

# South Bay Auto Auction



**Mondays' Full Service Auto Auction**

*Located in the Heart of Los Angeles*

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Monthly Newsletter

September 2011 Edition

## INDUSTRY NEWS

*From the desk of*

Mark Rubino  
Sr. Vice President

### Capital One Auto Finance Sees Record Auction Prices

Kevin Borgmann, President of Capital One Auto Finance revealed that the company's collateral has been earning record prices at auctions but it is not a trend his management team expects to last. Borgmann told SubPrime Auto Finance News that as the economy continues to improve, he is seeing net charge-offs and delinquencies decrease substantially. He went on to say that improving auction prices and the improving economy have both helped recoveries but a lot has to do with the stronger underwriting discipline adopted a few years ago. He added that like everyone else, due to the constrained supplies of used cars, Cap One is seeing their collateral earn record prices at auction. Eventually the supply of used cars will increase once new-car sales and fleet sales into the used car market pick up.

So what does he expect for the year? We expect to see continued growth in the automotive sector as the economy continues to recover, much like we did at the end of 2010. This company is focused on providing great customer service and a great program that makes dealers want to make them their number one non-captive lender.

South Bay Auto Auction has always been committed to providing outstanding customer service to all of our clients, banks and dealers alike. We thank you for your loyalty.

The Wall Street Journal is predicting that U.S. auto sales will rise ten percent in 2011. There is a light at the end of this long, dark tunnel!



Serving the Remarketing Industry Since 1993



DEALER LOUNGE

AUCTION LANES

V.I.P. LOUNGE

5 STAR RESTAURANT

TRANSPORTATION



**Got Questions?**  
Call Dealer Marketing  
310-719-2000

We realize that some of our dealers purchase only these types of vehicles and we wanted to make them easily accented on our website. These cars are both lease and consignment cars. We hope that this is just another way for us in dealer marketing to serve you better.

WELCOME TO SBAA

AUCTION READY



- 75,000 miles or less
- 5 years or newer
- Green Light

South Bay  
Auto Auction  
Fleet Asset Management Division

LAST MONDAY  
of Each Month

When it comes to auctions, one stands out above the rest. South Bay Auto Auction (SBAA) is the West Coast's leading Independent Auto Auction. For over (18) years, South Bay Auto Auction has provided exceptional auction services to some of the nations largest and most recognized; Banks, Finance Companies, Credit Unions, Rental Car and Fleet Lease Companies. South Bay Auto Auction looks forward to continuing this trend, as we broaden our scope to include servicing; Cities, Counties, School, Water and Power Districts, throughout the State of California.



JOIN SOUTH BAY AUTO AUCTION AT THE FOLLOWING EVENTS

## NAAA ANNUAL CONFERENCE

South Bay Auto Auction will be at the National Auto Auction Association Annual Conference September 20-23 at the Hyatt Regency in Chicago.

Contact Mark Rubino, or Tony Callaway at 310-719-2000 if you would like to meet for dinner one evening during our stay in Chicago. Hope to see you there!



## CCUCC ANNUAL CONFERENCE

SBAA is pleased to be the lead sponsor for this years CCUCC conference in beautiful Palm Springs October 13-15, 2011. We will be hosting a private dinner & gaming on Thursday 10/13 following the Welcome Reception. All CU attendees welcome.

TO RSVP FOR ONE OF OUR EVENTS:  
Events@SouthBayAutoAuction.com

