

# CONFERENCE OF AUTOMOTIVE REMARKETING 2009

# CAR

*Conference of*  
**AUTOMOTIVE  
REMARKETING**

In  
conjunction  
with



February 25-26  
(Pre-conference and IARA Meetings on February 25)  
Caesars Palace, Las Vegas



# EVENT

# GUIDE

# 2009

# WEEKEND SALE.

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MONDAY 2 P.M. ET

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# WELCOME LETTER

## Welcome to CAR 2009

It's our pleasure to welcome you to the 14th annual Conference of Automotive Remarketing, the nation's premier remarketing conference that is designed specifically for all participants in the pre-owned automotive channels. CAR is the original remarketing event yearly since 1996.

This year's agenda features four keynote speakers, along with cutting edge seminars and a wealth of fresh content. It includes an all-star assembly of industry experts who will address the key issues facing today's market. Altogether 70 remarketing experts will examine the latest market trends, best practices, and technological developments impacting the wholesale used-vehicle industry.

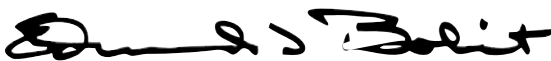
We are especially excited to again partner with International Automotive Remarketers Alliance (IARA) and their consignor membership. We are also pleased to continue our Consignor of the Year and Remarketer of the Year award ceremonies recognizing excellence within the industry. Our seminars are also specifically designed to meet the remarketing needs of franchised and independent dealers. With this in mind, the CAR 2009 agenda features presentations by nine dealers. We urge you to attend all the sessions and ask you to take every opportunity to meet with exhibitors when the Expo is open. Also, be sure to attend our networking receptions where you will be able to meet with your peers and make new industry contacts.

CAR 2009 could not exist without the support and encouragement of our sponsors, participants, and exhibitors. In order to make this event as accessible to as many people as possible, we have kept our registration fees at a level much lower than industry norms. We can only do this with the support of our sponsors and for that we are very appreciative. Please take a few minutes to stop by their exhibits and thank them personally!

We would like to thank every speaker and panel member, who is contributing their time, experience and knowledge to CAR 2009. We would also like to make a special acknowledgement to each of these remarketers who voluntarily commit their time and energies to make this the leading national remarketing event. The involvement of these industry leaders is a reflection of their support for our industry!

This conference was designed for you. It is a unique forum to help you learn some new ideas that can directly impact your professional growth and the future of your company. Thank you once again for your support!

Ed Bobit and Mike Antich  
Conference Co-Chairmen



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# CAR 2009 EVENT TEAM

CAR 2009 is produced by the Event Department of Bobit Business Media

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## SCHEDULE OF EVENTS

### REGISTRATION HOURS

#### Tuesday, February 24

12:00pm – 5:00pm IARA Registration

#### Wednesday, February 25

7:00am – 1:00pm IARA Registration Open

7:00am – 7:00pm CAR Registration Open

#### Thursday, February 26

7:30am – 7:00pm CAR Registration Open

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### EXHIBIT HOURS

#### Wednesday, February 25

5:30pm – 7:30pm Opening Networking Reception and Expo,

Sponsored by



#### Thursday, February 26

8:00am – 9:00am Continental Breakfast and Expo,

12:00pm – 2:00pm Lunch and Expo

5:30pm – 7:30pm Closing Networking Reception and Expo

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# CONFERENCE SCHEDULE AT-A-GLANCE

All CAR seminars will be held in the **Palace Ballroom I** at Caesars Palace unless otherwise specified. The Exhibit Hall is located in the **Palace Ballroom III** at Caesars Palace.

## Tuesday, February 24

12:00pm – 5:00pm IARA Registration  
1:00pm – 3:00pm IARA Certification Testing

## Wednesday, February 25, DAY ONE

7:00am – 1:00pm IARA Registration  
7:00am – 7:00pm CAR Registration, Sponsored by 

### IARA Conference Begins

7:30am – 9:15am Breakfast and Keynote Presentation:  
Target Marketing Wholesale Buyers & Maximizing Returns

*Ralph Fisco, Toyota Financial Services*

9:15am – 9:30am Networking Break

9:30am – 11:00am Frame Damage: Live Vehicle Seminar

11:00am – 11:30am Networking Break

11:30am – 1:00pm IARA Circle of Excellence Award Luncheon and Keynote Address: Economics in the Remarketing Industry

*Dr. Ira Silver, National Auto Auction Association (NAAA)*

### CAR Begins

1:00pm – 1:30pm Pre-Conference Networking Break  
Sponsored by 

1:30pm – 1:40pm Welcome to CAR 2009

1:40pm – 2:10pm Keynote Address: What Dealers Want from Remarketers and Online Sales,  
*Ed Curry, Asbury Automotive Group*

Sponsored by 

2:10pm – 2:40pm Panel: How You Can Thrive in a Tight Credit Market

2:40pm – 3:10pm Panel: "Disclosure vs. Reporting" of Frame Damage


3:10pm – 3:30pm Networking Break, Sponsored by 

3:30pm – 4:00pm Panel: Used-Vehicle Buying Strategies of Dealer Groups

4:00pm – 4:30pm Panel: Pros and Cons of Mega Sales vs. Diverse Sales

4:30pm – 5:00pm Keynote Address: Taking Your Remarketing Program to the Next Level

*Ingram Walters, Owner/Operator, Griffin Quick Credit, Buy Here, Pay Here Dealerships*

Sponsored by 

5:00pm – 5:30pm IARA Certification Award Ceremony

5:30pm – 7:30pm Opening Networking Reception and Expo

Sponsored by 

## Thursday, February 26, DAY TWO

7:30am – 7:00pm CAR Registration, Sponsored by   
8:00am – 9:00am Continental Breakfast and Expo

Sponsored by 

9:00am – 9:05am Welcome to Day Two of CAR

9:05am – 9:30am Keynote Address: The Future of Auto Remarketing – What it Will Look Like

*Mark Mathews, Director of Used Vehicle Activities, General Motors Corp.*

Sponsored by 

9:30am – 10:00am Panel: Forecast of Wholesale Automotive Market: 2009-2010

10:00am – 10:30am Panel: Reconditioning: Methodology for Tracking Results

10:30am – 10:50am Networking Break, Sponsored by 

10:50am – 11:30am Panel: Why Independent Dealers Buy (or Don't Buy) Your Vehicles

11:30am – 11:50am NAAA's Perspective on the State of the Auction Industry

11:50am – 12:00pm Bobit Business Media Awards Ceremony

12:00pm – 2:00pm Lunch and Expo

The Wholesale Institute Workshop

2:00pm – 2:40pm Concurrent Breakout Sessions:

- Next Generation of Online Remarketing Technology

- Consignor Roundtable: How to Attract Our Business (Any Channel)

2:40pm – 3:20pm Concurrent Breakout Sessions:

- MythTesters: Exploding Remarketing Truisms

- How to Reduce Transportation Costs While Increasing Efficiencies

3:20pm – 3:35pm Networking Break

3:35pm – 3:40pm Raffle Drawings

3:40pm – 4:15pm Keynote Address: A Dealer's Perspective: How Consignors Can Bring More Dealers to the Lanes  
*Mike Cunningham, President and Owner, Payless Cars & Trucks, Past President NIADA*

Sponsored by 

4:15pm – 5:00pm Industry Best Practices in Marketing Auction Sales

5:00pm – 5:30pm State of the Subprime Finance Market

5:30pm – 7:30pm Networking Reception and Expo

## Friday, February 27

8:00am – 10:00am IARA Certification Testing

# CONFERENCE SCHEDULE

SUBJECT TO CHANGE

All CAR seminars will be held in the Palace Ballroom I at Caesars Palace unless otherwise specified. The Exhibit Hall is located in the Palace Ballroom III at Caesars Palace.

## Tuesday, February 24

**12:00pm – 5:00pm**

IARA Registration

**1:00pm – 3:00pm**

IARA Certification Testing

Octavius Meeting Room

## Wednesday, February 25, DAY ONE

**7:00am – 1:00pm**

IARA Registration

**7:00am – 7:00pm**

CAR Registration,  
(IARA Conference Begins)

Sponsored by



**7:30am – 9:15am**

Breakfast and Keynote Presentation: Target Marketing Wholesale Buyers & Maximizing Returns

Emperors Ballroom

Listen to what can be done to narrow the focus on a prospective market and increase retentions. How effective can a structured target marketing program become?

Ralph Fisco, National Remarketing Manager, Toyota Financial Services

**9:15am – 9:30am**

Networking Break

**9:30am – 11:00am**

Frame Damage: Live Vehicle Seminar

Palace Ballroom I

Take part in a seminar and workshop with an actual demo vehicle on hand to determine what can be done to ensure that frame damage is accurately identified.

Dave Sutton, VW Credit, Inc. and Matt Arias, Manheim Technical Center

**11:00am – 11:30am**

Networking Break

**11:30am – 1:00 pm**

IARA Circle of Excellence Award Luncheon and Keynote Address: Economics in the Remarketing Industry

Emperors Ballroom

Hear what the recent economic trends and conditions mean for the remarketing industry.

Dr. Ira Silver, Economist, National Auto Auction Association

## CAR Begins

**1:00pm – 1:30pm**

Pre-Conference Networking Break

Sponsored by



**1:30pm – 1:40pm**

Welcome to CAR 2009

Sherb Brown, Auto Group, Bobit Business Media and Charlie Vogelheim, Master of Ceremonies

**1:40pm – 2:10pm**

Keynote Address: What Dealers Want from Remarketers and Online Sales

Sponsored by



Today's market is forcing dealers to be highly selective of the vehicles they buy at auction or online. What are the "hot buttons" that get dealers to raise their hands in the lanes or click on the online bid button? Learn what consignors can do to enhance the value of their vehicles to dealers both in the lanes and online.

Ed Curry, National Director of Pre-Owned Sales, Asbury Automotive Group

**2:10pm – 2:40pm**

How You Can Thrive in a Tight Credit Market

Dealers are having a difficult time funding many retail buyers. Learn the best practices employed by consignors in different market segments to increase the resale values of their vehicles to counteract the tight credit market.

Moderator: Jill Tarallo, Manheim Online Solutions

Panelists: Darrin Aiken, Wheels; Kathy Decker, Manheim Financial Series (MAFS); David Stolt, The Hertz Corporation; David Carp, Kia Motors America, Inc.; Tim Meta, Fifth Third Bank

**2:40pm – 3:10pm**

"Disclosure vs. Reporting" of Frame Damage

Are current frame damage practices hurting your value retention? Often what's defined as frame damage really isn't. Are we taking all the necessary steps to correctly identify frame damage? How much information should we provide to buyers? Should all frame damage be reported to vehicle history guides or simply disclosed from the block on sales day? A panel of industry experts debates the pros and cons of each approach.

Moderator: Dave Sutton, VW Credit, Inc.

Panelists: John Brasher, West Coast Auto Auction; Lou Gaz, Experian Automotive; Larry Gamache, Carfax; Bob Graham, ARI

**3:10pm – 3:30pm**

Networking Break,

Sponsored by



**3:30pm – 4:00pm**

Used-Vehicle Buying Strategies of Dealer Groups

Learn how the mega buyers determine what to buy

at auction. A panel of dealer group representatives discuss their buying strategies and what you can do to increase your business with them.

Moderator: Tom Kontos, ADESA

Panelists: Harold McLarty, Sonic Automotive; Doug Turner, J.D. Byrider; Don Gropetti, Gropetti Automotive

**4:00pm – 4:30pm**

Pros and Cons of Mega Sales vs. Diverse Sales

There are two philosophies in remarketing vehicles. One is to aggregate volume at a single sale to attract the greatest number of buyers. The other is to spread your volume to different auctions to take advantage of geographic differences in resale values. Discussed are the pros and cons of each approach.

Moderator: David Angelicchio, National Auto Auction Association (NAAA)

Panelists: Tim Martin, LeasePlan USA; Howard Segal, Wells Fargo Auto Finance, Inc.; Don Roccia, Credit Acceptance Corp.; Greg Thibault, Avis Budget Group

**4:30pm – 5:00pm**

Keynote Address: Taking Your Remarketing Program to the Next Level,

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Ingram's family has operated nine franchise dealerships in and around Charlotte, N.C. for more than 50 years. In addition, Ingram Walters owns five buy here, pay here dealerships and is indicative of a new breed of savvy dealers, who offers real-world advice on how to increase the profitability of remarketing programs, both from an auction and consignor perspective.

Ingram Walters, Owner/Operator, Griffin Quick Credit, Buy Here, Pay Here Dealerships

**5:00pm – 5:30pm**

IARA Certification Award Ceremony

The IARA will award its Certified Automotive Remarketers (CAR) certification to its first graduating class. This will be followed by individual "Best Auction" awards by consignors.

**5:30pm – 7:30pm**

Opening Networking Reception and Expo

Sponsored by



## Thursday, February 26, DAY TWO

**7:30am – 7:00pm**

CAR Registration,

Sponsored by



**8:00am – 9:00am**

Continental Breakfast and Expo

Sponsored by



**9:00am – 9:05am**

Welcome to Day Two of CAR

Charlie Vogelheim, Master of Ceremonies

# CONFERENCE SCHEDULE

## 9:05am – 9:30am

**Keynote Address: The Future of Auto Remarketing – What it Will Look Like**

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An examination of where we've been as an industry and the path we need to follow to assure a prosperous future. As our industry faces challenges that in many respects threaten our very existence, Mark will outline a series of initiatives that OEMs, auctions, and dealers must embrace.

*Mark Mathews, Director of Used Vehicle Activities, General Motors Corp.*

## 9:30am – 10:00am

**Forecast of Wholesale Automotive Market: 2009-2010**

The resale market since September 2008 has been bleak. What are the forecasts for the balance of 2009 and calendar year 2010? A panel of residual forecasters gives their predictions of key trends in the wholesale resale market.

*Moderator: Charlie Vogelheim*

*Panelists: Ricky Beggs, Black Book; Terrence Wynne, Director, NADA; David Wagner, ALG; Eric Ibara, Kelley Blue Book; Rene Abdalah, RVI Group*

## 10:00am – 10:30am

**Reconditioning: Methodology for Tracking Results**

Everyone agrees that for every dollar invested in recon, you should get an additional \$1.50 to \$2.00 in increased resale value. How do you ensure that you achieve these results and that your recon dollars were wisely spent? This seminar will analyze the methodology to track increased resale dollars attributed to recon.

*Moderator: Lynn Morgan, Manheim Consulting*

*Panelists: Brent Huisman, HSBC; Dan Kennedy, General Motors Corp.; Steve Piccinati, Bank of America*

## 10:30am – 10:50am

**Networking Break**, Sponsored by



## 10:50am – 11:30am

**Why Independent Dealers Buy (or Don't Buy) Your Vehicles**

Independent dealers from NIADA explain their buying strategies while at auction. What do they look for and what can you do to increase your business with them?

*Moderator: Mike Linn, NIADA*

*Panelists: Don Fincher, Fincher Motor Company; Anthony Underwood, Anthony Underwood Automotive; Tim Swift, Corry Auto Dealers Exchange*

## 11:30am – 11:50am

**NAAA's Perspective on the State of the Auction Industry**

Come listen to NAAA president, Bob McConkey's industry perspective on the auto auction business in the "new economy."

*Bob McConkey, NAAA*

## 11:50am – 12:00pm

**Bobit Awards Ceremony**

Bobit Business Media will award its annual Remarketer of the Year Award and Consignor of the Year Award.

## 12:00pm – 2:00pm

**Lunch and Expo**

## 12:00pm – 2:00pm

**The Wholesale Institute Workshop**



*Capri Meeting Room*

The Wholesale Institute is a workshop that is designed to assist a dealership in developing "Best Practices" for managing its used vehicle inventory. This workshop will help the dealership create step-by-step procedures for buying and selling its inventory online and help eliminate the fear associated with utilizing today's technology. Hosted by OVE.com, the session will cover a wide range of topics, all geared towards increasing your profitability.

## 2:00pm – 2:40pm

**CONCURRENT BREAKOUT SESSIONS:**

**Next Generation of Online Remarketing Technology**

*Emperors Ballroom I*

Software technology is rapidly advancing. What are the new software capabilities of the next generation of online remarketing technology? A panel of industry experts examines the latest technological trends and how they will be applied in online remarketing.

*Moderator: Don Elliott, Elliott 1055 & Associates*

*Panelists: Peter Kelly, OPENLANE; Steve Kapusta, SmartAuction; Susie Heins, Manheim Online Solutions; Jason Ferreri, ADESA; Scott Finkle, AuctionPipeline; Brett Adair, Copart Dealer Services*

**Consignor Roundtable: How to Attract Our Business (Any Channel)**

*Emperors Ballroom II*

What do auctions need to do to win the business of major consignors? Remarketers from various industry segments explain their needs and wants.

*Moderator: Scott Kolb, The SKI Group, LLC*

*Panelists: Bill Walters, Westlake Financial Services; Gerry Corcoran, Dollar Thrifty; Bill Cieslak, PHH Arval; Rob Wagner, Hyundai; Stephen Houston, Wachovia*

## 2:40pm – 3:20pm

**CONCURRENT BREAKOUT SESSIONS:**

**MythTesters: Exploding Remarketing Truisms**

*Emperors Ballroom I*

Back by popular demand, our MythTesters will test the validity of remarketing truisms to see if they are indeed true or simply urban legends.

*Layne Weber, CitiFinancial Auto and Don Meadows, AutoIMS*

**How to Reduce Transportation Costs While Increasing Efficiencies**

*Emperors Ballroom II*

This panel discussion identifies proven techniques employed by remarketers to improve transportation efficiencies. Also, transporters and brokers explain what remarketers can do to optimize the vehicle logistics and identify industry best practices.

*Moderator: Don Fowler, World Omni Financial Corp.*

*Panelists: Steve Wheeler, Ready Auto Transport; Joe Steinberger, CentralDispatch; Terry Langness, PARS; Matt Betz, AmeriFleet; Mike Briggs, OPENLANE; Jeffrey Grandstaff, Insight Network Transportation*

## 3:20pm – 3:35pm

**Networking Break**

## 3:35pm – 3:40pm

**Raffle Drawings**

## 3:40pm – 4:15pm

**Keynote Address: A Dealer's Perspective: How Consignors Can Bring More Dealers to the Lanes**

Sponsored by 

*Mike Cunningham, President and Owner, Payless Cars & Trucks, Past President NIADA*

## 4:15pm – 5:00pm

**Industry Best Practices in Marketing Auction Sales**

The more dealers you have in the lane, the more robust the bidding. Auctions share proven techniques they employ to bring the maximum number of dealers to the auction on sales day.

*Moderator: Stephanie Gingras, DAASW*

*Panelists: Jim DesRochers, DAASW; Ray Nichols, BSC America; John Rea, National Auto Auction Association / Rea Brothers' Mid South Auction; Larry Tribble, Southern Auto Auction*

## 5:00pm – 5:30pm

**State of the Subprime Finance Market**

Many buyers of used vehicles require subprime financing; however, tighter lending standards is making it more difficult to get these buyers funded. This presentation will examine the industry trends in subprime originations for the used vehicle market.

*Melinda Zabritski, Experian*

## 5:30pm – 7:30pm

**Networking Reception and Expo**

## Friday, February 27

## 8:00am – 10:00am

**IARA Certification Testing**

*Octavius Meeting Room*



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# SPEAKER PROFILES

## **Rene Abdalah, Vice President, RVI Group**

Rene Abdalah is responsible for underwriting, risk management, and heading product development for RVI Analytical Services. His area of expertise is in the analysis of the auto leasing market with particular focus on portfolio risk management; his extensive experience in residual risk management includes consulting with bank and captive lessors on appropriate reserve estimates, as well as residual setting practices. Before joining RVI, he was a principal at The Campbell Group in Boston, and prior to this spent four years at Standard & Poor's Global Automotive Group. He has also worked at World Omni's residual risk group, and the Federal Reserve's automotive group.



## **Brett Adair, J.D., National Director, Copart Dealer Services**

Brett Adair is the national director of Copart Dealer Services since its conception in 2007. Currently, he is expanding the CDS business around the nation, adding representatives in major metropolitan areas where Copart facilities can benefit local franchise and independent dealers. Brett is dedicated to improving the remarketing process to all dealers around the nation. He has a Bachelor of Science in Business Administration from Sacramento State University and a Juris Doctorate in Law from the University of Northern California.



## **Darrin Aiken, Assistant Vice President of Vehicle Remarketing, Wheels Inc.**

In 1989, Darrin Aiken began working for Wheels Inc., a fleet management company managing more than 200,000 vehicles. He started in the vehicle remarketing department at Wheels as a regional sales manager where his responsibilities included remarketing vehicles through Wheels' preferred wholesale vendors. Darrin remarketed more than 10,000 vehicles per year from 1989 until 1997 when he was promoted to director of remarketing, responsible for all sales of vehicles through the company's wholesale vendors. In 1999, he was promoted to his current position as assistant vice-president of vehicle remarketing.



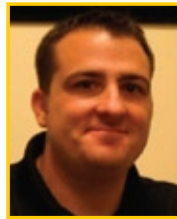
## **David Angelicchio, President-Elect, National Auto Auction Association (NAAA)**

David Angelicchio graduated from St. Vincent College in 1973 with a B.S. in Accounting, and began his professional career as a certified public accountant at Arthur Andersen & Co. in Houston. In 1978, he joined a publicly traded company, where he held various positions, including assistant controller, VP controller, CFO, COO, and president and CEO. In 1996, he returned to Pennsylvania and became general manager of Pittsburgh Independent Auto Auction. Dave served as president of the Eastern Auto Auction Association and is currently a director and the president-elect of NAAA.



## **Mike Antich, Editor and Associate Publisher, Automotive Fleet, Bobit Business Media**

Mike Antich is the editor and associate publisher for Bobit Business Media's (BBM) *Automotive Fleet* magazine as well serving as the editor for five other fleet-related BBM magazines. He is also the U.S. editor for *Fleet Europe*, a pan-European fleet management magazine headquartered in Brussels, Belgium. He is involved with a variety of fleet and remarketing industry associations, including the International Automotive Remarketers Alliance (IARA), where he serves as secretary on the board of directors and chairman of the IARA certification task force, president of the Automotive Fleet & Leasing Association (AFLA), and secretary of the NAFA Affiliates Committee and NAFA Foundation.



## **Matt Arias, MBA/AAM, Manheim Technical Center @ DRIVE, Manheim**

Matt Arias served as the technical advisor to the National Auto Auction Association's Dealer and Institutional Affairs committees. Currently, Matt instructs the industry with various topics ranging from the front office to reconditioning and works with his team members with research and development efforts. Matt has also served as a reconditioning manager, fleet-lease manager, and certified and condition report manager.



## **Ricky Beggs, Vice President, Managing Editor, Black Book**

Ricky Beggs has been a part of the editorial team at *Black Book* since 1981 and has been the managing editor since 1990. He oversees all covered markets within editorial including the semi-monthly collectible and exotic market in the CPI Value Guide, the motorcycle, ATV, powersport, and snowmobile market and Class 4-8 trucks and commercial trailer guides. Within the last year, he has provided a weekly market overview with the "Beggs on the Market" videos available on [www.BlackBookUSA.com](http://www.BlackBookUSA.com).



## **Matthew Betz, Vice President National Account Sales, AmeriFleet Transportation**

Matthew Betz is vice president of national account sales, AmeriFleet Transportation. He is responsible for the company's North America sales and marketing efforts. He oversees the development of large fleet accounts, programs to increase value in vehicle logistics and manages the company's public relations and marketing efforts. An industry veteran with more than 30 years of experience in the rental and leasing field, Matthew joined AmeriFleet from Wheels, Inc., where he held the position of assistant vice president sales. In 2008, he was awarded NAFA's Excellence in Education Award.



## **John Brasher, President, West Coast Auto Auctions**

John Brasher is president and co-owner of West Coast Auto Auctions. Part of the third generation ownership of the company, he began working at Brasher's Cascade Auto Auction as dealer sales representative and later as finance manager and fleet/lease manager. In 2001, he moved to Brasher's Sacramento Auto Auction, where he served as national accounts manager before assuming duties as president of West Coast Auto Auctions in 2002. John has served on several committees at NAAA and IARA and is active on task forces in both organizations. He also serves on both ServNet's and AuctionPipeline's Board of Directors.



## **Mike Briggs, Director of Transportation Services, OPENLANE**

Michael Briggs is responsible for all transport functions at OPENLANE, US and Canada and its CarsArrive Network subsidiary. In 2006, Michael served as founder and president of CarsArrive Network. He brings a great deal of relevant industry and transportation experience to OPENLANE and has worked in automotive industry since 1989. He has been in retail auto sales, F & I, and has owned and operated a car haul operation, and was the director of transportation at Pricedrive.com. In 2001, Michael developed the prototype from CarsArrive Network and obtained funding from his partner Rick Sharp, president, CEO and chairman of Circuit City, CARMAX, Crox, Inc. and Flextronics, Inc.

# SPEAKER PROFILES



## **Sherb Brown, Vice President and Group Publisher, Bobit Business Media**

Sherb Brown is vice president and group publisher for BBM's AutoGroup. Sherb has covered the auto industry for more than 12 years in various positions with Bobit Business Media in Detroit and Los Angeles. Sherb is actively involved in several auto industry associations including the Automotive Fleet and Leasing Association (AFLA) and the American Car Rental Association. He has a BA from the University of Michigan and a juris doctorate from Case Western Reserve University.



## **David Carp, Director, Fleet & Remarketing, Kia Motors America, Inc.**

David Carp heads both fleet and remarketing for Kia, responsible for the front-end sales to daily rental car companies and the remarketing of company vehicles and rental repurchase units. David's automotive experience includes retail, wholesale, finance, vehicle valuation, and fleet and remarketing. He began his automotive career selling Buicks at Perry Buick. David moved to wholesale cars for three years before joining the NADA Official Used Car Guide Company as the import vehicle editor. He also held positions at AutoNation USA, CarMax, Saab Cars USA, and Volvo Cars of North America.



## **Bill Cieslak, Vice President, Vehicle Operations, PHH Arval**

Bill Cieslak is responsible for PHH Arval's used vehicle sales department, as well as managing PHH's network of new vehicle dealers. Bill joined PHH Arval in 1986 when PHH acquired Avis Leasing Corp., and has been a driving force behind the consistent excellence of PHH Arval's used-vehicle sales. He is a recognized industry expert in the marketing of used vehicles, residual forecasting/realization and supplier management.



## **Gerry Corcoran, Director, Fleet & Remarketing, Dollar Thrifty Automotive Group Canada Inc.**

Gerry Corcoran has been involved in the car business most of his life. A licensed mechanic by trade, Gerry started his own business at the age of 21. Gerry's Truck Stop near Britt Ontario was picked by *Canadian Weekend* magazine as the number one truck stop in Canada. He moved to Toronto in 1986 and began a career with Grant Brown National Leasing. Through a number of ownership changes he became responsible for vehicle remarketing in Canada and the United States. In 2003, he returned to the fleet business with DTAG as director of fleet & vehicle remarketing.



## **Mike Cunningham, President and Owner, Payless Cars & Trucks**

Mike Cunningham is the president and owner of Payless Cars & Trucks in Tucson and a three-time recipient of the Arizona Quality Dealer of the Year. He has owned and operated this dealership for 29 years after five years at Cadillac as a sales manager. Mike is the past president of the Arizona IADA, past president of the NIADA, currently serves as the secretary/treasurer of the NIADA Services Board, and is a NIADA certified master dealer.



## **Ed Curry, National Director of Pre-Owned Sales, Asbury Automotive Group**

Ed Curry is the national director of pre-owned vehicles for the Asbury Automotive Group. He holds 21 years of retail experience, mostly in management, in which he owned an independent used-car operation, owned and managed a wholesale operation with four full-time wholesalers, and imported and exported vehicles in and out of the U.S. He ended his retail career as general manager/partner of two dealerships and moved on to take the role of former vice president of dealer sales for OPENLANE and vice president of Sonic Automotive. He is a regular featured writer for Ward's *Dealer Business* Magazine and during his time with NCM Associates, he rewrote their Used Car Bootcamp.



## **Kathy Decker, Vice President, General Manager, Manheim Financial Services (MAFS)**

Kathy Decker is vice president and general manager of Manheim Financial Services (MAFS), Manheim's dealer floor plan finance company. Kathy oversees operations in the United States, Canada, and the United Kingdom with more than \$2.2 billion in credit lines available to more than 17,000 independent used vehicle dealers. She has been with Manheim for 13 years and prior to joining MAFS in 2006, served as Manheim's director of treasury operations and Patriot Act compliance officer. Previous experience includes sixteen years in banking with Wachovia Bank, N.A., where she held a number of positions in corporate & investment banking and private client banking.



## **Jim DesRochers, Vice President - Sales & Marketing, Dealers Auto Auction Southwest**

Jim DesRochers is the vice president of sales and marketing for DAASW and past president of the National Auto Auction Association and Western Auto Auction Association. He was also the Manheim general manager for Phoenix, Fresno, and Los Angeles and performed this role in Anaheim and San Francisco from 1988-2006. He is chairman of the Remarketing Technology Committee for IARA. Jim has received his Bachelor of Science from the University of New Hampshire and an MBA from Southeastern University.



## **Don Elliott, Automotive Consultant, Elliott 1055 & Associates**

With 29 years of automotive industry experience, Don Elliott has covered the business from retail to remarketing. In 2008, Don formed Elliott 1055 & Associates, an automotive management consulting firm specializing in remarketing process management and sales. He works closely with auto auctions, banks, leasing companies, repossession businesses, and car dealers to provide value and efficiency within the used car sales cycle. Previously, he has held several positions at ADESA including vice president of sales and marketing. He is very active in the community and is a member of several industry associations including NIADA, NADA, NAFA, and NAAA.

# SPEAKER PROFILES



## **Jason Ferreri, Vice President, e-Business Sales and Operations, ADESA**

Jason Ferreri joined ADESA as an executive director of sales, national accounts and was promoted to vice president of sales. In early 2007, Jason assumed his current role of vice president of e-Business, sales, and operations and is responsible for the strategic direction and growth of ADESA's e-business initiatives. He has more than 10 years of vehicle remarketing experience beginning his career with Mercedes-Benz Financial (MBF) and held various roles in vehicle remarketing with both MBF and Chrysler Financial. Following these roles, Jason held the vice president, national auction manager, position for Chase Auto Finance. He is a current member of the NAAA and the NADA.



## **Don Fincher, NIADA Region 3 Vice President, Fincher Motor Company/Fincher Finance Corporation**

Don Fincher has been the president and owner of Fincher Motor Company and Fincher Finance Corporation since 1986. Previously, he worked at his father's dealership for 18 years, starting as a porter and working his way up to general manager. He is graduate of the NIADA Certified Master Dealer program (2001) and is currently an NIADA vice-president. Since 1991, he served on numerous TIADA committees and chair positions, and will serve as the TIADA Chairman of the Board through 2009. His honors include the State Quality Dealer Award (1993) and the NIADA Quality Dealer Award (1992).



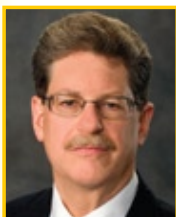
## **Scott Finkle, President, AuctionPipeline**

Scott Finkle has worked in the IT industry for 20 years specializing in software and business development. He was the manager of information systems for DAA Northwest from 1999 through 2006. Scott worked on the development and launch of AuctionPipeline since its inception in 2005. He was instrumental in developing a system to integrate auctions that operate on the ASI auction management system, with AuctionPipeline. He became the president of AuctionPipeline in January 2008 and serves as a member of the NAAA technology committee working on universal data access for member auctions.



## **Ralph Fisco, III, National Remarketing Manager, Toyota/Lexus Financial Services**

Ralph Fisco has extensive and comprehensive experience in the automotive industry. During his 22-year career with Toyota, Ralph held national and regional management positions in corporate marketing, sales, production planning, and various field management assignments with Toyota Motor Sales, Lexus, Toyota Industrial Equipment, and most recently, Toyota/Lexus Financial Services. Currently, he oversees national strategic planning and remarketing initiatives for all Toyota, Lexus, and Scion vehicles.



## **Don Fowler, Executive Director of Remarketing, World Omni Financial Corp.**

Don Fowler is executive director of Remarketing for World Omni Financial Corp., subsidiary of JM Family Enterprises, Inc. Don manages the remarketing departments for CenterOne Financial Services LLC and Southeast Toyota Finance, providing strategic leadership to maximize net sales and proceeds on remarketed vehicles, and evaluating and developing alternative sales channels. In addition, Fowler provides business development support to identify and evaluate prospective customers that would benefit from CenterOne's remarketing programs.



## **Larry Gamache, Communications Director, Carfax**

Larry Gamache is the communications director of Carfax, one of the nation's leading providers of vehicle history information. Larry is the company's spokesperson and leads all the communications efforts for Carfax, including advertising and public relations. He has spent nearly 10 years working in the automotive community, focused exclusively on the buying and selling of used cars. Larry received his B.S. from George Mason University.



## **Lou Gaz, Senior Manager, Partner Development, Experian Automotive**

Lou Gaz is senior manager, partner development for Experian Automotive, a business unit of Experian. He is responsible for expanding Experian Automotive's consumer, auto auction and insurance business; developing new sales channels; and delivering world class service to its customers. Prior to joining Experian, Lou served as business partner manager for CCC Information Services Inc. and was national claims manager for American Warranty. He also has an extensive automotive service management and repair background with over 20 years experience managing dealer service departments and repairing Volkswagen automobiles.



## **Stephanie Gingras, Auction Manager, Dealers Auto Auction Southwest**

Stephanie Gingras is the auction manager at Dealers Auto Auction of the Southwest in Phoenix. She has worked in various positions in auction management and sales for DAAAW and Manheim. She also works with Carfax, in conjunction with their auction beta datastream testing. Stephanie is a past board member of the Arizona Independent Auto Dealers Association and a current member of the NAAA Legislative Committee and IARA Remarketers Technology Committee.



## **Bob Graham, Director Vehicle Remarketing, Automotive Resources International (ARI)**

Bob Graham joined ARI in 1973. He started in the new-vehicle ordering area, moved to the maintenance management department, then to used-vehicle sales, and is now director of vehicle remarketing. Bob was instrumental in moving ARI's remarketing program to a Web-based environment, which led to ARI AutoDirect, ARI Virtual Market, and other industry-leading programs. He is an active industry speaker and panelist, has sat on various advisory boards, and was named the National Association of Fleet Resale Dealers (NAFRD) Fleet Person of the Year in 1991. Bob currently serves as vice president and is on the board of directors of the IARA.

# SPEAKER PROFILES



**Jeffrey J. Grandstaff, General Manager, Insight Network Transportation**

Jeff Grandstaff began his career in sales before finding his true niche in transportation and logistics with Ryder's Automotive Carrier Division. Jeff progressed in the auto haulaway business from terminal operations supervisor to the executive level as manager of national account. In 2001, Jeff joined

Insight Network Logistics (INL), a lead logistics provider for Chrysler which provides management services, control, and visibility of nearly 3 million Chrysler Group vehicles distributed annually across North America. In 2006, Jeff helped launch a new subsidiary of INL, Insight Network Transportation. Under his direction, Insight Network Transportation provides multi-modal transportation services for used vehicles throughout the U.S.



**Don Gropetti, President, Gropetti Automotive**

Don Gropetti is the president of the Gropetti Automotive Family in Visalia CA and has been involved in the automotive business since 1986. His company currently operates eight dealerships in the San Joaquin Valley of California, which represent Nissan, Honda, Toyota, Hyundai, Ford, Buick, Pontiac, GMC and Kawasaki. In addition, he is the first franchisee of a JD Byrider in the state.



**Susie Heins, Vice President Customer Relations, Manheim Online Solutions**

Susie Heins is vice president of customer relations for Manheim's Online Solutions. She is responsible for managing several key areas of the organization including commercial operations, national field sales, online trade desk sales, and all programs focused on dealer education. Her areas of expertise include strategy, planning, sales management, market-

ing, building sales organizations for scale, and sales operations best practices. She was director of sales for OVE.com before being named vice president of customer relations for online solutions. She came to Manheim from Autotrader.com. Prior to joining Autotrader.com in 1999, she held various sales management, operations, and marketing positions at Landmark Newspapers and franchise dealerships.



**Stephen Houston, Vice President, National Remarketing Manager, Wachovia Dealer Services**

Stephen Houston joined Wachovia Dealer Services (formerly WFS Financial) in January 2001. Stephen spent more than 20 years in the Seattle area as a partner and owner of family-owned, new-car dealerships and relocated to Southern California in 1993. He managed several large dealership groups, including the Paulson Automotive Group in Beverly Hills. He left the retail side of the

business in 1999 to work with used cars, auctions, and remarketing industry. He is currently chairman and past president of IARA and was recently inducted into the NAAA Hall of Fame.

**Brent Huisman, Vice President, Director of Remarketing, HSBC**

Brent Huisman is the vice president — director of remarketing for HSBC. In 1998, he joined GE Capital as a regional dealer sales remarketing manager and played a key role in designing GE AutoDirect.com. He also served a two-year stint as a manager in national dealer sales for Bank One Credit Company. In 2002, Huisman joined ADESA Corporation as an executive sales and operations trainee and eventually was promoted to executive director of sales. Brent is also a member of the National Auto Dealers Association, National Auto Auction Association, and Delta Sigma Phi, a professional business fraternity.



**Eric Ibara, Director, Market Valuation, Kelley Blue Book**

Eric Ibara joined *Kelley Blue Book* in 2006 to oversee the valuation of all used-vehicle, residual and new-car Blue Book values. The information he manages is published in *Kelley Blue Book's* Official Used Car Guide, Early Model Guide, and Residual Value Guide. Prior to joining *Kelley Blue Book*, he directed the financial planning department at Mitsubishi

Motors, where he architected new ways of forecasting residuals values for the lifecycle of vehicle models and improved incentive cost forecasting.



**Steve Kapusta, Director of Remarketing, SmartAuction**

Steve Kapusta began his career with GMAC in 1988 and has served in a variety of supervisory and management positions including controller, treasury, and remarketing. He became involved with remarketing in 1999 when he was in the treasury department in charge of vehicle pricing. Since then he has been appointed manager of remarketing activities and

recently appointed director of remarketing of SmartAuction and Company Vehicles. He has been recognized by GM with a number of GM Chairman's Awards for Excellence in pricing, reporting, and operating activities.



**Peter Kelly, Chief Financial Officer, OPENLANE**

Peter Kelly is chief financial officer and co-founder of OPENLANE and is responsible for all financial, operations, and technology activities at the company. As co-founder, Peter has driven the company's strategic direction as it has developed from concept stage to become one of the leading online wholesale automotive auctions in North America. In addition, he has been instrumental in helping OPENLANE build its technology, operations, and financial infrastructure to facilitate the company's rapid growth.



**Dan Kennedy, National Sales Manager, General Motors Corp.**

Dan began his career with General Motors in 1978 and has been a member of the GM Remarketing organization since 1986. As the national sales manager for GM Remarketing, Dan is responsible for devising and instituting all processes and programs associated with GM's vehicle remarketing activities, including auction and dealer interface and relationship

management as well as the development, enhancement, and execution of all sale operations, policies, and processes. Previously, he served as the finance manager for GM Fleet Operations where he maintained oversight of all departmental operating budgets.



**Scott Kolb, CAI, CES, Founder and President, The SKI Group, LLC**

Scott Kolb's diverse career has included financial management assignments with Chrysler Financial, vehicle remarketing management with Honda Financial and American Isuzu, sales management with ABC and Performance Remarketing, auction management with Dyer Auto Auction, and dealer management with the Illinois Independent Automobile Dealers Association.

He is a certified, licensed, and bonded professional auctioneer and holds the designation of Certified Auctioneers Institute (CAI) as well as Certified Estate Specialist (CES). He is a member of the National Auctioneers Association, National Auto Auction Association, and a founding board member of the International Automotive Remarketers Alliance.

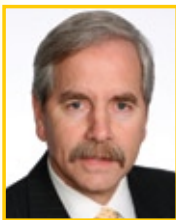


# SPEAKER PROFILES



**Tom Kontos, Executive Vice President, Customer Strategies and Analytics, ADESA**

Tom Kontos plays an integral role in developing remarketing strategies and providing timely information on economic trends for ADESA customers, industry analysts, and the media. He provides analytical information in the form of annual market reports, periodic used vehicle price trends, Web-based information, dealer surveys, and other strategic studies. Tom is the author of *Global Vehicle Remarketing and Pulse*, which provide a comprehensive analysis of strategic trends and issues relating to the vehicle remarketing industry. He has more than 25 years of experience in market research, financial analysis, and strategic planning and holds a bachelor's and master's degrees in mineral resource economics from Pennsylvania State University.



**Terry Langness, Vice President National Sales, Professional Automotive Relocation Service (PARS)**

Terry Langness is vice president, national sales for Professional Automotive Relocation Service (PARS). PARS is a leading transportation services company serving commercial customers in the United States, Canada and Puerto Rico. He has over 30 years of fleet industry experience. Prior to joining PARS in 2002, he held various management roles, including vice president, vehicle remarketing, with Gelco Corporation and GE Capital Fleet Services.



**Michael Linn, CEO, NIADA**

Michael Linn has more than 20 years experience in the automotive industry. During his tenure, NIADA has added significant value to the automotive industry with its legislative / regulatory presence. Its educational offerings, which include the Certified Master Dealer Program, Certified F&I Professional, the NIADA Educational Television Network, and the consumer-oriented educational TV network, Automotive Consumer Television, were developed to better educate dealers and consumers about the used motor vehicle industry. Since joining NIADA, membership has risen to more than 20,000 members.



**Tim Martin, Vice President, Operations, LeasePlan USA**

Tim Martin is responsible for the management of commercial fleet operations, including vehicle acquisitions, vehicle upfitting, remarketing, license, title and registration. Previously, he served as director of remarketing where he implemented a regionalized auction remarketing plan, resulting in heightened brand awareness which helped expand buyer pools and increase vehicle resale values for LeasePlan clients. Prior to joining LeasePlan in 2005, He held various positions in operations and remarketing with Saab Cars USA, Inc., Saab Financial Services Corp., Mercedes-Benz Credit Corp., and General Motors Acceptance Corp.



**Mark Mathews, Director of Used-Vehicle Activities, General Motors Corp.**

Mark Mathews has more than 29 years of service at General Motors Corp., holding numerous domestic and international financial, manufacturing, and sales positions within the company. He was named director, used-vehicle activities, in March 2007. In his current capacity, he is responsible for all functions of GM's wholesale used-vehicle auction operations, as well as the GM

Certified Used Vehicles retail offering. Mathews holds a bachelor's degree from the University of Missouri at Columbia and an MBA in finance from the University of Detroit.



**Bob McConkey, President, DAA Northwest, President, NAAA**

Bob McConkey began his career in the industry at South Seattle Auto Auction where he worked his way through the ranks of fleet/lease manager, recon manager, sales manager, and general manager. Since founding DAA Northwest with his business partner Greg Mahough, Bob and a hand-picked team of professionals have helped DAA experience phenomenal growth. He is the current chairman of the board of ServNet and is also the president of the National Auto Auction Association. He is the past president of the Western Auto Auction Association, has served on the NAAA Board of Directors and is active in several NAAA committees.



**Harold McLarty, National Used Vehicle Director, Sonic Automotive**

Hal McLarty is the national used vehicle director for Sonic Automotive. He was with AutoNation from 1997-2005 where he acted as the used car director and later the general manager at Champion Chevrolet Cadillac and Champion Nissan. He was the owner of an independent car dealership from 1980-1996.



**Don Meadows, President/CEO, AutoIMS**

For the past 10 years, Don Meadows has been running AutoIMS, a software development company that supplies Web-based applications for process improvement, system integration, and data analysis to the remarketing industry. Before AutoIMS, Don ran the remarketing department at Donlen Corporation for more than 14 years.



**Tim Meta, Vice President, Consumer Remarketing Manager, Fifth Third Bank**

Tim Meta is the vice president, consumer remarketing manager for Fifth Third Bank. He has twenty-two plus years in the automotive finance field, including nine plus years with General Motors Acceptance Corporation (GMAC), more than ten years with SouthTrust Bank as the automotive national sales manager/leasing remarketing manager and more than three years with Fifth Third Bank. Tim has a Master's Business Administration Degree from Samford University and an undergraduate degree The Pennsylvania State University.



**Lynn Morgan, Vice President, Marketing & Consulting, Manheim Consulting**

Lynn Morgan is the vice president of Manheim Consulting. As the senior executive of this group, she brings nearly 20 years of business management, sales, marketing, strategic alliance, and enterprise start-up experience to her role. Prior to assuming the leadership role of Manheim Consulting, she served as the executive director of the Manheim DRIVE Center. Lynn joined Manheim in 2004 with 14 years of experience with Cox Enterprises, Manheim's parent company.

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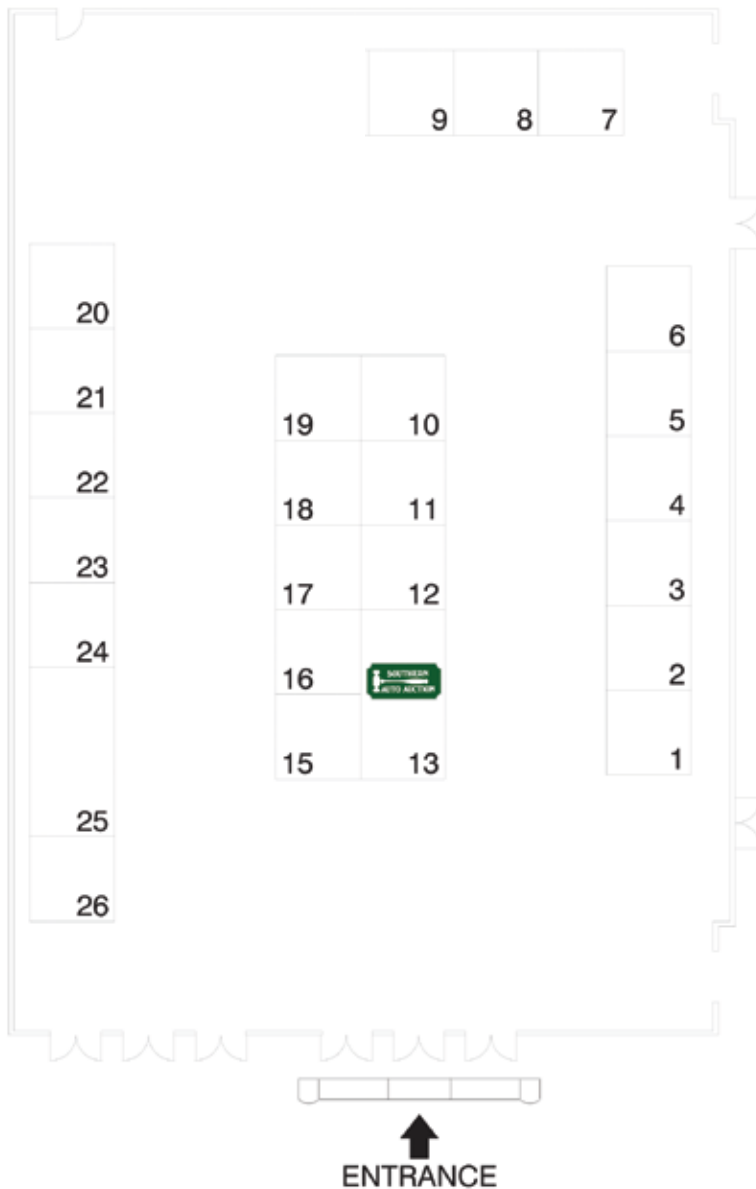
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# SPEAKER PROFILES



## **Raymond Nichols, Chairman, CEO, BSC America**

Raymond Nichols is the chairman / CEO of BSC America Companies. During the first part of his career as a commercial banker, Ray was responsible for retail and specialized lending with Maryland National Bank. Since 1981, he has directed and developed the BSC America group of companies. He is the past president of National Auto Auction Association and also previously served as past president of NAAA Services

Corporation. He is recognized by Maryland's Governor, Speaker of House, and President of Senate for his leadership role in organizing the dismantling and liquidation of the State's Insured Savings and Loan Associations.



## **Steve Piccinati, Senior Vice President, Remarketing Executive, Bank of America**

Steve Piccinati is senior vice president and remarketing executive at Bank of America. He heads the dealer financial services remarketing department for auto and specialty. He is responsible for the remarketing of the bank's vehicle repossessions and works closely with the consumer loans risk operations for his business. Steve joined Bank of America in

June 2001. Prior to joining the company, he was with Hyundai Motors of America for four years and held remarketing and other positions of responsibility at the Nissan Motor Corporation and AutoNation. His extensive background in the auto industry began at the Ford Motor Company in 1978.



## **John Rea, Managing Partner, Rea Brothers' Mid South Auction**

John Rea worked with his family's auction before joining ADESA as fleet lease manager of ADESA Charlotte. He quickly moved to operations manager due to his wide knowledge of the auction business. John worked in Charlotte until January 1997 when he started traveling with ADESA I/T on the installation of the new AMS computer system. He took over as general manager of ADESA Austin in June 1997 and stayed until January 2000. He is assuming responsibility as the managing partner of Rea Brother's Mid South Auction.



## **Don Roccia, National Remarketing Manager, Credit Acceptance Corp.**

Don Roccia assumed his current role as national remarketing manager with Credit Acceptance (VRS) early in 2008. He has been with Credit Acceptance since 2005 when he joined the organization as national repossession manager. He is responsible for the development and performance of the remarketing network. Don gained his industry and management experience as national repossession and remarketing manager with Bombardier Capital, as Florida regional manager with Automotive Finance Company and as director of regional fleet remarketing with GE Capital Fleet Services and McCullagh Leasing.

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# SPEAKER PROFILES

## Howard Segal, National Remarketing Manager, Wells Fargo Auto Finance, Inc.

Howard Segal is currently responsible for national remarketing strategies for all assets under management since joining the company in mid-2003. Prior to joining Wells Fargo, he was the national remarketing manager for Bank of America, responsible for all national remarketing strategies for a large retail and lease portfolio. Before joining Bank of America, he was remarketing manager from 1989-1998 for PNC National Bank, the auto servicing arm for PNC bank located in Wilmington. Howard began his career in the retail side of the business working for a Jaguar/Saab dealership in sales and management.



## Ira Silver, Ph.D., Economist, National Auto Auction Association

Ira Silver, Ph.D., has been in the field of business and economic analysis for over 30 years. Currently, Dr. Ira Silver is an associate professor of Managerial Economics at TCU's Neeley School of Business and Economist for the National Auto Auction Association. His recent positions include director of the center for business and economic forecasting at the Neeley School of Business; economic consultant to the G7 Group, and member of the board of directors, audit committee, and compensation committee for PMC Commercial Trust.



## Joe Steinberger, Vice President of Product and Business Development, CentralDispatch

Joe joined CentralDispatch in early 2004 and has since guided the development of many new features and services, including the first comprehensive web-based software for auto transporters. In addition to working with technical staff, Joe works closely with the dealers, auctions, brokers and carriers who make up the CentralDispatch community. Prior to joining CentralDispatch, he was CEO of software development firm Intertune, working with Fortune 500 clients to streamline business processes. He has also served as a business analyst at PSINet and as a product manager at Ominture.

## David Stolt, Senior Director, Car Sales Operations, The Hertz Corporation

David Stolt began his career with Hertz in 1985 in rental. David Stolt is the senior director of car sales operations for The Hertz Corporation. He began his career with Hertz in 1985 in rental operations. After eighteen years in various positions in rental operations around the United States, David moved to the corporate headquarters to assume his current role overseeing all remarketing efforts for Hertz in the U.S. Those responsibilities include overseeing all wholesale and retail activities. David graduated with a Bachelor of Science degree in economics from the University of Missouri Rolla and a Masters of Arts in economics from DePaul University.



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# SPEAKER PROFILES



## **Dave Sutton, General Manager, Auction Sales & Operations, VW Credit, Inc.**

Dave Sutton has worked to coordinate the used-car strategies of VW, Audi, and VW Credit, and is currently responsible for auction logistics, sales, and technical operations for VW and Audi in North America. He serves as a member of the IARA board of directors in addition to chairing the standards committee. From 1994 to 2004, Dave worked as a business strategist with EDS, General Motors, IBM, Cadbury-Schweppes, and Volkswagen.



## **Tim Swift, NIADA President, Corry Auto Dealers Exchange**

Tim Swift is part-owner, vice president/COO, general manager of Corry Auto Dealers Exchange and is also part-owner of Weber-Harris Ford Lincoln Mercury Inc. Tim is the current NIADA President, NIADA Region #1 vice president from 2005-2007, and NIADA Services BOD secretary and treasurer from 2004-2005. He is on the NAAA Member Standards Committee since 2000. Tim is also a part of the following organizations: Pennsylvania Independent Automobile Association, Pennsylvania Automobile Association, Independent Automobile Dealers Association, Automotive Fleet & Leasing Association, National Auto Auction Association, and Independent Auto Auction Committee.



## **Jill Tarallo, COO, Manheim Online Solutions**

Jill Tarallo brings 20 years experience in a variety of roles in areas of accounting, financial analysis, operations, and strategic management. Jill has transformed the company's vision of remarketing into the technology seen in today with the successful launch of AutoPorts. She currently is a member of several industry associations, including National Association of Fleet Administrators, Automotive Fleet & Leasing Association, and the International Automotive Remarketers Alliance.

## **Greg Thibault, Vice President Fleet Disposal, Avis Budget Group**

Greg Thibault is currently responsible for negotiating all manufacturer repurchase program guideline implementations and has spearheaded several major manufacturer guideline overhauls to enhance process productivity. Greg oversees all ABG E-Channel/Internet wholesale processes including upstream, real time and sourcing, and is involved in ABG used-car acquisition process to supplement the risk fleet. He is responsible for all ABG manufacturer turnback processes and infrastructure and for the disposition of more than 300,000 ABG fleet vehicles annually including turnbacks, risk, un-repaired wholesale and salvage.

## **Lawrence G. Tribble, President and Owner, Southern Auto Auction**



Larry Tribble is the president and owner of Southern Auto Auction. Founded in 1947 by his father, it is the largest, independently owned auto auction in the U.S. Southern is currently a 23 lane auction, occupying 300 plus acres and employing 400 full time employees 450 part time employees. Larry also served as president of NAAA and is a hall of fame member. In 2004, he founded Eastern Powersports Auction which has become the leading powersports auction in the northeast. He is a graduate of Syracuse University 1972, and Harvard Business School O.P.M. 1986.



## **Doug Turner, Director of Asset Management, J.D. Byrider**

Doug Turner joined J. D. Byrider in 1999 with responsibility for the daily operations of the company store service departments. In his current position as director of asset management, Doug's responsibilities have expanded to include the acquisition and liquidation of all vehicles for J.D. Byrider and CNAC within Company Store Operations. Doug is instrumental in the creation, design and support of the vehicle inventory and service modules within the Discover Computer System, which is the proprietary software for Byrider Systems.



## **Anthony Underwood, Senior Vice President, NIADA; President, Anthony Underwood Automotive**

Anthony Underwood is the president of Anthony Underwood Automotive, a retail dealer in Bessemer. He is the past Alabama State Quality Dealer of the Year and the 2003 NIADA National Quality Dealer of the Year. Anthony also served as the past president of the Alabama IADA and is currently a NIADA Certified Master Dealer.



## **Charlie Vogelheim, Automotive Industry Analyst - Advisor - Commentator**

Charlie Vogelheim has been involved in the Automotive Industry for over two decades. He is often a featured speaker at automotive seminars, educational meetings and media interviews. He has been a regular correspondent on Car and Driver Radio's weekly show, an Auto Industry commentator for Fox Business News, and contributes to automotive publications and blogs. Most recently, Charlie was vice president of automotive development at J.D. Power and Associates. He was responsible for the International Automotive Roundtable, and during his tenure, the Roundtable grew in attendance and relevance. Prior to joining J.D. Power and Associates, Charlie spent 20 years at Kelley Blue Book.



## **David Wagner, Senior Manager, Custom Modeling and Analytics, Automotive Lease Guide (ALG)**

David Wagner is the senior manager of ALG's custom modeling and analysis group. David started at ALG in 2003 furthering the company's statistical efforts. He soon took a leadership role in the consulting group, and in 2006 began to take responsibility for the groups day-to-day operations. He led the design of many of ALG's custom analysis tools and now heads a group that works exclusively on developing these models for the industry.



## **Robert Wagner, National Manager - Vehicle Merchandising, Hyundai Motor Finance Company**

Rob Wagner manages the asset remarketing for the captive finance arms of Hyundai and KIA under the brands HMFC and KMFC. Rob supports all retail and lease processes to optimize the business and improve dealer relations. He recently launched HMFCDirect.com and KMFCDirect.com as an exclusive channel for Hyundai and KIA dealers. He has over 25 years in automotive, service GE Capital, Kelley Blue Book, TRIAD, and DealerTrack. Rob was also a dealer principle for three years at Thrifty Car Sales, a franchise in Southern California.

# SPEAKER PROFILES



**Bill Walters, Vice President, Remarketing, Westlake Financial Services**

Bill Walters is vice president of remarketing for Westlake Financial Services, a California-based consumer lending company with originations in over 30 states. He has more than 20 years of financial and operational experience, and has managed remarketing for the last eight years. His previous experience includes Marine Midland Auto Finance, Security Pacific Auto Finance, and Coast to Coast Financial Corp. He holds an MBA from the University of Rochester.



**Ingram Walters, Owner/Operator, Griffin Quick Credit, Buy Here, Pay Here Dealerships**

Ingram is an entrepreneur and businessman who owns or operates companies that are focused in the Buy Here, Pay Here (BHPH) industry and real estate development. He has been the featured speaker at several national conventions and is often asked to serve as the Master of Ceremonies at charitable and political events. In 1999 Ingram co-founded the National Alliance of Buy-Here-Pay-Here Dealers (NABD) as a special interest group to better the industry. NABD's Annual Conference is designed to expose Buy-Here-Pay-Here Dealers, managers and collectors to the latest technology, management information and trends.



**Layne Weber, Vice President of National Remarketing, CitiFinancial Auto**

In 2007, Layne Weber became vice president of national remarketing for CitiFinancial Auto. He has been involved in the automotive business for more than 25 years, with over 10 years of experience in remarketing commercial fleet lease vehicles. In 1999, Layne became vice president of vehicle remarketing and quality control for Donlen Corporation in Chicago. Prior to joining Donlen, Layne was employed with McCullagh Leasing in Seattle and GE Capital Fleet Services in Minneapolis. Layne is also the president of the International Automotive Remarketers Alliance.



**Stephen Wheeler, Vice President of Sales, Ready Auto Transport**

Stephen Wheeler is the vice president of sales at Ready Auto Transport (RAT). RAT has integrated its transportation toolset into several of the largest online auctions, including ADESA's Dealer Block, Manheim's OVE, and GMAC's SmartAuction. Steve is responsible for the sales, marketing and business development related activities. Prior to RAT, Stephen spent eight years as vice president of sales at ATC-Online (now OpenLane). He was responsible for directing the sales of vehicle Internet technology and remarketing services for captive finance companies, financial institutions and daily rental car companies.



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**Terrence Wynne, Director, Editorial and Data Services, NADA Used Car Guide**

Terrence Wynne is an automotive industry veteran with over 15 years of experience encompassing vehicle reconditioning, used market analysis and residual valuation, residual value forecasting and OEM product consultation. As director of editorial and data services, he is responsible for NADA's used vehicle values, raw and custom datasets, specialized products and consulting services.



**Melinda Zabritski, Director, Automotive Credit, Experian Automotive**

Melinda Zabritski is responsible for the strategic development and marketing of all of Experian's products and services specific to the automotive credit and lending industry. She has overseen the marketing strategy for the development of an automotive credit vertical sales channel and been responsible for launching and managing numerous credit products geared toward automotive lenders and dealers. One of her main responsibilities is monitoring and analyzing key automotive finance trends. Melinda brings more than 10 years of experience working in key product management and marketing roles of increasing responsibility in the credit industry.

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