

South Bay Auto Auction



MAY 2011 NEWSLETTER

Mondays' Full Service Auto Auction
Located in the Heart of Los Angeles

In Observance of Memorial Day



NAAA Member Auctions Hit \$81 Billion In Sales Last Year

A recent article in Auto Remarketing magazine stated that the National Auto Auction Association reported that its member auctions nationwide had sales totaling \$81 billion last year. This figure represents the total worth of the 8.4 million used vehicles that were sold at NAAA member auctions.

These figures were compiled from the NAAA's 14th annual auction survey conducted by Larson Allen. Some other figures from the survey showed vehicles entering the NAAA auctions that participated in the survey totaled 14.1 million, a 4.9% decrease year over year. There was a 1.4% decrease in the proportion of units sold.

Dealer consignment had the highest share of units sold at 44.3%, followed by fleet/lease and repo units in second at 43.7%, and factory vehicle sales in third place at 8.9%.

Jay Cadigan, NAAA President stated, "I think the survey results show the strength and depth of a mature industry that despite various challenges has demonstrated its resiliency. He continued, "I'm confident we'll continue to be a vital and growing part of our nation's economy."

MARKETING TEAM

SVP Operations & Remarketing

Mark Rubino

Mark.Rubino@SouthBayAutoAuction.com

Dealer Marketing Manager

Dale Van Wagner

Dale.Vanwagner@SouthBayAutoAuction.com

Regional Remarketing Directors

Anthony Callaway

Anthony.Callaway@SouthBayAutoAuction.com

Daniel Hernandez

Daniel.Hernandez@SouthBayAutoAuction.com

Jeff Quinn

Jeffrey.Quinn@SouthBayAutoAuction.com

Osmin Padilla

Osmin.Padilla@SouthBayAutoAuction.com

Margie Ramirez

Margie.Ramirez@SouthBayAutoAuction.com

Fleet Asset Management

Kyle Knight

Kyle.Knight@SouthBayAutoAuction.com

South Bay Auto Auction

13210 S Normandie Ave Gardena, CA 90249

Office: 310.719.2000

Fax: 310.243.1240

Email: Info@SouthBayAutoAuction.com

Web: www.SouthBayAutoAuction.com

Client Site

www.SouthBayAA.com

TRANSPORTATION

South Bay Auto Auction owns and operates its own fleet of trucks. Give us a call today at 310-719-2000 for any questions you may have.



SAVE THE DATE

South Bay Auto Auction's
11th Annual Educational Cruise Seminar

***Wednesday, June 15, 2011**

Hawaiian Style
Cruise

*This is an all day event

For More Information:

310-719-2000

Events@SouthBayAutoAuctions.com
www.SouthBayAutoAuction.com

South Bay Auto Auction

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DEALER LOUNGE



AUCTION LANES



V.I.P. LOUNGE



5 STAR RESTAURANT



TRANSPORTATION

South Bay Auto Auction

Fleet Asset Management Division



South Bay Auto Auction (SBAA) is proud to announce the successful launch of its' Fleet Asset Management Division. Our first Specialty Sale since the inception of this new division was held on Monday, April 25th. The Inaugural sale was more of a success than anticipated. Our Import / Export Dealers bided frantically for fresh new Specialty Inventory, not previously featured at SBAA. This new program has been met with great enthusiasm from our consigners as well. Please stay tuned for upcoming special announcements and incentives, as we development and grow this exciting new Division. For more information and/or to schedule an appointment, please contact: South Bay Auto Auction's Fleet Asset Management Division at: 310-719-2000.

THE LAST MONDAY OF EACH MONTH

Dealer Corner



Come and enjoy an All American breakfast before the auction as well as lunch after the auction at South Bay Auto Auction this coming Memorial Day.

On Monday, May 30, 2011, we will serve up eggs, bacon, and pancakes for breakfast, then hamburgers, hot dogs, and all the fixing's for lunch. We are expecting a larger than normal turnout, so plan to get here early to preview the vehicles, plus enjoy a meal or two on us.

Our Dealer Marketing Department is working very hard to increase the number of vehicles available to purchase. If you plan on attending or have vehicles you want in the Memorial Day auction, then please contact your Marketing Representative at (310) 719-2000. See you on May 30, 2011.

SPECIAL "MEMORIAL DAY" RATES FROM



DEALER SERVICES CORPORATION

AUCTION NEWS STAY CONNECTED

LAST MONDAY OF THE MONTH SPECIALTY SALE



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