



2017 NAAA/CAR Conference

MINUTES

Southern Chapter Meetings

Board Meeting: March 1, 2017 9:15-10:15 am

All Member: March 2, 2016 8:00-9:00 am



1. Call meeting to order– **Meeting called to order by Doug Rodriguez at 8:05 a.m.**
2. Introduction of Officers and Board of Directors
 - a. Officers
 - i. President, Doug Rodriguez, Dealers AA Chattanooga
 - ii. President Elect, Jerry Barker, Greensboro Auto Auction
 - iii. Vice President, Bill McCready, Southeastern Auto Auction of Savannah
 - iv. Secretary, Charlotte Pyle, Capital City Auto Auction
 - v. Treasurer, Ellie Johnson, Manheim Statesville (**did not attend**)
 - vi. Chairman, Laura Taylor, Charleston Auto Auction
 - a. Board of Directors
 - i. Toni Williams (2017), Manheim Central Florida (**did not attend**)
 - ii. Joe Pyle (2017), Mountain State Auto Auction
 - iii. Mark Ford (2017), Manheim (**did not attend**)
 - iv. Wyatt Carter (2018), Richmond Auto Auction
 - v. Robert Sullivan (2018), XLerate Group
 - vi. John Rea (2018), Rea Brothers' Mid-South Auto Auction
3. Review of Anti-Trust and Conflict of Interest Considerations
Doug Rodriguez reminded everyone of the above policies.
4. Minutes from the Southern Chapter All Member Meeting held November 17, 2016 have been circulated.
A motion was made, seconded and approved to accept the minutes.
5. Treasurer's Report - Ellie Johnson
Bill McCready reported on the finances.
6. Secretary's Report – Charlotte Pyle
Charlotte Pyle reported on the membership applications, ownership changes, and name changes below.

Regular Membership Applications Pending

King Auto Auction

5620 Hendersonville Road, Fletcher, NC 28732

Contact: Jerry King

Owners: Jerry E. King 100%

Regular Member Change of Ownership/Name

America's Auto Auction – Baton Rouge, Inc.

Previous Name: ABC – Baton Rouge, LLC

Previous Owners: D. Michael Hockett 92.5%, Raymond David Royall 7.5%

New Owner: America's Auto Auction, Inc. 100%

Contact: Dustin Miller

3960 Blount Road, Baton Rouge, LA 70807



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America's Auto Auction – Birmingham, Inc.

Previous Name: ABC – Birmingham

Previous Owners: Jim Phillips 50%, Auction Broadcasting Company 50%

New Owner: America's Auto Auction, Inc. 100%

Contact: Dustin Miller

1046 A.E. Moore Drive, Moody, AL 35004

America's Auto Auction – Bowling Green, Inc.

Previous Name: ABC – Bowling Green

Previous Owners: Auction Broadcasting Company 100%

New Owner: America's Auto Auction, Inc. 100%

Contact: Dustin Miller

555 Bluegrass Farms, Blvd, Bowling Green, KY 42104

America's Auto Auction – Virginia, Inc.

Previous Name: ABC – Virginia

Previous Owners: Auction Broadcasting Company 100%

New Owner: America's Auto Auction, Inc. 100%

Contact: Dustin Miller

656 South Military Highway, Virginia Beach, VA 23464

Associate Membership Applications Pending

Interactive Financial Marketing Group, LLC

1509 West Main Street, Richmond, VA 23220

Contact: Travis Weisleder

Automotive Marketing Solutions (Supplier)

TrueFrame

3343 West Commercial Blvd, Suite 106, Ft. Lauderdale, FL 33309

Contact: Francis Lynch

Automotive Inspections

Associate Member Change of Ownership/Name - NONE

Associate Member Change of Name Only – NONE

New State Association Members:

Florida Independent Auto Dealers Association (FIADA)

1840 Fiddler Court, Tallahassee, FL 32308

Contact: Lisette Mariner

Georgia Independent Automobile Dealers Association (GIADA)

6903 Oak Ridge Commerce Way SW, Austell, GA 30168

Contact: Alan Gniadek

Mississippi Independent Auto Dealers Association

1705 Old Whitfield Road, Suite A, Pearl, MS 39208

Contact: Andrew Caldecott

A motion was made, seconded and approved to recommend all previously listed membership applications, ownership changes, and name changes for approval.



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7. New Business

A. Auction of the Year Award

Suggestions were made to add the nominations to the Southern Chapter website and to highlight all submissions in the On The Block.

B. Chapter Auction for Charity

A motion was made, seconded and approved to purchase item(s) worth \$10,000 for the auction.

A motion was made, seconded and approved to allow the Board to choose the charity and to purchase the items for auction.

Discussion/suggestions:

Donate the auctioneer's expenses and have a member such as Joe Pyle serve as auctioneer.

Suggested charities: Victory Junction Camp, St. Judes

C. Political Action Committee (PAC)

Karyn Wrye gave an update on the legislative issues.

D. Chapter President Elect Training

E. Auction Standards Training Program

F. Auction Industry Survey

8. Old Business

Upcoming meetings include:

- NAAA Leadership Institute – April 2-3, 2017, The NFL Hall of Fame, Canton, OH
- NAAA Day on the Hill – May 4, 2017, Washington, DC
- National Independent Auto Dealers Association – June 12-15, 2017, Mirage Hotel, Las Vegas
- NAAA 2017 Convention – November 15-17, 2017, Waldorf Astoria, La Quinta, CA

9. Prize Drawing:

Winner of Leadership Institute Scholarship: Nancy Loudermilk

Winner of Gift Card: Irina Toader

10. Speaker – Randy Rodriguez

Randy began his presentation at 8:27 a. m.

11. Adjourn

Meeting adjourned at 9:14 a.m.



Meeting Attendance Record

Southern Chapter All Member Meeting
 Thursday March 2, 2017 8:00 a.m. - 9:00 a.m.

Last Name	First Name	Organization	Signature
SULLIVAN	ROBERT	XLERATE GROUP	[Signature]
Wrye	KARYN	COX Automotive	[Signature]
Barik	Chris	Alliance Auto Auction	[Signature]
Andrews	Susan	Speedway Auto Auction	[Signature]
Murdi	Joaquin	South Florida Auto Auction	[Signature]
GRANDE	Rhonda	MUSIC CITY AIA	[Signature]
NORTIS	JENNIFER	Orlando Longwood A/A	[Signature]
JANEBO	TODD	MANHEIM JARPLAND TAMPA	[Signature]
Brooks	Rob	Dealers Auto Auction of Mobile	[Signature]
		Dealers Auto Auction of Huntsville	[Signature]
		Dealers Auto Auction of Memphis	[Signature]
		Dealers Auto Auction of Murfreesboro	[Signature]
		Dealers Auto Auction of Chattanooga	[Signature]
McCollam	Michael	Louisiana's 1st Choice Auto Auction	[Signature]
SISTRUNK	DON	LOUISIANA'S 1st CHOICE AA	[Signature]
Center	Watt	Richmond Auto Auction	[Signature]
Anderson	Joanna	Abingdon AA	[Signature]
Taylor	Laura	CAA Xlerate	[Signature]
Breck	Joel	Auction Insurance	[Signature]
Jyle	Charlotte	Capital City AIA	[Signature]
McCready	Bill	SCAA	[Signature]
Parkley	Jeff	America's Auto Auction	[Signature]
Brooks	Nancy	Albany Auto Auction	[Signature]
ROGERS	TOMMY	TANNAHASEE AA	[Signature]
ANTENRIEN	ERIC	CAROLINA AA	[Signature]
ENIXT	TOD	WINCHESTER AA	[Signature]
REA	John	Rea Brothers Mid South	[Signature]
Loudermilk	Nancy	Cox Automotive Inc.	[Signature]
Perick	Brandon	Memphis Auto Auction	[Signature]
Murphy	Shannon	Winchester AA	[Signature]