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Don Elliott Appointed National Accounts Manager at Indiana Auto Auction

Ft. Wayne, INDIANA -- Eric Autenrieth, owner and general manager of Indiana Auto Auction, has announced that Don Elliott has joined the auction staff as National Accounts Manager. He will oversee consignments from major banks, leasing companies, car rental agencies, manufacturers and captive finance companies.

"We are very pleased to welcome Don to Indiana Auto Auction," said Autenrieth. "He has been a good friend in the industry for many years, who brings a wealth of knowledge and years of experience to our operation. The national accounts are an important segment of our business, and having someone of Don's caliber on our team will help us build even stronger relationships with the fleet, lease and financial customers."



"It's great to be back in the auction lanes," said Elliott. "Indiana Auto Auction is a prime auction location in the Midwest market, with strong management, a dedicated staff, and a state-of-the-art facility as a result of the million-dollar renovation that was completed just last summer. I'm looking forward to working with the commercial account managers to build successful remarketing plans for them at Indiana Auto Auction."

Elliott noted that those remarketing plans are quickly taking shape at Indiana Auto Auction, where sales have been on the rebound since the beginning of the year.

"It's refreshing to see the market coming around," said Elliott. "We are having high percentage sales, with one of the highest bidder badge counts that the auction has seen since the fall. It's a hopeful sign of an improving market, and I'm looking forward to exciting times ahead."

Elliott comes to Indiana Auto Auction with 30 years experience in the automotive sector. Most recently he worked with TPC Management to develop the ServNet auction brand. His background also includes executive management positions with ADESA Auctions and Automotive Finance Corporation (AFC); national fleet sales and remarketing management for Mazda Motor of America; retail dealership sales and management; and wholesale new car sales with Chrysler Corporation. An active member of the NAAA, NIADA and NAFA, he currently serves as Chairman of the Warren B. Young Scholarship Foundation.

Thursday is auction sale day at Indiana Auto Auction, offering 700 to 900 vehicles each week. In addition to consignments from new and used car dealers, the auction features inventory

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from Triad, Vehicle Remarketing Services, Emkay, Donlen, RSA, ARI, PHH, PAR North America, Vehicle Donation Processing Center, CNAC, Avis, and Enterprise.

The auction offers a complete range of remarketing services including reconditioning, inspections, collision repair center, transportation, inventory financing and internet sales. Indiana Auto Auction is a member of ServNet, a premier group of independent auto auctions across the United States. For more information about the auctions, go to www.indianaautoauction.net.

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