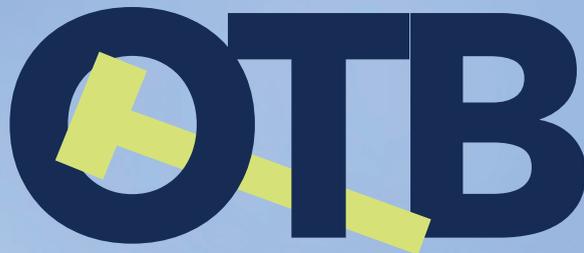


AUCTIONS PREPARE

for the EV Revolution

page 6

National Auto Auction Association



ON THE BLOCK MAGAZINE
JULY 2022 / VOLUME 9 — NO. 4



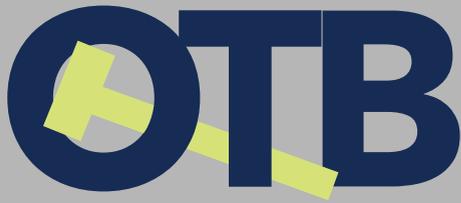
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JULY 2022

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12



FEATURES

- 6** The recent demand and interest in EVs have the wholesale auto auction industry taking notice.
- 9** NAAA has an active 2022 legislative session.
- 11** NAAA acquires World Automobile Auctioneers Championship.
- 12** Workforce Initiative makes filling jobs easier.
- 14** Get to know the NAAA headquarters staff.
- 16** NAAA 2022 Annual Convention agenda.

SECTIONS

- 6** COVER STORY
- 9** LEGISLATIVE UPDATE
- 11** ASSOCIATION NEWS
- 17** MEMBER NEWS
- 21** MEMBER GIVING



R. Charles Nichols

"Being the Voice of the Remarketing Industry means that in addition to representing the Gold Standard of the wholesale auto auction industry, NAAA represents a reliable and trusted source of industry information, news, and trends."



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The Voice of the Remarketing Industry

It has been a busy few months at NAAA. We are most excited to be continuing our member auction visits. In June, we visited Southern Auto Auction as the team there celebrated its 75th Anniversary. I congratulate Larry Tribble, Garrison Hudkins, and their family on the big milestone. We were also pleased to present Garrison with a Warren Young Fellow award for his numerous contributions and service to our industry. We have additional visits in the works, and we always enjoy the opportunity to get out on the road to see the hard work our members are putting in to keep our industry thriving.

Last month, we were pleased to announce that NAAA acquired the World Automobile Auctioneers Championship. I would like to thank Paul Behr for his outstanding leadership of the WAAC for the last 17 years. I would also like to thank NAAA's Executive Officers and Board of Directors for their support and recognition of the significance of this event to our industry.

In June, NAAA was saddened to learn that Alexis Jacobs passed away. She served as NAAA President in 1995, received the NAAA Industry Pioneer award in 2011, and was inducted into the NAAA Hall of Fame in 2014. She was the owner and CEO of Columbus Fair Auto Auction until 2019, and her distinguished service to NAAA and our industry was widely recognized and greatly appreciated by so many.

As you all know, the NAAA Gold Standard brand is a powerful symbol in our industry. Our member auctions represent a guarantee for performance and financial stability, they are great stewards of their communities, and they provide a level of customer service that is unmatched. NAAA also represents the "Voice of the Remarketing Industry," a title that was developed by the NAAA Board of Directors and Officers earlier this year. This powerful description also represents a strategic short-term priority for our association.

So, what exactly does the Voice of the Remarketing Industry mean? NAAA's mission is to promote and support the interest of its members and to safeguard the wholesale auto auction industry. In addition to providing education, training, advocacy, industry standards, and other member benefits, we serve as an authoritative voice in the remarketing industry. We are the information hub for the industry and the conduit for our member auctions, consignors, associate members, and industry partners. Being the Voice of the Remarketing Industry means that in addition to representing the Gold Standard of the wholesale auto auction industry, NAAA represents a reliable and trusted source of industry information, news, and trends.

What better way to talk about this than Auto Auction Week. This year, Auto Auction Week runs from August 15-19. Every year, this is a time for us to reflect on all of you and your numerous contributions to our industry. With all your hard work and perseverance, you helped make us a \$121 billion industry last year. I am so proud of all of you and all that you do for our industry, and this year, we are looking to take Auto Auction Week to the next level by helping everyone understand that NAAA not only represents the Gold Standard, we are the Voice of the Remarketing Industry.

Stay tuned for more information as we get closer to August. We have much to celebrate and share, and we should all be proud of how much our industry contributes to the automotive industry and the economy as a whole.

Advancing our Industry's Strategic Priorities

When the NAAA Board of Directors and Officers met at the beginning of this year, everyone worked together to set strategic short-term priorities for our association. This included a focus on EVs and their impact on our industry, enhanced education and training offerings, communication, and member benefits.

As we sit at the halfway point in 2022, I am pleased to report that we have made significant progress in working to address these priorities. Regarding EVs, we created the "NAAA EV Infrastructure Perspective for Auctions" document, which serves as a resource for auctions as they consider how they could be a part of a state's EV infrastructure plan and therefore potentially provide benefit from National Electric Vehicle Infrastructure Formula (NEVI) Program funding. We will be presenting an "EV Summer Series" to our members that will be a series of webinars about federal EV programs, EV charging infrastructure at auctions, and training technicians to work on EVs. We continue to track relevant state legislation about EV grant opportunities, and we will be bringing you exciting EV content at our Annual Convention.

We have worked hard to enhance our education and training opportunities for our members. We will be implementing new Safe T. Sam training videos and Privacy Pam security training videos. We have launched the HR Peer-to-Peer Exchange, and we are developing the NAAA LEAD University Program for aspiring leaders as well as the NAAA Mentorship Program. We are also collaborating with the National Insurance Crime Bureau on training opportunities.

NAAA's communication with its members has increased in recent months, including communication with auction general managers about relevant state and federal legislation, enhanced and more targeted content in *On the Block* magazine, an increased social media presence, and transitioning Smartbrief to NAAA Insights to be more industry-focused. We also continue to push the NAAA Gold Standard branding with our members. We have worked to provide new member benefits, including the NAAA Live Job Board as part of our Workforce Initiative and the Tom Caruso Memorial Scholarship. NAAA is also pleased to have acquired the World Automobile Auctioneers Championship, which is an exciting partnership for our industry and highlights the importance of the auctioneer profession.

Stay tuned as we continue to share more information leading up to our Annual Convention in Dallas, September 6-8, and we look forward to seeing you there!



Tricia Heon

"As we sit at the halfway point in 2022, I am pleased to report that we have made significant progress in working to address [NAAA's strategic] priorities."



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EV Groundwork

It's no secret that the electric vehicle (EV) revolution is coming, it is just a matter of when. New plug-in electric vehicle sales in the United States nearly doubled from 2020 to 2021 even though EVs still remain a small percentage of total vehicles on U.S. roads. However, as more EVs are sold, more EVs will eventually find their way to the auctions.

Over the last several years, many NAAA member auctions have begun laying the groundwork for building out EV infrastructure to accommodate the growing number of EVs that will eventually enter the remarketing cycle.

The recent demand and interest in EVs has the wholesale auto auction industry taking notice.



The Early Days

North Bay Auto Auction in Fairfield, California, first started noticing EVs arriving a few years back when Nissan Leafs started showing up at the auction.

“We had issues trying to tell people whether they were good cars or bad cars, and how do we green light and put an auction guarantee on an electric car? That was a huge thing for a long time,” said David Aahl, North Bay Auto Auction General Manager.

As time went on, Teslas began showing up, more EVs in dealer inventory arrived, more GSA plug-in hybrid cars flowed to the auction, and Aahl said North Bay started adding EV chargers to handle the increased volume of EVs.

Back in 2019, when Manheim started noticing more EVs coming back into the remarketing cycle, it created awareness for its auctions

for charging infrastructure and the need to service the vehicles.

“It was a rudimentary process at first,” said Alan Lang, Manheim Regional Vice President. “We were renting generators to power these vehicles. We had early versions of charging stations that were taking a long time to charge batteries.”

Building out the Infrastructure

Recognizing the increasing need for EV infrastructure, Manheim decided to develop a multi-year plan to meet the demand for more EVs coming back into the remarketing cycle, as well as for servicing, storage, and other needs.

Manheim first looked at markets in major metropolitan areas that were seeing higher volumes of EVs and analyzed the data to determine which auctions needed chargers, while ultimately recognizing that

EVs will eventually arrive at every auction location. Manheim currently has 67 auction locations with chargers along with a charging infrastructure that includes 723 chargers across its network.

As North Bay Auto Auction began assessing the type of chargers it needed, it realized that for them, the process was not as daunting as it seemed at first.

“We found it’s kind of a myth when it comes to people thinking a charging station is a complicated feat,” said Aahl. “It might be on a roadside or behind a gas station, but to put in a 220-volt charging station is nothing. Your personal electrician that does things at your house could hook one of those things up.”

Currently, North Bay uses both a Class 2 and a Class 3 charging system. It has seven chargers on site to accommodate the volume of EVs it handles.

continued on page 8



EV Groundwork

(Continued from page 7)

Assessing EV Batteries and Safety Issues

Assessing used EVs, particularly EV batteries, is uncharted territory. Manheim has taken steps to develop a battery health diagnostic tool, powered by Cox Automotive's patented algorithm and partnership with Spiers New Technologies, a leading provider of EV battery life cycle management that Cox Automotive Mobility recently acquired. Manheim is conducting battery

tests at six of its locations with high EV volumes to gather battery performance metrics from used EVs. The battery health report is included in Manheim vehicle condition reports at select auction locations.

At North Bay, Aahl says most of the batteries they've been asked to look at are covered under warranty and they haven't been asked specifically to change the batteries out. When asked to provide a condition for the battery, they use the on-board computer or scanner to provide that information.

Safety is a chief concern when assessing EV batteries as they are high voltage. As it is new to

everyone in the industry, training technicians to properly handle and service the batteries is a priority as more EVs continue to flow through the auctions.

As the auto auction industry recognizes the need for increased charging infrastructure, battery assessment tools, and safety procedures, NAAA has made EVs a key priority for the association and will be providing more information, education, and training in the months ahead.



FEDERAL Legislation

NAAA is the auto auction industry's leading voice in Washington to protect and promote the interests of our members before Congress. This report provides the latest news in Washington that affects NAAA members.

Build Back Better Bills "BBB"

On May 26th, NAAA held a virtual meeting with staff of Senator Ben Cardin (D-MD) to advocate that any final Build Back Better auto-related provisions, including EVs, be favorable to the auto auction industry. The House-passed version of Build Back Better includes several EV provisions, including \$2B for an EV supply equipment rebate program, \$1B for EV charging stations, and tax credits for plug-in EVs and for the purchase of used plug-in EVs and qualified commercial vehicles.

Sen. Cardin serves on the Senate Environment and Public Works (EPW) Committee and is chair of its Transportation and Infrastructure Subcommittee which has jurisdiction over EVs. NAAA is also a constituent of Sen. Cardin.

The association sent a follow-up letter to Sen. Cardin, Sen. Schumer (Senate majority leader), Sen. McConnell (Senate minority leader), Sen. Tom Carper (EPW Committee chair), and Sen. Shelley Moore Capito (EPW Committee ranking member) urging support for a final Build Back Better Act that includes provisions that are favorable to the automotive industry.



H.R. 6394, The PART Act

On June 1st, NAAA met virtually with staff of Rep. Jim Baird (R-Indiana) to express its support for the proposed solutions to the growing catalytic converter theft problem. Introduced by Rep. Baird in January, the bill, among other things, makes stealing catalytic converters a federal crime.

NAAA followed up by submitting a letter to Rep. Baird reaffirming its support and willingness to be a partner and staying engaged as the bill moves through the legislative process. On May 16th, the association joined its colleagues across the automotive industry in submitting a letter to the House Committee on Energy and Commerce urging the committee to support and hold a hearing for H.R. 6394.

U.S. Chip Production

Both Houses have passed their version of the COMPETES Act. The bills are now in conference. Both bills provide \$52B to help domestic manufacturers of semi-conductors expand chip production. The President's proposal was \$50B. Both bills passed with bipartisan support.

On June 14, NAAA met with staff of Senator Rob Portman (R-OH) to urge expeditious agreement on final chip legislation. Sen. Portman is a conferee on the bill and a strong supporter of the automotive industry. He serves as co-chair of the Senate Auto Caucus.

STATE Legislation



NAAA continues to monitor state legislation to assess its impact on the industry.

Since January 2022, the association has looked at more than

1,000 STATE BILLS

to determine their potential impact on the auto auction industry.

Of that number, NAAA identified nearly 80 bills to track and take action on. During the 2022 state legislative session, NAAA has been following several key issues of interest including catalytic converter theft, EVs, titling, and the INFORM Act.

NAAA has submitted seven position letters for state bills during the 2022 legislative session on topics such as catalytic converter theft/ emissions tampering, EVs, vehicle history reports, and abandoned vehicles.



NAAA Acquires the

The National Auto Auction Association (NAAA) is pleased to announce it has acquired the World Automobile Auctioneers Championship (WAAC). The announcement was made during the 2022 WAAC event, held in Des Moines, Iowa.

NAAA acquired the WAAC from renowned auctioneer Paul C. Behr, who has owned the event since 2005. The prestigious competition draws top auctioneers from around the country each year and provides an opportunity to celebrate the very best of automobile auctioneering. NAAA represents more than 340 auto auction members and 140 associate members in North America.

“NAAA understands how important auctioneers and ring people are to our member auctions and the work they put in to ensure successful sales,” said NAAA President R. Charles Nichols. “I would like to thank NAAA’s Executive Officers and Board of Directors for their support and recognition of the significance of this event to our industry.”



Acquisition announcement made at the 2022 World Automobile Auctioneers Championship, June 17 at Des Moines Auto Auction in Des Moines, Iowa.

(From Left): Paul C. Behr, Former President WAAC; Tricia Heon, Chief Executive Officer NAAA; Charlotte Pyle, NAAA Secretary and Past NAAA President, and Bob McConkey, Past NAAA President.



“This premier event highlights the importance of the auctioneer profession every year,” said NAAA CEO Tricia Heon.

“This is an exciting partnership for NAAA and aligns with the goals of our Workforce Initiative to assist our industry in recruiting skilled and talented employees.”

NAAA also thanks Paul Behr for his outstanding leadership of the WAAC for the last 17 years. Under his guidance, the event has become widely recognized for bringing auctioneers together every year for spirited competition and fellowship. The WAAC has helped draw attention to the importance of the auctioneer profession, and NAAA looks forward to building on the success the event has experienced over the course of its history.

Details about the 2023 World Automobile Auctioneers Championship will be released in the future.

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Reach out to naaa@naaa.com to get your job openings posted on the NAAA Live Job Board

Tom Caruso Patio Dedicated at ADESA Boston

More than 100 industry colleagues, friends, and family attended a dedication ceremony in honor of Tom Caruso at ADESA Boston in June. The park at ADESA Boston was officially named in honor of Caruso, who passed away in December 2021.

Tom Caruso left a 40-year legacy of leadership, dedication, and innovation across ADESA, KAR Global, and the entire automotive industry. He served as NAAA President in 2006 and was inducted into the NAAA Hall of Fame in 2012. He retired in March 2020 as Executive Vice President and Chief Client Officer for KAR Global.

The Tom Caruso Memorial Scholarship Fund was established to honor Caruso's memory and his distinguished service to the industry. Four scholarships will be awarded annually (one from each NAAA chapter) to students pursuing a degree at a trade or technical school. Visit NAAA.com for more information.



(From Left): Former NAAA CEO Frank Hackett; Joe Caruso, Tom's son; Jack Neshe, ADESA Boston General Manager and former NAAA President; and Jay Cadigan, former NAAA President.

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Meet the Staff



The NAAA staff is comprised of a team of seven professionals that each bring a unique set of skills and experience to help serve the NAAA membership and the wholesale auto auction industry.



Tricia Heon
Chief Executive Officer

Tricia Heon is the chief executive officer for the National Auto Auction Association (NAAA). She first joined NAAA in 2011 as the legislative director and operations manager and was promoted to chief operating officer in 2019. During her tenure with NAAA, Heon has been responsible for the creation of its Political Action Committee, the annual Day on the Hill advocacy event in Washington, D.C., and the monitoring of federal and state regulations. She has also been instrumental in the development of various projects and initiatives, such as the study to address the auto technician shortage and reports on the future of the industry, as well as planning meetings, programs, and the annual convention.



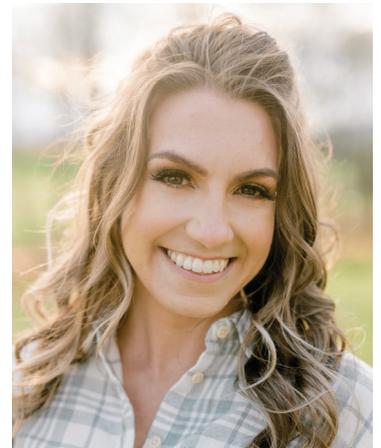
Larry Dixon
Vice President of Auction Data Solutions

Larry is NAAA's Vice President of Auction Data Solutions, overseeing the acquisition and distribution of auction sales data from contributing NAAA members to support a variety of mission-critical industry needs. A 25-year industry veteran, Larry's diverse experience includes developing used vehicle values for the former NADA Official Used Car Guide, residual value development and OEM consulting while with J.D. Power's valuation services group and overseeing NIADA's 20 Group and dealer education functions.

Ana Williams

Education and Training Manager

Ana has been with NAAA for three years. Currently, she is the Education and Training Manager. In this role, she collaborates with associations, companies, and industry professionals to strategize and build relationships, training initiatives and programs to provide the NAAA membership with valuable, helpful, and informative training opportunities. Ana also works closely in planning NAAA events ranging from training programs to the annual convention. She also enjoys membership engagement and works to create marketing material and initiatives focused on highlighting the great work of the NAAA membership.



Meet the NAAA Staff



Beth Weber

Project and Membership Manager

Beth has been a part of the NAAA team for 16 years. As Project and Membership Manager, she ensures key milestones and deadlines for the association are accomplished. She manages all NAAA member data and information, including member applications, the member database, and NAAA's Directory. Beth plays a key role in planning NAAA meetings and events by managing registrations, databases, sponsorships, and exhibitors.



Max Cole

Public Affairs Manager

Max is NAAA's Public Affairs Manager and joined the association in August 2021. Max collects and writes content for *On the Block Magazine*, establishes and maintains NAAA's social media presence, and leads NAAA's media relations activities by writing press releases and building relationships with industry media. In addition, Max assists with monitoring legislation and public policy changes that can affect the membership of the association and assists with advocacy efforts at both the federal and state level.



Laurie Oakman

Communications Manager

As the Communications Manager and a 17-year Association veteran, Laurie's role covers building and maintaining NAAA's websites, member communications, visual and content marketing, layout and design of printed and digital/video materials, and project promotions. In addition, Laurie provides varying support on multiple projects and initiatives to effectively accomplish Association and member goals.



Mia DiClaudio

Executive Assistant

Mia is one of the newest members of the NAAA team, whose main role is in support of the Chief Executive Officer. In addition, she manages executive level scheduling and travel arrangements, and ensures smooth transitions and daily office functions. She collaborates to assist in support of team projects and other initiatives.



www.naaa.com to Register

Convention Agenda*

Tuesday, September 6, 2022

- 9:00 am - 1:00 pm **Independent Auction Group Education Session**
- 11:00 am - 5:00 pm **Welcome/Registration Desk Open**
- 1:00 pm - 1:45 pm **Safety Committee Meeting**
- 1:45 pm - 2:30 pm **Legislative Committee Meeting**
- 1:45 pm - 2:30 pm **Education and Training Committee Meeting**
- 2:30 pm - 3:15 pm **Auction Standards Committee Meeting**
- 3:15 pm - 4:30 pm **Industry Solutions for Independent Auctions**
- 4:30 pm - 5:30 pm **Executive Committee Meeting**

Wednesday, September 7, 2022

- 7:00 am - 5:00 pm **Welcome/Registration Desk Open**
- 7:00 am - 8:00 am **Fun Run**
- 7:30 am - 6:00 pm **Expo Hall Open**
- 7:30 am - 9:00 am **Expo Hall Breakfast**
- 8:00 am - 9:00 am **Independent Auction Group Meeting**
- 9:00 am - 10:15 am **General Session: Mobility and ADAS**
- 10:15 am - 10:30 am **Expo Courtyard Coffee Break**
- 10:30 am - 11:45 am **General Session: New and Used Market Performances and Economic Outlook**
- 11:30 am - 1:00 pm **Expo Hall Networking Lunch**
- 1:00 pm - 1:15 pm **President's Welcome and Pioneer Presentation**
- 1:15 pm - 2:30 pm **Main Stage: EVs Infrastructure, Standards and Equipping the Workforce**
- 2:30 pm - 2:45 pm **Expo Courtyard Coffee Break**
- 2:45 pm - 4:15 pm **General Session: Industry Executive Panel**
- 4:30 pm - 6:00 pm **Expo Hall Social**
- 6:00 pm - 7:00 pm **All-Star Lounge Event**
- 8:30 pm - 9:30 pm **Pre-Concert Party**
- 9:30 pm - 10:30 pm **Concert: Jake Owen**

Thursday, September 8, 2022

- 7:00 am - 2:00 pm **Welcome/Registration Desk Open**
- 8:00 am - 1:30 pm **Expo Hall Open**
- 8:00 am - 10:00 am **Expo Hall Breakfast**
- 9:00 am - 9:45 am **Eastern Chapter All Member Meeting**
- 9:00 am - 9:45 am **Midwest Chapter All Member Meeting**
- 9:00 am - 9:45 am **Southern Chapter All Member Meeting**
- 9:00 am - 9:45 am **Western Chapter All Member Meeting**
- 10:00 am - 11:00 am **All Member General Session: Scott Stratten - The Age of Disruption: Everything Has Changed and Nothing is Different**
- 11:00 am - 12:00 pm **Main Stage: Politics in America**
- 11:15 am - 12:00 pm **Membership Committee Meeting**
- 12:00 pm - 1:00 pm **Expo Hall Networking Lunch**
- 1:30 pm - 3:00 pm **Workshop: NICB Security Training**
- 3:00 pm - 4:00 pm **Board of Directors Meeting/Board Photo**
- 3:00 pm - 4:00 pm **General Session: Your Rights to Protect Your Data**
- 3:00 pm - 4:00 pm **Workshop: Identifying Patterns of Microaggressions**
- 4:00 pm - 4:30 pm **All Member Meeting**
- 6:00 pm - 7:00 pm **Black Book Reception**
- 7:00 pm - 9:00 pm **Industry Celebration Dinner**
- 9:00 pm - 11:00 pm **President's Party**

* Convention Agenda Subject to Change. Refer to www.naaa.com for updates

Milestone Employees Earn Paid Time Off

Neal McEwen has reached another important employee milestone at State Line Auto Auction – the quarter-century mark!

After starting as a technician in the Recon department in 1996, Neal has progressed to his current role as Commercial Accounts Manager. He worked for many years as a Fleet/Lease department administrator while gaining experience with national accounts, banks, and other financial institutions.

“Neal is a top-notch employee. His attention to detail and diligence ensure that all needs are met for our commercial accounts. As technology has improved with condition reports, he has adapted and is the touch point on each commercial vehicle as it goes through the multi-step process from pickup to detailing to selling. His communication and administrative prowess often exceed the expectations of commercial accounts. We are so proud of Neal’s work in managing the Commercial Accounts department at SLAA.

“Neal’s background in reconditioning vehicles and ‘walking a car’ greatly assist him. He knows what is necessary to get the best result when selling the vehicle. His knowledge comes from years of experience, and it is invaluable,” said SLAA President, Jeff Barber.



(From Left): Jeff Barber, President-SLAA; Emily Barber, Partner-SLAA; Neal McEwen, Commercial Accounts Manager & 25-year employee-SLAA; Jamie Benson, Maintenance Technician and 25-year employee-SLAA; Paul Barber, Partner-SLAA

The challenges of the past two years have affected all of us, and SLAA’s Commercial Account department is no different. Neal and his team have navigated through with great professionalism. As always, on reaching 25 years at SLAA, Neal has earned a paid month off from his work duties.

Jamie Benson is a key member of the SLAA maintenance department. Jamie covers many tasks in his job at State Line Auto Auction.

“There are not many employees who cover more ground, quite literally, than Jamie,” said SLAA President Jeff Barber. “His reach is all-encompassing on our physical property of over 200 acres – including such things as waste disposal, changing light bulbs and fixtures, jumping non-starting vehi-

cles during the Friday sale, running the floor cleaning machine in the auction barn before each sale, moving all types of equipment, rolling asphalt in our parking lots during paving season, plowing and shoveling snow, and mowing green space – just to name a few!”

“Jamie is extremely dedicated and takes all of his job duties to heart. His hard work is not something that can be taught – he knows what to do and completes tasks with a positive attitude. As a result, our facilities and grounds look well attended.”

State Line Auto Auction is proud to continue its ongoing auction tradition of a paid month off from Jamie’s work duties also.

EMPOWERING EMPLOYEES

to Create a Culture of Safety



By
Grace Huang
*President,
Inventory
Solutions,
Cox
Automotive*

In 1996, the National Safety Council declared June “National Safety Month,” a time to reflect on working conditions around the country and how to create safer environments. Two decades later, it serves as an important reminder each year that workplace safety requires commitment each and every day from both a company and its employees.

At Manheim, safety is a core value and at the heart of everything we do. As workplace concerns are ever-changing, our program follows a blueprint for constant assessment to refine and enhance our processes and create a culture of continuous learning and improvement.

Research shows employees benefit from ongoing safety training and regular safety skills refreshers. Our approach includes providing customized, department-specific training and expanding access by delivering the training in various formats for on-demand, mobile and e-learning. For instance, from a safety perspective, Manheim’s planning for

the industry’s transformation toward electric vehicles has included partnering with stakeholders and subject-matter experts to develop detailed, job-specific training and certifications beyond the industry standard.

What we’ve discovered is a successful approach to workplace safety includes three key elements that may also be helpful to your business:

1. Engaging Employees

Employees are a vital part of creating a proactive safety culture. They are on the front lines for how work gets done and can provide real-world experience to detect and prevent risks.

Manheim’s safety culture includes our “Near Miss” initiative that engages all employees in reporting near-miss occurrences, helping us identify risk-related trends and take action to prevent future incidents. The capstone of this program is a two-month Safety Madness Tournament of Champions that takes place each spring. Patterned after the NCAA’s March Madness men’s basketball tournament, this friendly competition pits teams from different auction locations, and this year it culminated in the correcting or eliminating 78 percent of reported risks. A

special shoutout to our 2022 Final Four teams: Manheim San Diego, Manheim Seattle, Manheim Southern California and Manheim St. Pete.



is another initiative to engage employees. Manheim’s field locations and corporate sites nationwide start each day with a two-minute safety reminder, including seasonal tips such as avoiding winter’s slip-and-fall ice hazards and staying hydrated during the hot summer months. This consistent, “top of mind” reminder to everyone has been invaluable to building a culture of safety.

2. Ongoing Investments

Manheim has invested nearly \$10 million in recent years on safety protocols and programs that empower our nearly 12,000 team members to take active roles in their own safety. These are a few examples.

A Safety Assessment Tool enables our auctions to address both nationwide safety concerns as well as issues unique to individual locations, creating a continuous improvement culture. Using this tool, Manheim Albany recently implemented several actions to mitigate risks, including putting flags on employee’s cars to reduce foot traffic on the lots and installing auction arena markings

MEMBER NEWS

for stopping and speed restrictions, stop signs at high-traffic intersections and pedestrian crosswalk markings.

Our recent investment in weather safety technology provides customized monitoring of conditions for each of our 76 physical locations across the country. In partnership with AccuWeather and Cox Security, location leaders receive early warnings about severe weather by text and email, allowing them to respond ahead of time to impending conditions that may impact operations or the safety of our clients and team members.

LotVision, Manheim's GPS-based vehicle tracking device, directs

clients and employees to locate vehicles on auction lots to within 10 feet. This investment is reducing the need to move vehicles on our lots and, as a result, lowering the total number of overall pedestrian incidents.

3. Recognition

Recognition and reward for a job well done fulfills a basic human need for acknowledgement and encouragement. Experts in occupational safety recommend incorporating this concept into safety programs to drive positive behavior. At Manheim, we have a quarterly awards program that recognizes team members who go above and beyond to make safety a priority

and focus on corrective actions, and locations that demonstrate best-in-class safety outcomes.

As a member of the National Auto Auction Association (NAAA), we also take advantage of the variety of resources they offer to support a safe workplace. Topics range from training and certification programs to business continuity planning. To learn more, visit https://www.naaa.com/education_training/training_safety.html.

Investing in a culture of safety that inspires employees to get involved in the process through ongoing engagement and recognition is a win-win for everyone.

Acquisition of Louisiana's 1st Choice Auto Auction

As of June 1st, 2022, LAFCAA was acquired by EBlock. With this acquisition, the two companies will pull together their resources to accomplish a common goal of combining the physical and virtual auction business.

"I believe in continuing to be successful in the automotive industry, auctions will need both physical and digital options," said LAFCAA CEO John Poteet. "EBlock shares that vision, making this acquisition the perfect step in strengthening both EBlock and LAFCAA."

Louisiana's 1st Choice Auto Auction has always seen EBlock as a leader in empowering physical auctions to embrace digital efficiencies. Through this partnership, LAFCAA will be able to move faster, reaching more buyers and sellers where and how they want to do business. LAFCAA and EBlock will simplify and streamline the wholesale experience by connecting EBlock's industry-leading technology with our full-service physical location.

Louisiana's 1st Choice Auto Auction hosted its 20th Anniversary Sale at the end of May, which was a success! LAFCAA was honored to host over 450 dealers, with nearly 200 dealers making it out to the physical lanes! "Seeing customers new and old attend such a special sale truly meant a lot," said Poteet. "It was a surreal experience seeing everything we worked for being celebrated with a large crowd of the ones who helped us get to this point."

Internally, the LAFCAA team is seeing impressive growth. In the last months, we recognized two incredible employees with well-deserved promotions. Matt Alombro was promoted to Vice President & General Manager. Jacob Warren was promoted to Vice President & Chief Operating Officer. Alombro and Warren have been tremendous assets in growing Louisiana's 1st Choice Auto Auction since they started, and that growth is just beginning.

SLAA Veteran Becomes a Member of the "Twenty Year Club"



(From Left): Beth Barber Fedorchak, Partner-SLAA; Jeff Barber, President-SLAA; Denny Bean, 20-year employee-SLAA; Paul Barber, Partner-SLAA; and Emily Barber, Partner-SLAA

Denny Bean became a member of State Line Auto Auction's "Twenty Year Club" in October of 2021. A long term employee of the maintenance department, Denny is the definition of a "jack-of-all-trades."

"Denny's skills are immeasurable. He is an expert woodworker, craftsman, and electrician.

The expansive property and buildings at SLAA require constant attention and upkeep. Denny is integral in keeping things running smoothly, no matter what occurs." said Jeff Barber, President of SLAA.

"Denny's attention to detail is unsurpassed. Many customers

comment about the fine woodwork that is visible throughout the auction building, and are pleasantly surprised to learn that it is done in house by Denny. State Line offers an auction environment that is unique due to the antique signage and automobilia displayed throughout the facility, and Denny has had his hand on all of it," said Barber.

"At the onset of the COVID crisis in the spring of 2020, Denny was instrumental in the design and construction of proper shielding in the offices and on the auction blocks. As is normal at State Line, neither outside assistance nor purchased items were required."

Standard maintenance tasks such as electrical, plumbing and HVAC are also handled by Denny. His behind-the-scenes work has been vital to State Line's operational success for all of these twenty years.

A Week of Celebration

AUTO AUCTION

AUGUST 15-19, 2022

Week

Cox “34 by 2034 Act to Impact” Tour Makes a **Girl-Powered Stop** in Dallas-Fort Worth



(From Left): Rich Curtis, GM, Manheim Dallas; Nicole Graham-Ponce, GM, Manheim Dallas-Fort Worth; Grace Huang, President, Cox Automotive Inventory Solutions; Matt Kirkwood, AGM, Dallas Market Center; Cody Cantu, AGM, Dallas Market Center

Manheim Dallas-Fort Worth was the latest stop on the nationwide “34 by 2034 Act to Impact Tour,” a comprehensive and far-reaching social impact goal launched by Cox Enterprises. The goal is to empower 34 million people to live more prosperous lives by 2034 by taking meaningful action in communities where the company’s employees live and work. Manheim is part of Cox Automotive, an operating subsidiary of Cox Enterprises.

On Monday, May 23, more than 550 team members from Cox Automotive took part in a day of

service that included assembling 150 hydroponic and solar kits and building 60 robots for the Dallas and Tarrant chapters of Girls Inc. The organization provides a safe haven and wholesome place for girls to go after school and in the summer, particularly those from low-income and under-resourced communities. Cox’s support for Girls, Inc. also included a \$10,000 cash donation for each of the two chapters along with \$15,000 in in-kind gifts, which the employees assembled on-site.

“We are grateful to Cox and their employees for their commitment

to STEAM education and their generous contributions to Girls Inc.,” said Beth Myers, CEO of Girls Inc. Metropolitan Dallas. “With the help of partners like Cox, we can inspire more girls in the Dallas area to overcome serious barriers, enhance their education, and help put them on a path toward strong careers and lasting success.”

The eight-month roadshow features half-day events in 10 cities from California to Florida designed to create resilient and equitable communities and focusing on six key in which Cox has the tools and knowledge to make an impact: technology access, access to lifelong education, employment skills, social equity, environmental sustainability and good health. At each stop, local Cox employees provide volunteer support with Cox Enterprises making a major donation to a charity in the community. “Cox’s purpose is to build a better future for the next generation,” said Maury Wolfe, vice president of corporate responsibility and social impact at Cox Enterprises. “The resources provided to Girls, Inc. will positively impact these girls to

continued on page 22

MEMBER **GIVING**

(Continued from page 21)

grow into young women who are confident, courageous and prepared to make a positive difference in their lives, their families and in the world, and helping us get one step closer to our goal.” “I’m so proud of our Manheim Texas team for hosting such an inspiring event,” added Grace Huang, president of Inventory Solutions at Cox Automotive. “At Cox, as we see STEAM advancing within the auto industry and at our auctions, we’ll be investing in more technology and talent to help us innovate and prepare for an evolving future.”

The tour features a customized Airstream trailer that doubles as a digital recording studio to capture stories from Cox employees, as well as the benefiting organizations and the people they serve. Their stories will be included on the “Journey to 34 by 34” interactive website launching later this year and a multimedia display in the company’s corporate museum at its Atlanta headquarters.



NAAA ANNUAL CONVENTION



Dallas, Texas

September 6-8, 2022

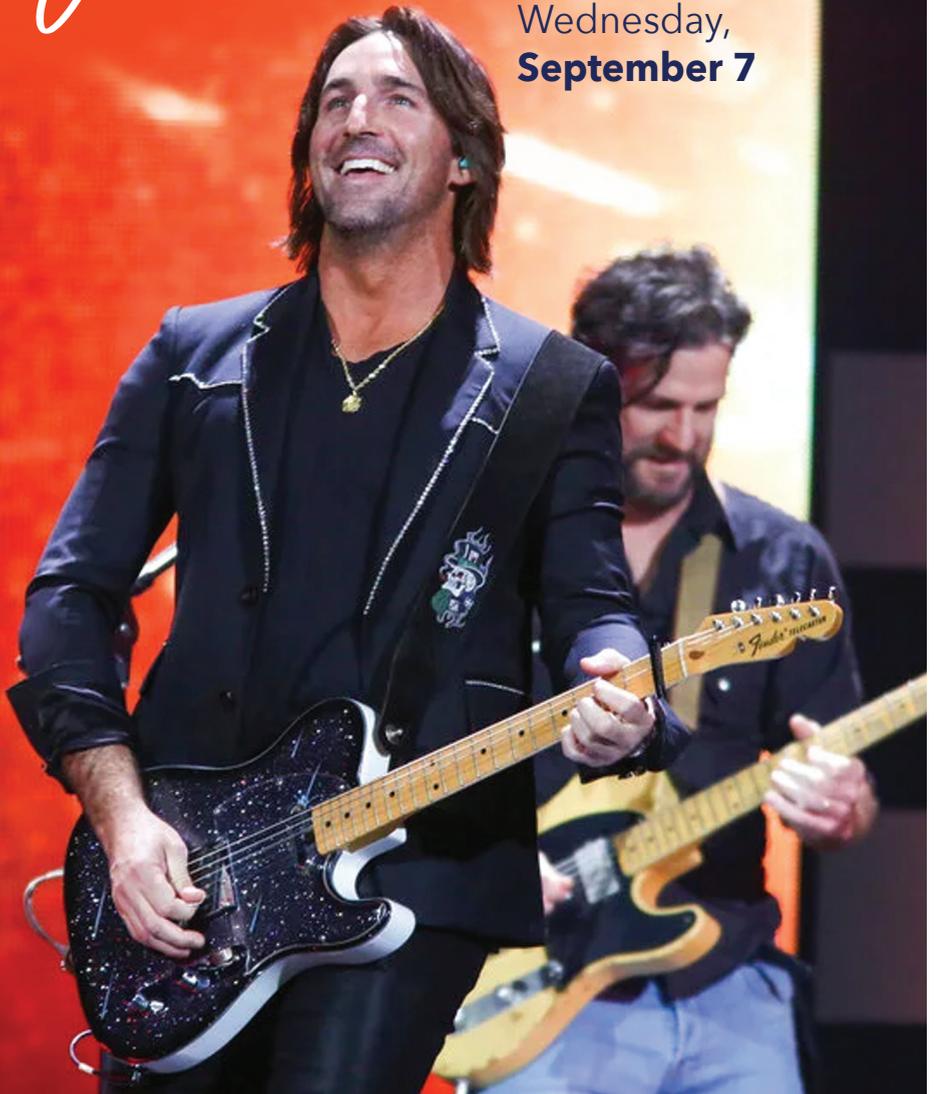
Sheraton Dallas Hotel

Jake Owen

in Concert

Wednesday,

September 7



The Gold Standard
— Since 1948 —



“AutoZone has the parts and supplies to help us get those cars ready to go. And that’s paramount.”

Dave Andrews,
Principal Founder and CEO,
City Enterprises, LLC
Former NIADA President



What you need to take your auction further

Duralast

Exclusively from AutoZone, Duralast Parts meet or exceed OE performance with OE-matched fit, form, and function

ALLDATA AUTOMOTIVE INTELLIGENCE™

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Industry leading coverage, stocking programs, and a dedicated sales staff



Hot shot delivery to maximize your profit potential with less waiting



Exclusive NIADA pricing designed to drive your success and protect your margins at an aftermarket price

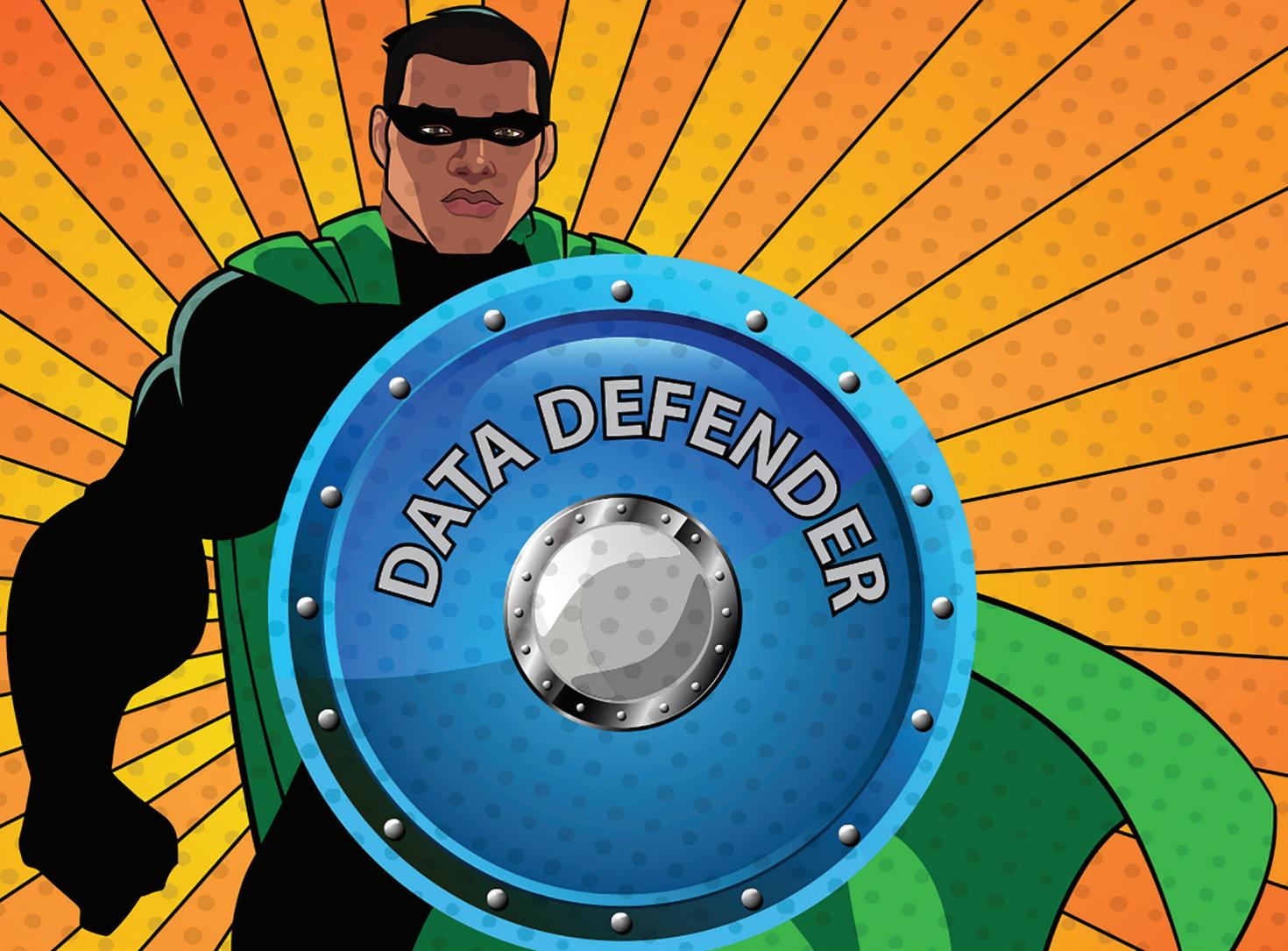
For information on the NIADA member partnership offerings visit AutoZonePro.com



* Based on research from (Flemming source).

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SUPERPOWERED SECURITY



THIS TIME IT'S *PERSONAL* (INFORMATION, THAT IS).

OUR PARTNERS SOAR ABOVE RISK WITH ACCESS TO NEW TECHNOLOGY, MORE SECURE CONNECTIONS, AND THIRD PARTY PARTNERSHIPS LIKE PRIVACY4CARS.

SEARCH *COMPLIANCE* HERE
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WWW.AUTOIMS.COM/BLOG.HTML

