

# Foundation

Summer 2008

# News

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## Stanleys Give Back

When you talk to Henry Stanley about the importance of higher education and the desire of “giving back to the community,” two things you’ll find striking: His commitment to the industry and its employees, and his enthusiasm about education.

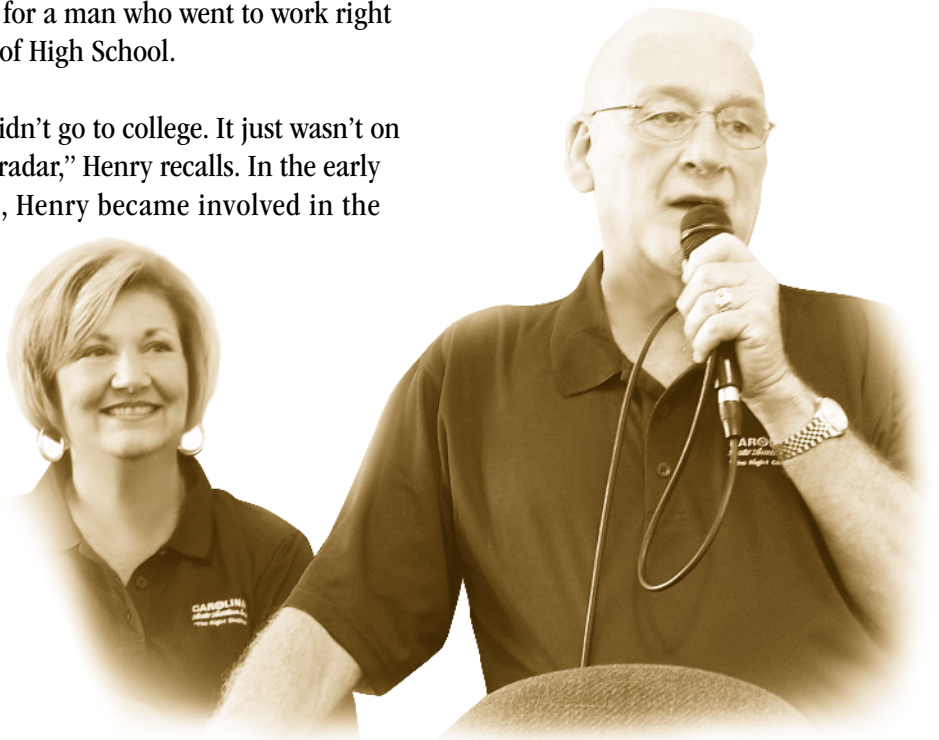
Today, as an independent Auction owner, Henry Stanley, and his wife Patty, own three thriving operations – The Indiana, Carolinas and Charleston Auto Auctions – and while their locations continue to grow and serve the industry, Henry and Patty aren’t slowing down in their dedication to the Association either. Not bad for a man who went to work right out of High School.

“I didn’t go to college. It just wasn’t on the radar,” Henry recalls. In the early 60’s, Henry became involved in the

industry and became a member of NAAA in 1969. And though it wasn’t something that Henry was able to do, he feels that everyone should have the choice to go to college and continue their education.

There had been talk about starting some kind of scholarship fund in the past. Larry Tribble was one of the early “adopters” of the idea, but it was Patty Stanley, while co-chairing the 2004 convention committee, who would get the ball rolling for the formation of the NAAA Scholarship Foundation. Along with Barbara and Jim Wheatley, who had

*continued on page 3*



# Ways of Giving



**Don Elliott**, Chair  
Fundraising Committee

With the start of each year brings new growth, a revitalization of our senses, and new beginnings. And for 12 deserving students, the announce-

ment of the Warren Young, Sr. Scholastic Foundation awards, who are now learning they will receive assistance to help pay for the high costs of their college educations.

These scholarships, made possible through the generous donations of NAAA member auctions and affiliates, rely on member contributions to build a sustaining fund thereby providing these annual scholarships to auction employees and their families.

## How can I help?

How can you or your auction contribute to the Foundation? Donations of any kind can be made at any time through the NAAA Warren Young, Sr. Scholastic Foundation office located in the NAAA offices in Frederick, MD. For more intricate giving plans, such as those involving estate planning, tangible assets or planned giving, contact Mindy Bankey or Frank Hackett who can offer guidance or assistance with these types of donations.

Possibly the easiest way to give may be through a donation to the NAAA Warren Young, Sr. Scholastic Foundation Silent

Auction. Held during the NAAA 60th Anniversary Celebration at the National Convention this Fall in Washington D.C., the popular silent auction donation items include artwork, travel opportunities, unused equipment, sports equipment and memorabilia, gift certificates, and real estate. And, should you like to donate an item for the auction: no item is too big or too small. Mindy Bankey is coordinating donations for the Silent Auction. She can be reached at (240) 446-9565, or email [mbankaney@naaa.com](mailto:mbankaney@naaa.com).

## Lifetime acknowledgement

Another great idea for donation is to recognize someone close to your auction with a **Warren Young Fellowship**. For just \$2500, the recipient will be presented with a lifetime acknowledgement for his or her contribution to the auction industry. An auction founder, a long-time employee, a key staff member, or a friend of your auction, retired or active, are all candidates. The recipient receives a framed signed commemorative certificate, gold medallion and gold lapel pin along with recognition at the national convention.

Finally, I would personally like to thank all of you who have already made contributions to the NAAA Warren Young, Sr. Scholastic Foundation. Several generous supporters have made major donations to sponsor each of the 12 scholarships to this year's students. We're well on our way toward completing our goal to be a self-sustaining foundation, and making spring even more bountiful for years to come. 🍌

*Silent Auction Donation Form on page 5*

# 2008 Scholarships

- ▶ Auction Broadcasting Company Scholarship
- ▶ Auction Insurance Agency Scholarship
- ▶ Black Book Scholarship
- ▶ Black Book Scholarship
- ▶ Carolina Auto Auction Scholarship
- ▶ Charleston Auto Auction Scholarship
- ▶ Indiana Auto Auction Scholarship
- ▶ Manheim Scholarship
- ▶ Mid West Auto Auction Association Scholarship
- ▶ Ruth Hart-Stephens Memorial Scholarship
- ▶ Southern Auto Auction Association Scholarship
- ▶ Western Auto Auction Association Scholarship

*The NAAA Warren Young Scholastic Foundation, Inc. makes available scholarships to 12 deserving students each year. The above donors acquired the naming rights to each of the 12 scholarships by pledging \$25,000 to the Foundation.*



## 2008 Scholarship Recipients



**Kelli Jordan**  
Accounting, Manchester College  
North Manchester  
Daughter of Anissa Keller  
ADESA Indianapolis  
Charleston Auto Auction  
Scholarship



**Philip Costa**  
Business Administration,  
University of Florida Gainesville  
Grandson of Margaret Costa  
ADESA Boston  
Ruth Hart-Stephens Scholarship



**Rebecca Mitchell**  
Medicine, Dawson College  
Daughter of Sandra MacDonald  
ADESA Montreal  
Carolina Auto Auction  
Scholarship

## Getting Back by Giving Back *continued from page 1*

past fundraising experience, they coordinated the first events which basically was a silent and regular auction—to start.

Today, the Warren Young Sr. Scholastic Foundation is a thriving NAAA institution, in no small part from the generosity, commitment and enthusiasm of Henry and Patty Stanley. And, in addition to the hard work toward establishing the foundation, they have just donated \$75,000, with \$25,000 coming from each of their three auctions.

“I’ve always felt education is important. Plus, we have always felt that the Auction industry is as much about ‘family’ as it is about anything else,” Henry said. I thought, ‘we’ve been very fortunate... successful... we couldn’t have done all this without the dedication and help of our employees,’ so I called the other managers Keith Lelux and Eric Autenrieth at our other two sites, and each was very open to the idea of donating to the Scholarship Foundation. So, without hesitation, they said, “Yes!” and each donated the \$25,000 for the naming rights of the three scholarships.”

The financial awards range from \$2,000 per zone for a two-year tech school, to \$4,000 per zone to a regular four-year college. In the Scholarship Foundation’s first year, there were 52 applications; most recently, there were 112. The awards are made through stringent guidelines set forth by Scholarship America, a third-party funding group that reviews

and recommends the awards. Recipients are selected based on a number of things such as academic record, leadership skills, goals and community involvement, and special needs. However, financial need is not a consideration, and in no way does any office or employee of NAAA play a part in the selection process. The NAAA should be very proud of their applicants; Patty noted that Scholarship America has stated that all the applicants each year are at a “very high level” and the competition is tight.

And, personally, Patty can be as proud as anyone else who has had a family member has receive an award: Her very own granddaughter has met the high standards of Scholarship America’s approval process and has been honored each year since its start, in 2004.

The NAAA Warren Young Sr. Scholastic Foundation program assists all full-time employees, their children, and grandchildren who plan to continue education in college or vocational school programs. Scholarships are offered each year for full-time study at an accredited institution of the student’s choice. But it is through the generosity of people such as Henry and Patty that the Scholastic Foundation has become such an excellent example of association involvement, and a way to reward employees and their families, a benefit that becomes more important with each passing year.

As Patty said, “one of the reasons I think we have been such a successful

industry is that there is a lot of networking and a true feeling of family – we have 2nd and 3rd generations coming through our industry now... and both Henry and I feel that through donating of time and money toward the Scholarship Foundation, it is a way to give back to the industry.”

## Fellows



Warren Young, Sr.	Bob Graham
Ben Lange	John Fuller
Gary Smith	Jay Simpson
Tom Adams	Chuck Redden
Ken Phillips	Pete Sauber
John Rea	Mike Hockett
Eric Autenrieth	Alexis Jacobs
Keith Lelux	Frank Hackett
Ruth Hart-Stephens	Mike Broe
Gregg Kobel	Jeff Miles
Louis Fazio, Jr.	

Henry & Patty Stanley  
Marie & Chuck Stepter  
Robert & Tammy Sullivan  
Joe & Charlotte Pyle



**Pedro Martinez**  
Chemistry, Princeton University  
Son of Gloria Martinez  
Manheim Fort Worth  
Western Auto Auction Association  
Scholarship



**Amanda Roberts**  
Psychology, University of  
Florida Gainesville  
Daughter of Christine Roberts  
West Palm Beach Auto Auction  
Southern Auto Auction Association  
Scholarship



**Christine Hewey**  
Nursing, Elms College  
Daughter of Mona Hewey  
Southern Auto Auction  
Auction Broadcasting Company  
Scholarship

## Memoriam Fellowship to Honor Ruth



NAAA Chairman Gregg Kobel presents Brad Hart with a Memoriam Fellowship for his late mother Ruth Hart-Stephens at a special tribute to Ruth at the 2008 Spring Business and Quad Zone Meeting.

From left, NAAA President John Rea, NAAA Chairman Gregg Kobel, Brad Hart, and NAAA General Counsel, Chuck Stepter.

being able to help the families and their children who are involved in the auctions,” Tom said.

“Even in the post-secondary education environment – the scholarships are available for continuing education as well - we must never stop learning, embracing change, and we want to reinforce this. We’ve got some talented folks [at Black Book] who are constantly upgrading their skills.” The generous donation of \$50,000 to the Scholarship Foundation supports their desire to help anyone in the Auction industry looking for higher education.

You might say that Black Book USA itself is a microcosm of the information age as well. From a printed form, the book, evolving from hand-held typesetting to digital printing, to electronic means of disseminating information, sent via the Internet, to your computer or mobile phone: All under one roof; data collected and shared quickly and effectively.

“There is no question in this day and age why it is so easy to step up and help, what with the complexity of information technology, the data we need to interpret, and all the folks utilizing it, all the ways to manage it,” Tom said. “Anything we can do to support education, we’re going to be involved in. I honestly don’t know how anyone could function today without the understanding that to keep up with all the changes, education is a constant, ongoing process.”

## Black Book Steps Up To Help

Black Book USA has come a long way from the days of checking the price of an automobile by thumbing through the “little black book.” However, you can still do that, and more.

Tom Cross, CEO of Black Book USA ([www.blackbookusa.com](http://www.blackbookusa.com)) enthusiastically explains that you not only can choose to receive current pricing trends on used vehicles by paging through the pricing guides, you can get the book in your hand in a matter of days now: they actually print the books on-site, in Gainesville, GA.

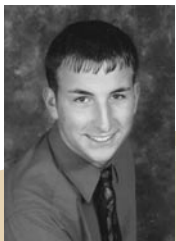
Couple this with all the ways you can get daily updates in a full range of electronic offerings, – PDAs, Blackberry®, Smart Phone, PocketPC®, microbrowsers (there are more) - and Black Book truly lives up to its slogan, “timely, independent and accurate,” when it comes to getting

the best, most reliable information toward vehicle transactions.

There are about 100 employees, many involved in the highly sophisticated and technical processes of getting the information to you via your device, along with compiling the data, uploading it, building custom applications, data feeds and even online trade appraisal services.

So, is it any wonder that Black Book would sponsor two \$25,000 scholarships in their name in the Warren Young Sr. Scholastic Foundation?

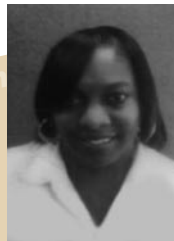
“We are delighted to be able to give back to the industry through the Scholarship Foundation. It is something we believe in personally, and certainly love the idea of



### Curtis Hayden

Accounting, Mott Community College  
Grandson of Leslie Priebe  
Flint Auto Auction

Midwest Auto Auction Association  
Scholarship



### Trevia Hooks

Accounting, Modesto Junior College  
Employee - ADESA, Inc.

Black Book Scholarship



### Leslie Stanley

Early Childhood Education  
Ohio University Chillicothe Campus  
Granddaughter of Henry & Patty Stanley, Carolina Auto Auction

Black Book Scholarship



The inaugural NAAA Warren Young, Sr. Scholastic Foundation and Fellow exhibition booth at the 2008 NAAA Spring Business and Quad Zone Meeting in Austin, TX.



1948 Chevrolet  
Stylemaster Town Sedan  
Donated by Manheim

# Silent Auction Items GOING-GOING GONE at the National Convention

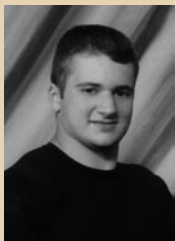
## Donated Items Up for Bid (Partial Listing)

- Larry Bird, autographed basketball
- Hank Aaron, autographed baseball
- (4) tickets to Spring '09 NASCAR race (Sat/Sun combo)
- (2) tickets to Red Sox game, 2009 season
- Buffalo Basket
- (2) Cavalier tickets
- William Perry, autographed Superbowl XX football
- Ipod- 1 6gb V2 Touch
- Tony Moorby Painting
- William Perry, autographed football
- Joe Belino, autographed Heisman trophy poster
- Gary Began, autographed Heisman trophy poster
- Richard Kazmaier, Heisman trophy autographed poster
- Billy Simms, Heisman trophy autographed poster
- Johnny Rogers, Heisman trophy autographed poster
- Gino Toretta, Heisman trophy autographed poster
- Hilton Spa Certificate
- Marriott Spa Certificate
- Hyatt Spa Certificate
- Ken Zylla Print
- Notre Dame Football Tickets (4)

Auction Item: IpodTouch



Auction Item:  
William Perry Autographed  
Superbowl XX Football



**Michael Rogowski**  
Exercise Physiology, Concordia  
University Wisconsin  
Son of Dan Rogowski  
Manheim Arena Illinois

Manheim Scholarship



**Amanda Nehr Korn**  
Justice System, Truman State  
University  
Daughter of Melissa Nehr Korn  
ADESA St. Louis

Indiana Auto Auction Association



**Lina Agudelo**  
Journalism, Valencia  
Community College  
Daughter of Alba Ospina  
Manheim Central Florida

Auction Insurance Agency  
Scholarship

# Silent Auction Donation Form

(One Form Per Donation — Please Make Donations Between August 1 - September 15, 2008)

This item was graciously donated by: \_\_\_\_\_  
(Business or Individual's Name)

Address: \_\_\_\_\_

City, State & Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Item Donation: \_\_\_\_\_

Detailed Description: \_\_\_\_\_

Monetary Value: \_\_\_\_\_

Tickets and small items can be sent to the National Auto Auction Association, 5320 Spectrum Drive, Suite D, Frederick, Maryland 21703 - Attn: Mindy Bankey, Fundraising Coordinator.

Large items can be sent to Arata Exposition, Inc., 15928 Tournament Drive, Gaithersburg, MD 20877 - Attn: NAAA 2008 Silent Auction.



**NAAA Warren Young, Sr.  
Scholastic Foundation, Inc.**  
5320 Spectrum Drive, Suite D  
Frederick, Maryland 21703  
301-696-0400 • Fax 301-631-1359

*Address Correction Requested*

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