

Progress - New Bel Air Auto Auction

Everyone is really excited to observe the progress of construction at the Bel Air Auto Auction's new site!



In the last few months of 2016, tours of the new facility were offered to customers, vendors, and employees. Many took advantage of this opportunity on some gorgeous Fall & Winter days, and were able to see the progress being made at the new site and hear about the plans for the overall facility. More tours are planned beginning in February, so if you are interested in seeing the facility first hand, please contact Jennifer Friedel (410-510-0551) or Christina Shepard (410-510-0614) to arrange a visit to the site!

The entire complex is really taking on its final image. On January 11th, there were more than 60 tradesmen on location working to "get it done"...Steel Workers, Masons, Carpenters, Plumbers, Electricians and more. The milder weather has been an added benefit to the ongoing construction process. With a few more good weather weeks, it won't be long until we will begin moving in!

The overall site of 175 acres has vast acres of asphalt providing extensive parking and vehicle storage lots. All of this work has been completed with the parking design and traffic patterns set for completion in early February. Then envision what comes next...1,000's of cars, trucks, & much more!



Seas of Asphalt Parking & Storage



Work is well underway on the main entrance. Curb-ing is in place and the new traffic circle is half-way completed. The final piece of the site development is Old Philadelphia Road improvements, and our road construction team is ready to take on that project, as soon as Mother Nature allows!

The Recon/Mechanic Facility is ready with only some final finishing touches to be done. We are anticipating moving into the new site by March, and turning on the shops to repair, paint, and clean our customers' cars in what is truly a State of the Art Reconditioning Facility. Started in 1947 in a former Livestock Auction building, Bel Air Auto Auction is relocating and introducing to the Industry the largest and most dramatic change seen at an auction. With a dedicated 15,000 square foot Inspection Photo Shop, this climate controlled shop comes equipped with LED lighting, stand alone inspection bays, fiber optic data plants in each bay with a finished floor and high gloss walls to enhance visibility, complete with lifts for under carriage inspections. By combining our Drivability Techs with our Certified Inspectors, Bel Air Auto Auction will be producing comprehensive condition reports, as well as high quality photos, on every vehicle. Quoting Ray Nichols, CEO, "Our investment in this shop is confirmation to our customers, consignors and buyers, that we have not only heard their plea's to the Industry for better inspections & pictures, but we truly understand how critical and valuable this information is to them!"

The Main offices and Auction lanes are also really taking shape. It is estimated that within a few weeks, the entire facility will be under roof with the interior of the offices and lanes being completed. Drywall activity has been started in the auction lanes, which includes significant acoustical and sound-enhancing



Recon/Condition Writer/Mechanic Building - In final stages of finishing



Auction Lanes & Offices

walls. The mezzanine offices (2nd floor of the main auction building) are in place with the wall rough-in about to begin. Drywall, plumbing, and electrical work in that area has just begun.

It took three tractor trailers to deliver the massive Switch Gear electrical system to the site. This eco-friendly unit will provide for two (2) different power grid options for the new facilities. If one power grid at BG&E goes down, the system will automatically switch to a 2nd power grid source to eliminate any power outages. Combined with a back-up generator, "The Sale Will Always Go On At The Bel Air Auto Auction!" Power to the entire complex is estimated to be up and running within days.

We have heard comments such as, "Fabulous, Awesome, State of the Art", or just your plain old-fashioned jaw-dropping "WOW"- pick your favorite adjectives to describe our new facility. Our goal is to make Bel Air Auto Auction feel like a "Comfortable, Modern Auction location", as well as continuing our rich and enhanced customer service with that sincere appreciation of our customers' business. That remains our core value for our customers! The favorite word at The Bel Air Auto Auction is "SOLD"!

Barring any unforeseen issues with weather, BAAA is shooting for some early April smaller sales to "Break-It-In". This will enable both employees and customers an opportunity to get familiar with the new facility and the lay of the land. Then we can prepare for not only our Grand Opening Sale, but our 70th Anniversary Sale! Much, much more to come on that event, but the "rumor" is that there will be a huge number of vehicles that week at BSC America's Bel Air Auto Auction - Just watch for the Grand Opening Announcement!!!

Springtime in Maryland is going to be a lot of fun at The Bel Air Auto Auction, so please stay-tuned!!



Project Manager Paul Urbine and Assistant Stephen Nichols inspecting the freshly delivered Automatic Transfer Switch

Auction Lanes & Offices



News from the Fleet Department

2016 was a great year, with record breaking sales in the Fleet Department. We saw substantial growth over all with most of our clients increasing volumes as well as Conversion Rates.

Last year Element Fleet purchased the GE Remarketing portfolio, so there have been lots of changes going on with this account nationwide. In December, Bel Air Auto Auction was proud to announce that they were a recipient of an award from Element Fleet.

The award, "Remarketing by Element Imagination Award", was awarded for over and above service and thinking outside of the box. We were really excited to be presented with this award in Chicago at the annual award banquet held by the former GE Remarketing group at Ruth Chris Steak House.

Tommy Rogers and Cindy Mitchell attended the banquet and accepted the award on behalf of Bel Air Auto Auction.



Tommy Rogers (left) & Cindy Mitchell (right)
Center-Paul Seger , VP of Asset Remarketing Services

Congratulations to the Ally Department

The Ally Department received the 1st, 2nd, and 4th Quarter award for the Northeast Region. The award is based on Retentions, admin audits, and outside operations. Something to be proud of.

Ally has also awarded Bel Air Auto auction with an overall Leadership award for the Northeast region for the year 2016! Way to go!!



From left: Jeanine Matus, Cindy Mitchell, Julie Renshaw, Amy Sukits, Candace Monroe, Kim Irby

Clayton Station Makes Christmas Brighter For Area Families

Clayton Station exemplified that it is more blessed to give than to receive as they partnered with "Toys For Tots", the United States Marine Corps, and Enterprise Holdings to raise toy donations for the Christmas Season. A Group Effort between Clayton Station Staff Members, our generous Group of Buying and Selling Dealers, Transporters and Vendors, in conjunction with our Valued Sponsor for this program, Enterprise Holdings, we were able to make a positive difference in the holiday celebrations of some of the less fortunate families within our community.

Kenny Shrieves, one of our outstanding Lot Operations Staff Members, and a U.S. Marine Corp Veteran, has served as a Judge / Advocate for this program for the past 5 years. This year's results enabled us to touch the lives of more than 20 families within our community through our efforts and the outreach efforts of our community schools and churches. We are extremely proud to report that over \$2,500.00 of this year's support for Harford County was raised directly from the Staff and Patrons of BSC America's Clayton Station Facility!

Everyone involved clearly agrees, wholeheartedly, that "It IS Better to Give than To Receive"! Wishing All of our Clayton Station Friends and Families a Happy, Healthy, Prosperous and Blessed 2017!



Dealer Sales Departments

The Dealer Sales Department is poised to hit the ground running when our new auction opens later this Spring. We currently have 6 Dealer Sales Reps on the ground covering a total of 8 states from South Carolina all the way up to New Jersey, along with our telemarketing team making an average of 800-1000 calls per week.

Christina Shepard: Dealer Sales Manager
443-567-0462

CShepard@BSCAmerica.com

Paul Coleman: Dealer Sales Representative
Territory: Maryland Eastern Shore, Lower Delaware Eastern Shore, Annapolis, and Southern Maryland
443 250 1204

PColeman@BSCAmerica.com

Greg Vickers: Dealer Sales Representative
Territory: Northern Delaware, Philadelphia, New Jersey. Eastern Shore OVE representative
410 365 1680

GVickers@BSCAmerica.com

Craig Rice: Dealer Sales Representative
Territory: Richmond south to South Carolina
410 652 6908

CRice@BSCAmerica.com

Jennifer Fissel: Dealer Sales Representative
Territory: York and surrounding counties of PA
410 652 4226

JFissel@BSCAmerica.com

Chris Durrell: Dealer Sales Representative
Territory: Carroll County, Harford County, Baltimore County, & 695 Beltway
443 903 7100

CDurrell@BSCAmerica.com

Rick Gayle: Dealer Sales Representative
Territory: Howard County, Montgomery County, Anne Arundel County, & Northern Virginia
410 322 0204

RGayle@BSCAmerica.com

Customer Service

Run Lists, Hotel Rooms, Market Reports, etc.
443 655 5659

CustomerService@bscamerica.com



Dealer Sales Group Picture Above (from the left):
Greg Vickers, Jennifer Fissel, Christina Shepard, Rick Gayle,
Chris Durrell, Paul Coleman, Not pictured Craig Rice

Tallahassee Sales Team:

Michael Phifer - Jacksonville - Cell: 904-305-6170
Email: MPhifer@BSCAmerica.com

Paula Dove - OVE Sales - Cell: 850-296-4495
Email: PDove@BSCAmerica.com

Angelia Messick - South Alabama, Florida West Pan Handle
Cell: 850-445-7931
Email: AMessick@BSCAmerica.com

Vann Lane - Tallahassee, South Georgia
Cell: 850-544-9129
Email: VLane@BSCAmerica.com



Michael Phifer, Paula Dove, Angelia Messick, and Vann Lane

Bel Air Auto Auction Recognized in Harford County

The Harford County Chamber of Commerce held their 25th Annual Harford Award at Water's Edge Events Center in Belcamp on Thursday, September 22, 2016 to honor six outstanding Harford County businesses or organizations. The recipients were announced and honored for exemplifying a strong commitment to the county's business community.

The 2016 recipients of this prestigious award were Altus Engineering, BSC America (Bel Air Auto Auction), Chesapeake Testing, Freedom Federal Credit Union, Kaufman Cancer Center and Ladew Topiary Gardens. These "remarkable organizations have blossomed in our community because of their vision, focus and determination".

"The Harford Award is one of the Chamber's signature events. It is our opportunity to celebrate and recognize businesses that have positively impacted our county in significant ways. Our theme 'The Night Stars Come Out' accurately describes these shining stars of the business community. We are proud to celebrate our Harford Award recipients for their contributions to our wonderful county," said Angela Rose, President & CEO of the Harford County Chamber of Commerce.



Charles Gives Speech as he Accepts Award



From Left: Stephen Nichols, Tommy Rogers, Cindy Mitchell, Laura Thacker, Charles Nichols, Christina Shepard, & Raymond Nichols

Pictures courtesy of Eric Metz - TapSnap1020



The Tallahassee Auto Auction finished up the year with its "Strongest" finish ever. TAA broke its own record for Units Sold in 2016.

Big new players for 2016: GSA, Bridgecrest (Drive-Time) ARI Fleet were just some of the reasons TAA had a great year, Avis-Budget and Honda also had strong showing.

TAA also expanded into a Satellite lot just down the street from the Auction, the Crossway lot operations opened in the 4th quarter of last year as TAA ran out of

room for cars. In addition, TAA purchased 5.5 acres to be developed and opened spring 2017.

TAA will also begin expanding and building the 4th lane, growth in the Fleet and Lease department has grown to the point that opening an additional lane is just what is needed.

TAA also hit some milestones this year by hitting the "OVerachievers list several times in 2016 along with being named the number "1" performing auction in the Country beating out 27 auctions!!!

2017 will be another record breaking year for TAA!!

ATLANTIC AUCTIONS NEWS:

The final two months of 2016 proved to be quite successful for Atlantic Auctions as the Company ended the year with some notable auction sales. In November, Atlantic held a large auction sale of the remaining assets of an audio/visual equipment wholesaler in Towson, MD that was winding down its operations. This day-long auction was the largest of its kind that Atlantic had conducted in several years. In early December, the Company sold a 40 acre parcel in Berlin, MD in what is known as a partnership dissolution sale. This type of auction allowed for an orderly liquidation of each partners' interest in the property. Sale proceeds from this auction exceeded the expectations of all parties involved. Later in December, Atlantic sold two residential properties on the Eastern Shore for a large bank client. Two more residential properties in Fredericksburg, VA were also sold at auction for this same bank client just before the holidays.

Another noteworthy auction assignment involved warehouse equipment, including two forklifts. Working with the Clayton Station Truck & Equipment team, we were able to obtain top dollar for these units. A special "thank you" once again goes out to the Clayton Station personnel who helped make this a successful sale!

With the holiday season now a fond memory, Atlantic has set its sights on making 2017 another successful year. In January, an auction of a medical office condo in Centreville is scheduled for a large bank client. In addition, we are once again working with the Clayton Station PowerSports team to auction a nice Carolina Skiff boat in early February. Also on the horizon are two major auction assignments involving marinas. We hope to have a favorable update on each in the next newsletter, so stay tuned.

We would like to thank everyone at the Bel Air Auto Auction and Clayton Station for all of their support in 2016. Teamwork is the cornerstone of success within the BSC America family. Special thanks go to Debbie Koontz, Atlantic's Operations Manager, for keeping things moving smoothly throughout the year!

In its 43rd year serving the needs of financial institutions, attorneys, accountants, bankruptcy trustees and business owners, Atlantic Auctions specializes in the liquidation of commercial, residential and agricultural real estate, commercial and industrial equipment, machinery, excess inventory, and other assets. Atlantic is equipped to handle any number of complex asset management assignments, allowing for an orderly liquidation and maximization of value for its clients.



Don't forget that Atlantic Auctions handles asset liquidation auctions. This includes trucks, heavy equipment, motorcycles, and more, at either the customer's location or at our sister company's facilities (which ever is most advantageous to our client). Sales this year have included the total liquidation of assets for a flooring contractor and a former theatre, trucks, motorcycles, boats, and a sports car. Give Bill Hudson a call for more information!

Bill Hudson - Office: 410-803-4161; Cell: 443-567-2931, Email: BHudson@BSCAmerica.com

BSCAmerica
P.O. Box 516
Bel Air, MD 21014

ADDRESS CORRECTION REQUESTED

TO:



BSCAmerica Recognizes Employees' Service
Celebrating 20 or more years of service at BSCAmerica

Last Name	First Name	Years of Service
Nichols	Raymond	35
Nichols	R. Charles	32
Heubeck	Margaret	32
Bishop	Angelina C	32
Nichols Gibbons-Neff	S. Michelle	28
Murray	Sue	28
Scheeler	Ethel	27
Dillon	Betty	24
Thacker	Laura	23
Dick	Marianne	23
Vest	Linda	22
Hopkins	Mildred	22
Meyer	Judith	22
Eldringhoff	James	21
Hudson	William	21
Panichello	Diana	21
Pirovolidis	Leonidas	20
McNamara	Dawn	20
McNamara	Angela	20

SAFETY:

What's new on the Safety Front:

All BAA employees that are on our lots and driving cars have been issued new Orange Safety Vests. These vests must be worn at all times and must be visible. If you are visiting any of our three Harford County locations you immediately notice all of the vests. Drivers are reminded that they must be wearing seat belts at all times when they are behind the wheel of a vehicle. There is to be no eating, drinking or smoking in any of the vehicles. Radios in the vehicles should be turned off. And, no one is to be talking on a cell phone, wearing ear buds, or texting.

Our Safety Committee has begun to put together a Hazard Identification and Risk Assessment. We are going through the process of identifying potential hazards, determining what actions need to be taken to reduce the risks associated with the hazard and, what training will be necessary. This is an ongoing project with the committee.

The Safety Committee also had a representative from our insurance provider come in and conduct training.