



Taking you inside Manheim: The links connecting the UK's vehicle remarketing industry

The automotive sector is navigating a period of change, shaped by shifting consumer expectations, evolving regulations, and continued supply-chain pressures. In this environment, dealers need a partner who can bring stability, insight, and innovation to their operations.

We're Manheim. Many of you may know us through our Auction Services, for which we are proud to be a recommended supplier by AM readers. But did you know we are one of the UK's most connected remarketing suppliers? From vehicle auctions to inspections, to transport and reconditioning, we can support with every step of the full remarketing lifecycle with our three service offerings: Auction, Inspection and Vehicle. In this article, we'll walk the fundamentals of every dealer's remarketing strategy and how Manheim supports you to make these more profitable and efficient.

Sourcing your stock profile

The cornerstone of any successful dealership is having the right stock for your customers. Sourcing the right vehicles at the right price is increasingly challenging in this competitive space,



as consumer demand for used vehicles continues to grow. Manheim offers buyers multiple opportunities to find vehicles that fit their stock profile, both physically and online. Our hybrid approach to auctions means users can choose the best channel to suit them and their needs. With 12 auction centres around the UK and hundreds of thousands of vehicles sold per year, buyers have access to a wide array of options through the Manheim network.

Buying with confidence

When it comes to buying, we know dealers need to make decisions with confidence. Our portfolio of Manheim Inspection services and years of wholesale knowledge help you maximise the profitability of your purchases by providing accurate, detailed information about the vehicles we sell.

Most vehicles sold through Manheim Auction Services come with SureCheck, our pre-auction inspection service, designed to give you more peace of mind. Our IMI-approved and NAMA-accredited inspectors carry out checks covering everything from the engine and transmission, to steering, brakes and more. We even offer a 7 day/250-mile claims period (the longest in the industry), so if you find anything wrong that we said was ok, we'll put it right free of charge. CheckPoint provides you with further information regarding a car's history before auction. We flag any mileage discrepancies and previous hire usage, so you can make a more informed decision about a potential purchase.

Turning around with ease

You've sourced great new stock, now you need to organise transport. Rather than spending time sourcing a logistics supplier, Manheim Logistics can do all of that for you. As part of your purchase, you can work directly with Manheim who can support you to get your new vehicle from A to B.



Within 24 hours, you'll also have high-quality images of your purchases in your inbox with our QuickList imagery, so you can get your new vehicles listed as soon as possible. All provided at no extra charge.

Preparing for sale

What goes around, truly does come around. Manheim doesn't only help you to stock your forecourt, we help you dispose of assets quickly, efficiently and with the best possible return. Whether its part exchanges or overage stock, we support every step of the selling journey.

Moving and preparing vehicles for sale comes with inherent complexities. You need the right facilities at scale to make sure that vehicles are turned around quickly. Further, to make sure these vehicles sell at the best price point, you need the technical expertise to get them to the best possible grade, with minimal investment. Manheim Vehicle Services can help you achieve all of this. We prepare, repair and refurbish over 250,000 vehicles every year, with up to 60,000 vehicles stored across our six UK sites at any one time. Our team are experts in vehicle preparation, from NAMA inspection and appraisal, refurbishment, inventory control, valeting and channel management.

Once your vehicle is ready for auction, it receives the same level of Manheim Inspection treatment you will remember from purchasing through Manheim. With better confidence in your assets, the faster they will sell at a better price.

Finding the best route to auction

After initial preparation and inspection, managing the sale of an asset can also be incredibly time consuming. At Manheim, you don't have to worry about imaging, managing bids and liaising with buyers, we do all that for you, freeing up your team to focus on moving your forecourt stock.

Engaging with the right audience, who understand the value of your assets, is crucial for a strong return. We have a large network of eager buyers, both online and at our physical sales. Our connectivity also extends beyond the Manheim ecosystem. Being part of the Cox Automotive group means we are well connected to many other relevant services, streamlining our offerings.

Manheim auctioneers work hard to make sure bidding reaches your desired price. Informed by our inspection work, they have an in-depth knowledge of each and every vehicle that comes through our lanes, enabling them

to convey the value of your assets to our online and physical audiences.

We are one of the UK's leading multichannel remarketing partners for a reason. Bringing together crucial services that help dealers buy, move and sell their stock with industry expertise resulting in profitable and fast remarketing initiatives. But we don't just work with dealers. Our connected services cater to every aspect of the UK's automotive industry, supporting fleets and manufacturers in repairing, refurbishing, selling, and purchasing vehicles with efficiency and profitability. We'd love to tell you how we can bring our connected approach to your business.



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