preventing the amendment while also gaining a powerful ally in the Senate on an issue of importance to our members and the industry."



"This is a perfect example of the positive results that can come from having

NAAA President Charlotte Pyle adds that she is grateful for the efforts of the advocacy team, legislative committee and many members in heading off this amendment.

"We will continue to monitor bills proposed in Congress and our state legislatures," states Pyle. "Sen. Pryor's amendment was one out of literally hundreds attached to the highway bill, which was discovered by our lobbyist and brought to our attention. The word teamwork comes to mind and our members can rest assured their interests will be protected." ■

NAAA Names D.C. Firm as Lobbyist

NAAA has strengthened its legislative efforts with the addition of governmental advocacy firm Federal Advocates, Inc. Federal Advocates will serve as the National Auto Auction Association's lobbying arm based in Washington, D.C. They also represent the National Independent Auto Dealers Association (NIADA).

"This is something that NAAA has been discussing for a year, as we saw the increasing value of having a physical presence in D.C. as we continue to work closely on legisla-



From Left: Michael Esposito, Partner, and Sante Esposito, Managing Partner of the lobbying firm Federal Advocates, Inc.

tive issues with NIADA", said Frank Hackett, NAAA's CEO.

The managing partner for Federal Advocates, Inc. is Sante Esposito who has more than 10 years of federal advocacy and more than 23 years of congressional experience, especially in transportation subjects.

"They will be our eyes and ears on The Hill, will attend hearings, committee meetings and work with The White House, Congress and regulatory agencies", Hackett stated. ■

NAAA Legislative Report by Federal Advocates

S.1449, the Motor Vehicle and Highway Safety Improvement Act

On December 14, 2011 the Senate Commerce Committee marked up a series of bills including S. 1449, the “Motor Vehicle and Highway Safety Improvement Act of 2011,” and S.1950, the “Commercial Motor Vehicle Safety Enhancement Act of 2011.”

S.1449 is the bill that had the onerous recall provision/process included in an earlier version of the bill considered last Congress. We lobbied for its exclusion and the language was not part of the July 2011 introduced version of the bill. Working in conjunction with NADA, Committee Members were contacted on December 13 to guard against any attempts to reinstate the language. No effort materialized in markup.

S.1950 was also adopted by the Committee but by a roll call vote of 13-11. Per our earlier review, nothing in the bill directly impacts the automobile industry.

Both bills are included in the omnibus Highway Bill which is pending on the Senate Floor. Timing and final resolution are uncertain. In the House, jurisdiction over the “S.1449 issue” is shared between the Transportation and Infrastructure Committee and the Energy and Commerce Committee and is expected to also be addressed within the context of the House Highway Bill. To date, there is no comparable provision in the bill which is pending on the House Floor.

Federal Agency Regulatory Review

Earlier this year President Obama issued Executive Orders 13563 and 13579, which call upon Federal agencies including independent agencies such as the FTC, to prepare plans for the periodic review of existing regulations in order to determine whether those regulations should be modified, streamlined, expanded, or repealed. Last September, the FTC issued a 10-year review schedule and accelerated the review of a number of rules and guides in response to recent changes in technology and the marketplace. Other agencies of interest are EPA, NHTSA, and SBA. The relevant regulations will be identified for possible comment.

S.474, the Small Business Regulatory Freedom Act of 2011

Senator Olympia Snowe (R-ME) introduced S.474 on March 3, 2011. To date, it has 12 cosponsors. The bill was referred to the Committee on Homeland Security and Government Affairs.

The “Small Business Regulatory Freedom Act of 2011” amends the Regulatory Flexibility Act to revise the rulemaking process with respect to small entities (i.e., small businesses, small organizations, and small governmental jurisdictions).

S.330, the Consumer Recall Protection Act of 2011

Senator Charles Schumer (D-NY) introduced S. 330 on February 14, 2011. To date, it has no cosponsors. The bill was referred to the Committee on Commerce, Science, and Transportation.

The bill prohibits a person from selling to consumers any covered product that is subject to a recall. It defines a “covered product” to include a motor vehicle or replacement equipment, food, drugs, devices, cosmetics, a biological product, a consumer product, a meat or meat food product, a poultry or poultry product, and an egg or egg product. It defines “recall” with respect to a motor vehicle or replacement equipment when the Secretary of Transportation makes a determination that a motor vehicle contains a defect related to safety or does not comply with specified motor vehicle standards.

H.R.860 and S.110, Promoting Charitable Donations of Qualified Vehicles Act of 2011

Senator John Ensign (R-NV) introduced S. 110 on January 25, 2011. To date it has no cosponsors. It was referred to the Committee on Finance. Congressman John Larson (D-CT) introduced H.R. 860 (identical to S. 110) on March 1 with 183 (now 234) cosponsors. The bill was referred to the Committee on Ways and Means.

The bill amends the Internal Revenue Code with respect to the charitable tax deduction

for contributions of qualified vehicles (i.e., motor vehicles, boats, or airplanes) to: (1) set forth revised acknowledgment requirements for vehicles valued at \$2,500 or less and vehicles valued at more than \$2,500; and (2) revise the penalty for submitting a fraudulent acknowledgment.

H.R.1449, the Motor Vehicle Owners Right to Repair Act of 2011

Congressmen Edolphus Towns (D-NY) and Todd Platts (R-PA) introduced H.R.1449 on April 8, 2011. To date it has 46 cosponsors. It was referred to the Committee on Energy and Commerce.

The “Right to Repair Act” protects motoring consumers from vehicle repair costs by requiring that car manufacturers: (1) provide to the vehicle owner and service provider all information necessary to diagnose, service, maintain, or repair the vehicle; (2) offer for sale to the vehicle owner and service providers any related tool or equipment; and, (3) provide the information that enables tool companies to manufacture tools with the same functional characteristics. The legislation further provides car companies with protections for their trade secrets, only requiring them to make available the same non-proprietary diagnostic and repair information they provide their franchised dealers. Lastly, the bill authorizes enforcement by the Federal Trade Commission and civil actions by the states.

H.R.527, the Regulatory Flexibility Improvements Act of 2011

Congressman Lamar Smith (R-TX), Chairman of the House Judiciary Committee, introduced H.R. 527 on February 8, 2011. To date it has 26 cosponsors. It was reported by the Judiciary Committee on July 7, 2011, and reported by the Small Business Committee on November 16, 2011. Passed the House on Dec. 1 by recorded vote of 263-159.

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NAAA Legislative Report

Continued from page 5

H.R.229, the Michael Jon Newkirk Transportation Safety Enhancement Act of 2011

Congresswoman Sheila Jackson Lee (D-TX), Ranking Member of the House Subcommittee on Transportation Security of the House Committee on Homeland Security, introduced H.R. 229 on January 7, 2011. To date it has no cosponsors. It was referred to the Committee on Transportation and Infrastructure.

The legislation directs the Secretary of Transportation to withhold a graduated percentage of federal-aid highway funds of states for FY2014 and thereafter do not enact or enforce a law that requires the annual inspection of registered motor vehicles so that they meet or exceed state motor vehicle standards (including the operability of vehicle seatbelts and speedometers).

H.R.164, the Damaged Vehicle Information Act

Congressman Cliff Stearns (R-FL), Chairman of the House Energy and Commerce Committee's Subcommittee on Oversight and Investigations, introduced H.R. 164 on January 5, 2011. To date the bill has no cosponsors. The bill was referred to the Committee on Energy and Commerce.

The bill directs the U.S. Department of Transportation's National Highway Traffic Safety Administration (NHTSA) to issue a regulation to require greater disclosure of information relating to the market value and safety of damaged motor vehicles.

In January 2009, The National Motor Vehicle Title Information System was implemented, providing a national database of vehicles compiled from state, salvage and insurer reporting. It requires insurance companies and salvage yards to report vehicles that are severely damaged or totaled, giving consumers access to such information as odometer readings and theft records. The implementation stemmed from a 2008 court case in which Public Citizen Inc. filed the suit to fight for a used car database that was established by Congress in 1992 in the Anti-Car Theft Act. However, the U.S. Department of Justice had never made the system available to the public. ■

Auto Industry Associations Form a United Front on Federal Issues

NAAA teams with NADA and NIADA to present a single, strong voice in Washington



From Left: Mike Linn, Chief Executive Officer-NIADA; Shawn Peterson, Legislative Counsel-NIADA; Don Fincher, President-NIADA; Andrew Koblenz, Vice President & General Counsel-NADA; David Regan, Vice President & Legislative Affairs-NADA; Steve Wade, Chairman-NADA; Charlotte Pyle, President-NAAA; Frank Hackett, Chief Executive Officer-NAAA; Phil Brady, President-NADA; Steve Jordan, Director of Operations-NIADA, and Joe Cowden, Chief Operating Officer & Chief Financial Officer-NADA.

The National Auto Auction Association's (NAAA) presence in Washington, D.C., is now stronger than ever as part of a new advocacy team. An alliance of NAAA, the National Automobile Dealers Association (NADA) and National Independent Automobile Dealers Association (NIADA) will present a united front on federal issues that impact their members and the industry.

"During the past year the three associations saw the value of having a cooperative presence in the nation's capital as we work on legislative and policy issues," said Frank Hackett, NAAA's CEO. "This unprecedented decision to work together reflects our expanding role and growing visibility as a collective influential voice for the industry."

He noted that NAAA's hiring of the same professional lobbying firm, Federal Advocates, as used by NIADA, offers advantages for extensive close contacts within the White House, Congress and government agencies. NADA has had a robust advocacy operation in Washington for years, and its full-time staff led by Vice President Legislative Affairs Dave Regan imparts immediate credibility to the new team, Hackett added.

"Strong working relationships with America's political leaders and policymakers provides us with greater access and the latest insider information so we can formulate an informed strategy and advise our lobbyists on taking the appropriate action," Hackett said. "The ability to be alerted to federal initiatives and implement a coordinated, timely response can be crucial to the success of our membership's businesses along with the wellbeing of the entire industry."

NIADA CEO Mike Linn agreed, saying Federal Advocates will serve as "our eyes and ears in Washington as well as our feet on the ground, attending hearings, monitoring committee meetings and keeping a finger on the pulse of government so we can focus on developing a solid advocacy agenda and conducting effective campaigns."

"This partnership of the major auto associations, combined with the experience and skills of Federal Advocates, truly enhances and magnifies our lobbying efforts," remarked NAAA President Charlotte Pyle. "Washington officials will notice the teamwork and our voice will be louder on behalf of the industry." ■

Dynamic Leadership Institute Sold Out, Waiting List Available

*Overwhelming response filled NAAA's program
at the Disney Institute to capacity*

All 100 seats have sold out for the NAAA's Dynamic Leadership Institute presented by the Disney Institute in Orlando, Florida, April 22-23. Due to the overwhelming response, a waiting list has been made available by contacting the NAAA office or by using the red link to the program on the NAAA.com home page.

"We received such positive interest that we quickly filled the class to its maximum capacity," notes Tricia Heon, NAAA Legislative and Information Manager. "For those who would still like to attend, I suggest they sign up on the waiting list as soon as possible and we'll notify them if a space opens up."

And for those who will be participating in the two-day event, she offers this advice: "Bring your running shoes. Although it's not physically strenuous, we suggest you dress comfortably and be ready to face some entertaining challenges as part of our educational agenda."

SOLD OUT

The program, exclusively for NAAA auction members, uses informative speakers, interactive training sessions and exciting team-building exercises to teach the strategies for business leadership excellence and top-quality teamwork developed by The Walt Disney Company.

Included in the schedule is a seminar detailing the Disney Leadership Excellence Model and how to adapt it to other companies. There's also a team activity that takes place throughout Disney's Epcot Center called "The Incredible Race" to hone critical-thinking skills, problem-solving techniques, decision-making abilities communication proficiency.



"The purpose of this training event is to empower the future leaders of our organization and the industry," explains NAAA President Charlotte Pyle. "Ongoing professional development improves business results to the benefit of all."

She encourages participants to share their newly gained knowledge with their colleagues back at the office. "For example, the people attending from Manheim are required to conduct reinforcement activities about what they learned with others on their staff 30 and 60 days after returning from our program, which I think is an excellent idea."

Graduates of NAAA's Dynamic Leadership Institute will also have something else to take home, Heon adds. "Along with a Disney Institute Certificate and awards for winners of The Incredible Race, a special desktop memorabilia trophy will be presented at the celebration dinner to each person," she reveals. "It's a golden statuette of Mickey Mouse designed by the same artists who created the Oscar for the Academy Awards—the 'Mousecar'!" ■



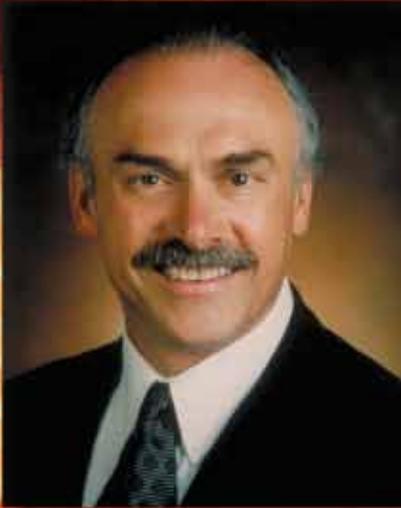
2012 NAAA ANNUAL CONFERENCE

OCTOBER 2-5 • WALDORF ASTORIA/HILTON BONNET CREEK • ORLANDO, FL

KEYNOTE



SPEAKERS



ROCKY BLEIER
Pittsburgh Steelers

The Pittsburgh Steelers picked Rocky Bleier late in the 1968 draft. Before he could prove himself as a rookie, he was drafted again—this time for combat duty in Vietnam.

But Rocky Bleier did the impossible. The story of his agonizing two-year battle to overcome his injuries and return to the Pittsburgh Steelers was recreated in the 1980 ABC-TV movie of the same name.



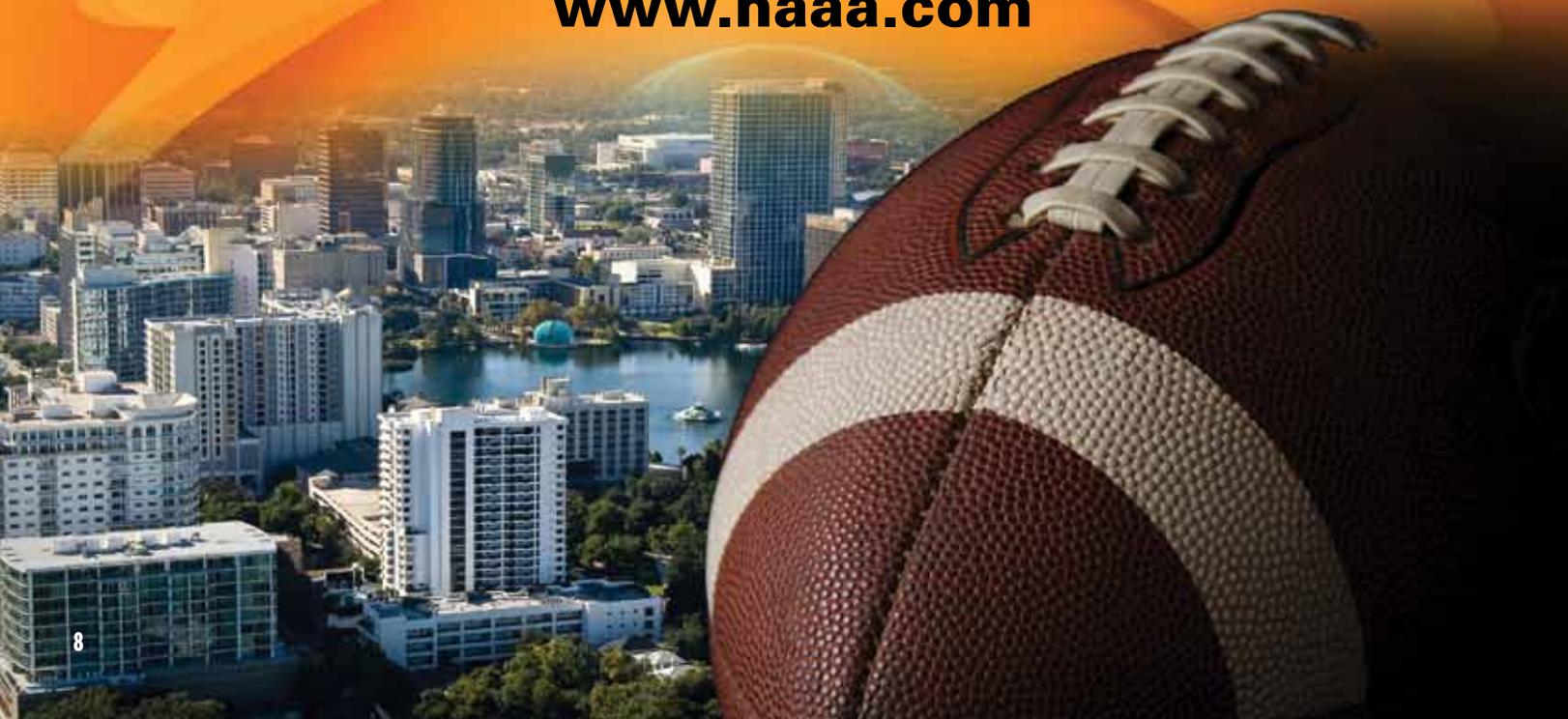
ARCHIE MANNING
New Orleans Saints

Wherever he goes, Archie Manning is recognized as an ambassador of goodwill and a molder of people.

In 1971 the New Orleans Saints made Archie their #1 draft choice. During his 14-year NFL career, he set most Saints passing records, played in two Pro Bowls, and was the NFC's Offensive Player of the Year in 1978.

More Keynote Speaker Information

www.naaa.com





Venue Preview

Hilton Bonnet Creek Resort is the site of NAAA's Annual Conference, October 2-5, 2012

Orlando Florida's newest full-service hotel and resort plays host to the National Auto Auction Association's annual conference this year, so be sure to mark your calendar for Oct. 2-5, 2012, because you won't want to be anywhere else this fall but at Hilton Bonnet Creek.

You'll find Hilton Orlando Bonnet Creek a modern, hip oasis in the middle of the area's recreational magic, offering the best of both worlds—a convenient "insider" location accessible from within the surrounding Walt Disney World Resorts that's nestled in the peaceful serenity of a 482-acre nature preserve.

Sitting just off World Center Drive, the hotel provides complimentary direct transportation to Magic Kingdom, Epcot, Hollywood Studios, Animal Kingdom, and Downtown Disney. Universal Studios and SeaWorld theme parks along with many of Orlando's other fun at-

tractions are only minutes away. Plus it's just 18 miles to Orlando International Airport.

You can relax amid the lush, tropical landscaping and crystal-clear sparkling water at the lagoon-style zero-entry pool and three-acre lazy river with water slides. Or play a round of golf on the championship Rees Jones-designed course available to guests at the adjacent Waldorf Astoria Club.

This AAA Four Diamond property also features a full fitness center, a luxe spa by Guerlain and more than a dozen dining and lounge options. Experience a variety of culinary delights, including the award-winning La Luce by Donna Scala. You also enjoy exclusive access to the restaurants and clubs next door at the Waldorf Astoria Orlando, which bring some of New York's most famed eating establishments to Central Florida.

Joining us at our exceptional conference site will be two spectacular speakers. Archie Manning, award-winning All-American quarterback and NFL icon, whose drive, warm personality and sense of humor have inspired many he has worked with in numerous charitable and civic causes, will present the Opening Luncheon Keynote Address. Then our All-Member Meeting Speaker Rocky Bleier draws on his personal experiences as a wounded Vietnam veteran who overcame his injuries to return to the Pittsburgh Steelers and achieve four Super Bowl wins to deliver a moving, masterful motivational talk.

From the luxury accommodations to the inspirational programs, our 2012 Annual Conference in Orlando, Florida is shaping up to be an unforgettable event. So don't you forget to register and miss it! Go to NAAA.com today and click on the Conference link to reserve your place now. ■



NAAA Co-sponsors CAR for Third Year

Major industry event promises a triple play of education, networking and fun at Caesars Palace in Las Vegas, March 14-15

If, as the ancient Romans claimed, good things come in threes then the 2012 Conference of Automotive Remarketing, March 14-15 in Las Vegas, is sure to be outstanding with the National Auto Auction Association co-sponsoring this major industry event for a third consecutive year.

Kicking off the meeting Wednesday at Caesars Palace is Herm Edwards, ESPN analyst, former NFL head coach and co-author of *You Play to Win the Game—Leadership Lessons for Success On and Off the Field*. His keynote address on “Leadership Between the Lines” follows NAAA President Charlotte Pyle’s welcome and her presentation of the Association’s perspective on the state of the auction industry.

Then Tammy Darvish, vice president of DARCARS Automotive Group, delivers Thursday’s keynote speech based on her new book, *Outraged: The “Taking Out” of America’s Dealers*.

Attendees will also hear from numerous experts and industry leaders in an agenda filled with 20 educational seminars and panel discussions. Presentations cover a variety of important topics, including how to bring dealers into the lanes when inventory is lean, the latest advances in online remarketing, what remarketers can do to better serve dealers buying and selling in the wholesale market, innovative solutions, and predications about what the future holds for remarketing.

NAAA Economist Dr. Ira Silver will conduct a general session on the wholesale market outlook, identifying trends, presenting his economic forecast and discussing its potential impact on remarketers.

In addition, the expanded networking schedule of seven dedicated events offers more time to enhance contacts with the foremost individuals in the field of vehicle remarketing. Plus dozens of exhibitors will

be available with many new products and services displayed on the show floor.

“At NAAA we believe success comes from working to exchange ideas, share experiences, establish standards and promote professional development,” states Frank Hackett, CEO of the Association. “Participating in these stimulating educational and networking activities provides the strategic insight, enriched knowledge and information necessary for improved business performance and a better bottom line.”

President Pyle notes that forums where the best in the business gather are vital for the future of the auto auction industry. “We feel such mentoring opportunities and efforts are crucial in cultivating the next generation of leaders in remarketing by helping our younger colleagues become outstanding members of our profession,” she says. “That’s just another reason we’re proud to co-sponsor an event like CAR.” ■

About Our Keynote Speaker: **Herm Edwards**

Former NFL head coach Herm Edwards joined ESPN in 2009 as an NFL studio analyst, primarily appearing on NFL Live, SportsCenter, ESPNEWS, ESPN Radio, ESPNU, NFL Audibles and other platforms throughout the year.

Edwards spent eight years as an NFL head coach for the New York Jets (2001-05) and the Kansas City Chiefs (2006-08). He led his teams to four playoff appearances, including 2004 when his Jets squad finished with a 10-6 regular season record and advanced to the AFC Divisional Playoffs. Edwards, who also guided the Chiefs to a Wild Card berth in 2006, is one of only four NFL coaches to lead two different teams to the playoffs in his first season as head coach with those teams.

The first graduate of the NFL's Minority Coaching Fellowship (1987), Edwards began his coaching career as a defensive backs coach at San Jose State University (1987-89). He joined the NFL ranks as a scout with the Chiefs in 1990 and was with the club for four seasons (1992-95) as a defensive backs coach and in his final year as a member of the pro personnel department before joining Tony Dungy's staff in Tampa Bay. He served as the Buccaneers' assistant head coach and defensive backs coach from 1996-2000.



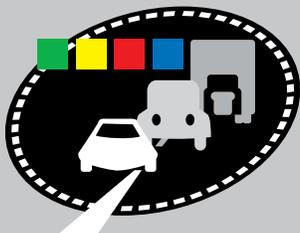
Herm Edwards

NAAA/CAR Keynote Speaker
Wednesday, March 14 • 1:30-2:30 p.m.

Edwards played defensive back for 10 NFL seasons (1977-86), mostly for the Philadelphia Eagles where he recorded 38 career interceptions. He played seven games for the Atlanta Falcons and Los Angeles Rams during his final season in 1986. Edwards was a member of the Eagles' Super Bowl team in 1980 and is also known for recovering the fumble by Giants quarterback Joe Pisarcik – and returning it for a game-winning 26-yard touchdown – in one of the most unusual plays in NFL history, dubbed “The Miracle at the Meadowlands,” during the closing seconds of the Eagles-Giants game on Nov. 19, 1978.

A native of Seaside, Calif., Edwards remains active in numerous charitable and philanthropic endeavors, including the Juvenile Diabetes Research Foundation (JDRF) and the Herm Edwards Youth Foundation, which he created in 1985 with the goal of making a direct impact on the lives of underprivileged children.

Edwards co-authored the book *You Play to Win the Game – Leadership Lessons for Success On and Off the Field* with ESPN's Shelley Smith, and was involved in long-time NFL referee Jim Tunney's book, *It's the Will, Not the Skill – Principles and Philosophies of Success as Seen Through the Eyes, Mind and Heart of Herm Edwards*. ■



Save The Date — Plan Ahead
National Auto Auction Week
August 20–24, 2012

By The Numbers

NAAA Economist prepares Annual Review on last year's performance

Last year saw natural disasters in Japan and Thailand, turmoil in Egypt and Libya, a debt crisis in Europe and deficit debate at home, spiking oil prices and downgrading of America's credit rating....

So what did the events of 2011 mean to the economy and how did the auto auction industry fare? And what does that mean for 2012?

NAAA Economist Dr. Ira Silver will address those questions as he looks at the year by the numbers in the Annual Review. Although he is currently finishing his final analysis, Silver says the initial data promises an overall positive outlook.

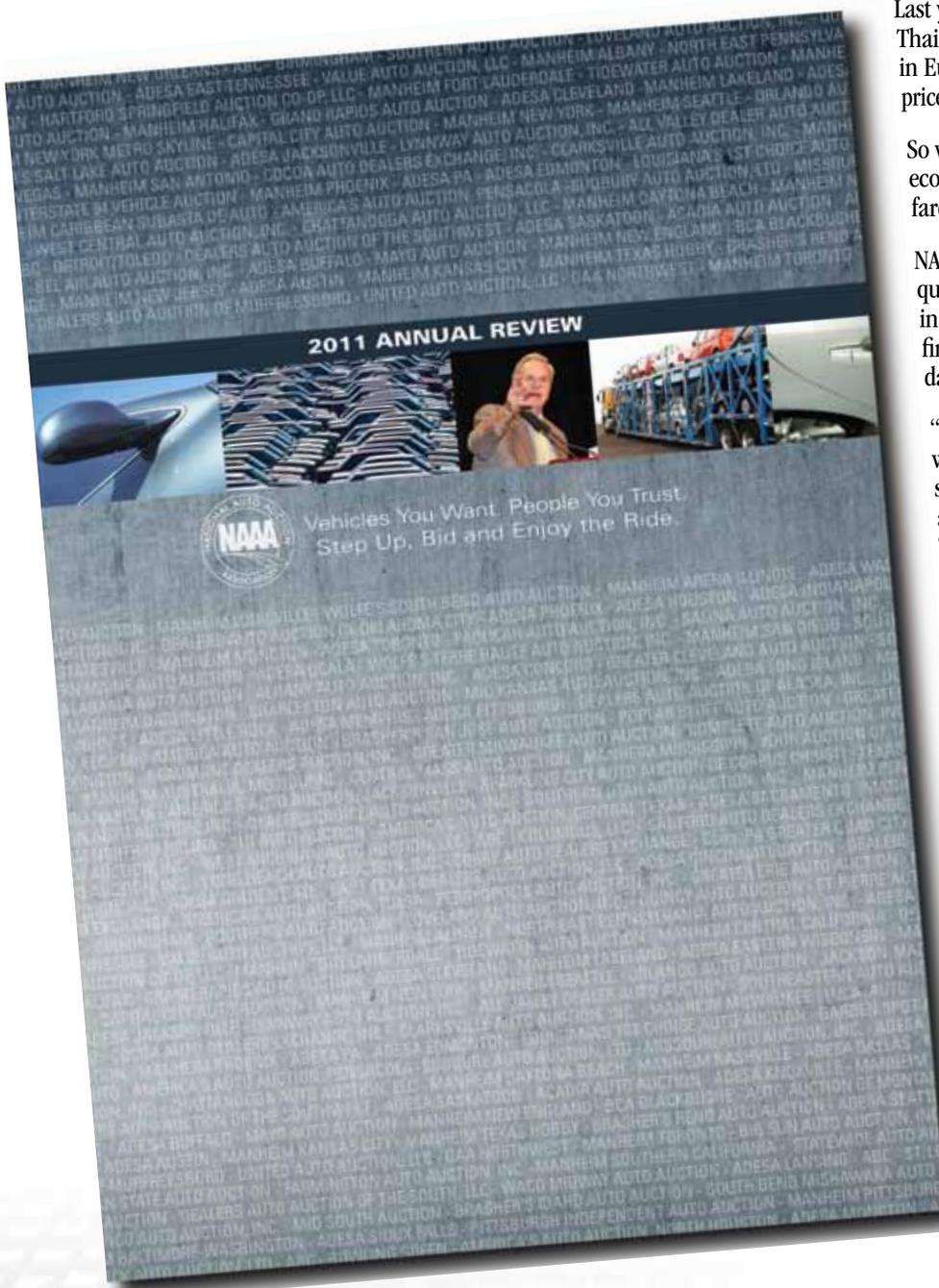
"No doubt the past year was a challenging one with slow growth, fears of a double-dip recession and some unique negative factors that had a direct impact on the auto markets," he notes. "Yet some economic growth, slight employment gains, an uptick in consumer spending, and even marginal improvements in the housing market in the fourth quarter gave 2011 an upbeat ending."

Silver adds that barring another succession of global shocks, the economy shows signs of life with all indicators pointing to stronger growth and a substantially better 2012. However, he cautions that failure of the housing market to finally turn the corner or skyrocketing energy prices could derail the delicate recovery.

The remarketing industry mirrored the economy's rollercoaster ride through the year, Silver explains. "Used vehicle sales started strong, weakened, and then came back. The basic story has been about supply of units for the auction market because new vehicle sales grew while the fleet/lease channel has been off."

While new vehicle sales continued their rebound from last year in January, the preliminary numbers suggest last year's patterns should change, according to Silver "I think improvement is there for the fleet/lease channel and when added to the strong new order sales, coupled with the pent-up demand from weak sales in 2008-2009, my final report will show there are more positives than negatives for the industry."

Silver says he expects the 2011 Annual Review to be completed and ready to go to press by the end of March. ■





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NAAA at the NADA Conference *February 3-6, 2012*



NAAA Exhibit Booth at NADA Conference

From Left: Jack Neshe, NAAA Vice President, and Charlotte Pyle, NAAA President



From Left: Paul Lips, NAAA President-Elect; Janet Barnard, Executive Vice President and COO of Manheim; Charlotte Pyle, NAAA President, and Jack Neshe, NAAA Vice President





NAAA at the NADA Conference *February 3-6, 2012*



◀ *Charlotte Pyle, NAAA President, and Sandy Schwartz, Manheim President share a welcoming moment after a NADA session.*

Charlotte Pyle, NAAA President, is interviewed by Automotive News.



NAAA Pedal Car Raffle Winner



CONGRATULATIONS
*Kirk Washburn,
President, Washburn
Ford-Lincoln,
Winner of Pedal Car*



Bruce Beam

Pedal Car shown in the NAAA Exhibit Booth at NADA Conference was presented by Bruce Beam, General Manager, Dealers Auto Auction of Oklahoma City, to Kirk Washburn on March 8, 2012.

NAAA Visits Manheim Orlando

Tuesday, January 10, 2012 – Ocoee, Florida



From Left: Frank Hackett, NAAA Chief Executive Officer; Charlotte Pyle, NAAA President; Butch Herdegen, Manheim Orlando General Manager; Paul Lips, NAAA President-Elect

NAAA Visits Sanford Auto Dealers Exchange

Tuesday, January 10, 2012 – Sanford, Florida

From Left: Paul Lips, NAAA President-Elect; Mike Mancuse, Sanford Auto Dealers Exchange National Accounts Manager; Charlotte Pyle, NAAA President; Michael Tumminello, Sanford Auto Dealers Exchange President; Jeffrey Brody, Sanford Auto Dealers Exchange Vice President; Frank Hackett, NAAA Chief Executive Officer



NAAA Visits ABC Orlando

Wednesday, January 11, 2012 – Longwood, Florida



From Left: Paul Lips, NAAA President-Elect; Alan Willard, ABC Orlando General Manager; Charlotte Pyle, NAAA President; Ted Ray, ABC Orlando Outside Sales Representative; Frank Hackett, NAAA Chief Executive Officer

NAAA Visits Manheim Central Florida

Wednesday, January 11, 2012 – Orlando, Florida

From Left: Paul Lips, NAAA President-Elect; Ellen Westpfahl, Manheim Central Florida Assistant General Manager; Charlotte Pyle, NAAA President; Tony Markese, Manheim Central Florida General Manager; Frank Hackett, NAAA Chief Executive Officer



Auction Name	Anniversary Date	Year
Bel Air Auto Auction, Inc. –Bel Air, MD	April 1947	
Dyer Auto Auction, Inc. –Dyer, IN	May 1947	
Southern Auto Auction –East Windsor, CT	1947	
ADESA Fargo–West Fargo, ND	June 1952	60th
ADESA PA–York, PA	August 1957	55th
Manheim Fredericksburg–Fredericksburg, VA	June 1957	55th
Manheim Portland–Portland, OR	March 1957	55th
America’s Auto Auction–Tulsa, Tulsa, OK	January 1967	45th
Expressway Auto Auction, Inc.–Dansville, NY	April 1967	45th
Manheim Houston–Houston, TX	January 1967	45th
Manheim San Antonio–San Antonio, TX	January 1967	45th
Albany Auto Auction, Inc.–Albany, GA	February 1972	40th
Manheim Orlando–Ocoee, FL	July 1972	40th
Mid South Auction–Pearl, MS	February 1972	40th
ADESA Calgary–Ardrie, AB Canada	August 1977	35th
ADESA Syracuse–Cicero, NY	March 1977	35th
Radford Auto Auction, Inc.–Radford, VA	June 1977	35th
ADESA Colorado Springs–Foundation, CO	March 1982	30th
ADESA Northern Ohio–Montpelier, OH	January 1982	30th
America’s Auto Auction–Jacksonville, Jacksonville, FL	September 1982	30th
Corry Auto Dealers Exchange–Corry, PA	April 1982	30th
Dixie Auto Auction, LLC–Grenada, MS	May 1982	30th
ADESA Birmingham–Moody, AL	September 1987	25th
ADESA Moncton–Moncton, NB Canada	November 1987	25th
ADESA Winnipeg–Winnipeg, MB Canada	May 1987	25th
Central Pennsylvania Auto Auction, Inc.–Lock Haven, PA	August 1987	25th
Lone Star Auto Auction, Inc.–Lubbock, TX	July 1987	25th
Manheim Nevada–North Las Vegas, NV	June 1987	25th
Manheim New Orleans–Slidell, LA	April 1987	25th
Mayo Auto Auction–Chesnee, SC	September 1987	25th
Mountain State Auto Auction–Shinnston, WV	November 1987	25th
Winchester Auto Auction (Ottawa), Inc.–Winchester, ON Canada	1987	25th
Wolfe’s Evansville Auto Auction, Inc.–Evansville, IN	January 1987	25th
ADESA Buffalo–Akron, NY	December 1992	20th
Cocoa Auto Dealers Exchange, Inc.–Cocoa, FL	June 1992	20th
DAA Northwest–Spokane, WA	November 1992	20th
ADESA Minneapolis–Dayton, MN	April 1997	15th
ADESA Sacramento–Sacramento, CA	May 1997	15th
Capital City Auto Auction–St. Albans, WV	August 1997	15th
CNY Auto Auction, Inc.–Lafayette, NY	September 1997	15th
Dealers Auto Auction of Alaska, Inc.–Anchorage, AK	March 1997	15th
Hartford Springfield Auction Co-op, LLC–East Granby, CT	April 1997	15th
Lynnway Auto Auction, Inc.–North Billerica, MA	April 1997	15th

NAAA Member Anniversaries *Continued from page 18*

Auction Name	Anniversary Date	Year
Manheim Caribbean Subasta De Auto–Toa Baja, Puerto Rico	April 1997	15th
West Central Auto Auction, Inc.–Waukee, IA	November 1997	15th
Acacia Augusta Auto Auction, Inc.–North Augusta, SC	June 2002	10th
America’s Auto Auction–Dallas, Irving, TX	April 2002	10th
Cain’s Murray Auto Auction–Almo, KY	January 2002	10th
Dealer’s Auto Auction of the Southwest–Phoenix, AZ	October 2002	10th
Deanco Auto Auction, Inc.–Dothan, AL	January 2002	10th
Louisanna’s 1st Choice Auto Auction–Hammond, LA	May 2002	10th
Sparkling City Auto Auction of Corpus Christi–Robstown, TX	March 2002	10th

ServNet Executives Visit NAAA Headquarters

Monday, March 5, 2012 – Frederick, Maryland



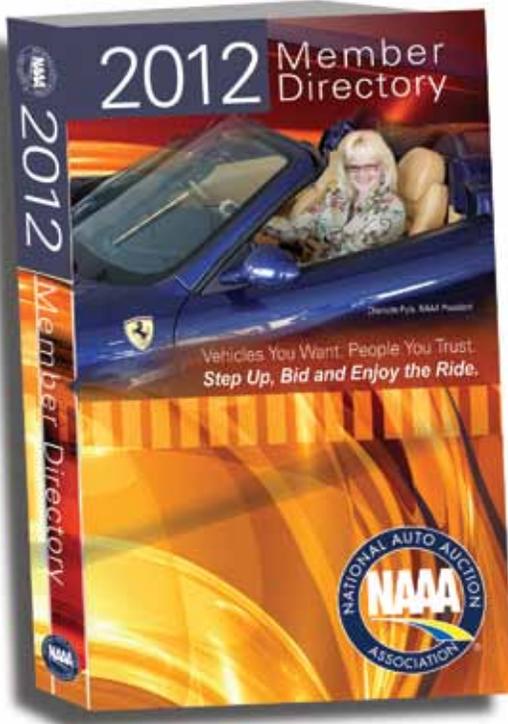
From Left: Richard Curtis, Executive Vice President Industry Relations-ServNet; Pierre Pons, Chief Executive Officer-ServNet; R. Charles Nichols, President, ServNet Auctions and BSC America President; Frank Hackett, NAAA Chief Executive Officer, and Tom Stewart, Executive Vice President-ServNet



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