



Manheim

COX AUTOMOTIVE

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## Your trusted partner

Being part of the Cox Automotive family, we do things properly, with thought and purpose. We see the bigger picture but care about the detail. Our remarketing teams are experts in their field, invested in our customers' success, supported to do the right thing and equipped to deliver.

We create dynamic, competitive and transparent marketplaces for cars and industrial equipment by bringing sellers and buyers together and providing end to end services making it even easier to sell and buy.

As a leading provider of automotive remarketing services, we offer the best solutions from around the globe combined with local expertise gained from over 60 years of experience bringing together sellers and buyers.

## Specialists in Remarketing & Vehicle Services

We cater for the needs of a diverse range of industry sectors, providing comprehensive remarketing solutions for passenger cars, commercial vehicles, light and heavy trucks, motorcycles, boats and recreational vehicles as well as machinery, plant and equipment. We also provide specialist services to the insurance industry including the remarketing of damaged vehicles from these sectors.

### We're helping our sellers:

- ✔ Make optimum condition, channel and valuation decisions
- ✔ Access our extensive buyer base for their assets through open and closed channels
- ✔ Efficiently prepare vehicles for wholesale and retail audiences
- ✔ Achieve optimum speed to sale, sale channel and net return
- ✔ Uphold their brand values in the wholesale marketplace
- ✔ Establish their own direct wholesale channels
- ✔ Realise their 'digital first' remarketing ambitions.

### We're helping our buyers:

- ✔ Find and buy the stock they need, where and when they need it
- ✔ Be confident about the condition and origin of every vehicle and asset
- ✔ Make informed valuation decisions
- ✔ Get the stock they've bought faster.



As an Australian market leader in the provision of automotive and industrial remarketing services, Manheim offers a comprehensive range of asset management and disposal services. With almost 60 years of experience across a broad range of industry sectors, Manheim delivers high quality services on a national basis to help customers meet their fleet and asset management business objectives.

### As a full-service agent, Manheim offers a broad range of products and services, including:

- ✔ Digital sales channels
- ✔ Transport
- ✔ Valuations
- ✔ Photography
- ✔ Detailing
- ✔ Rectification
- ✔ Inspections
- ✔ Storage

## Our Divisions

We cater for the needs of a diverse range of industry sectors, providing comprehensive remarketing solutions across three different divisions.



### Passenger & Commercial Vehicles

Our auction sites across Australia offer hundreds of cars every week from a huge variety of manufacturer, fleet, corporate, rental and dealer sources, with each event being run by our expert auction teams and experienced auctioneers. Targeting both dealer buyers and the general public we offer a huge range of passenger cars and commercial vehicles including prestige, 4WD's, SUV's, hatches and clearance vehicles in both BidNow and Simulcast auctions daily.



### Salvage

On behalf of national insurance companies, we sell a large range of damaged cars, motorcycles, trucks, earthmoving and mobile plant, boats, trailers and caravans in weekly online BidNow and Simulcast auctions. These written-off vehicles and assets are promoted to wreckers/dismantlers, panel beaters and exporters. Following extreme weather events, Manheim will also run a series of auctions selling hail or flood damaged vehicles.



### Industrial

Specialising in Transport, Construction, Earthmoving, Mining, Agriculture and Manufacturing equipment, we run a series of national industry-based auctions monthly, as well as tailored event auctions, tenders, retail and expression of interest campaigns, targeting national and global buyers. Featuring quality machinery and vehicles from a wide variety of sources such as major corporates, FMO's, OEM's, financiers and banks, council and government, contractors, hire companies, dealers and more.

Our team of industry specialists understand your equipment and the market, providing accurate valuations and sound advice on how to take your equipment to market enhance the value of each and every asset.



## Our Remarketing Team

Regardless of the sales channel chosen, our buyers and sellers are fully supported by our dedicated remarketing team the entire way through the auction process.

Our remarketing teams are experts in their field, invested in our customers' success, supported to do the right thing and equipped to deliver.

Our team, located around Australia, of knowledgeable remarketing professionals is always available to help customers set reserves, find buyers and negotiate referrals.



## Buy and sell anywhere, anytime

With multi channel digital sales options, our customers can buy and sell confidently and efficiently - through channels that make sense for their business.

### BidNow

BidNow is an online timed auction service. Vehicles and assets can be loaded to the platform with full vehicle details, condition reports and photography. Our dedicated remarketing team manage the entire listing process and are always available to help customers set reserves, find buyers and negotiate referrals.

Buyers can bid on items in online-only auctions 24 hours a day, 7 days a week. Items are listed in silent, time-based auctions and bids are placed until the auction closing time is reached. Bidders can submit their maximum bid and our system will bid for them. If another bidder outbids them, bidders are notified via email.

The auctions are automatically extended if there are two or more bids in the final 2 minutes to ensure maximum returns. Buyers and Sellers can track the progress of their lots with their own dashboard.

A screenshot of the Manheim BidNow website. The top navigation bar includes the Manheim logo and categories: Cars &amp; Light Commercial, Salvage &amp; Motorcycles Damaged Vehicles, and Industrial. Below the navigation is a search bar with "Back to Auction Listing" and "New Search" buttons. The main content area displays a listing for a "2015 John Deere 8370rt Track Tractor (QLD)". On the left is a large image of the tractor. To the right of the image are details: "Hour: 5,994 HR Showing", "Transmission: IVT", "Engine: 370hp JD Motor 6 cyl Turbo", and "Body: Track Tractor". Below these are links for "Brochure", "Plant Safety", and "Transport". On the far right is a bidding panel with "Watchlist" and "Share" buttons, a "BIDNOW" section showing "Time Left: 1d 7h 8m 22s", "Bid Increment: \$100", "Bid History: 33 bids", and "Current Bid: \$91,100". It includes a "Submit Bid" button and a "Make an enquiry" button at the bottom.

## Simulcast

Participating in real time, Simulcast users can bid and buy with the click of their mouse. All buyers gather in one place, at one time to bid on items on a lot-by-lot basis. Every auction is called by an experienced auctioneer who is visible on screen.

Auctioneers maximise returns by focusing buyers attention on a single lot, and only once all bids are exhausted do they move on to the next one. Buyers appreciate having the ability to plan their lives and work weeks around an event held on one day.

GFC764 • 15-03-22 • 11:00am • Brisbane - Govt, Fleet & Corporate Vehicles  
Your auctioneers for today are Carl Hartwig and Joshua Worthington

Bidding on behalf of: Caroline Douez • Seller Online: On sale • No GST • Offsite:

### Lot 224: Audi – A3 8V – TFSI

Click to Bid  
**\$25,900**

**\$25,800**  
Current Bid

Bidder # 7465

- \$25,800 Lane Bid Against You
- \$25,700 Internet Bid Against You
- Going Once...
- \$25,600 Lane Bid Against You
- \$25,500 Internet Bid Against You
- \$25,400 Internet Bid Against You
- Received New Lot: 224
- Waiting for sale to start

**Vehicle Details**  
Lot 224: 09/2016 Audi A3 8V TFSI

Announcement:

Build (Year): 09/2016	Compliance (Date): 11/2016
Body: Hatch	Colour: Black/
Seats: 5	Doors: 5
Engine: 1.4L 4 cyl Turbo Petrol	Trans: 7spd Tiptronic
Drive Type: Front Wheel Drive	Fuel: Petrol
Odometer: 55,230 KM Showing	VIN: WAUZZZ8V2HA048863
Reg No: 666WMG	WOVR: No WOVR Record
Reg Expiry:	GST Status: GST is applicable
Model Code:	Reserve: \$26,000

**Features**

Air Conditioning	Side Impact Air Bags
Navigation System	Leather Trim
Drivers Airbag	Front passengers airbag
Metallic Paint	Service Books
Airbag Checked	

**Damage**

**Remarks**

**Condition**

Inspection Grade: 1  
[Condition Report](#)

**Location Information**

Onsite: Eagle Farm, Brisbane, Queensland  
View the [fees](#) associated with this item.

**Upcoming Vehicles**

Lot	Make / Model / Derivative / Odometer	Reg Date / Reg / Engine Size / Body Style / Watchlist
226	Subaru / Outback B6A / 2.5i / 56,251 KM Showing / - / 462YTX / 2.5L 4 cyl EI Petrol / Wagon	
227	Jeep / Grand Cherokee WK / Overland / 173,011 KM Showing / - / - / 3.0L 6 cyl Turbo Diesel / S/Wagon	
228	Volkswagen / Amarok 2H / BASE / 185,595 KM Showing / - / - / 2.0L 4 cyl Turbo Diesel / Dual Cab Chassis	
230	Toyota / Camry AXVH71R / Ascent Hybrid / 94,247 KM Showing / - / 269ZMM / 2.5L 4 cyl EI Hybrid / Sedan	
231	Ford / Territory SZ / Titanium / 262,678 KM Showing / - / 107YMR / 2.7L 6 cyl Turbo Diesel / S/Wagon	
232	Holden / Commodore VFII / SV6 / 64,948 KM Showing / - / 491XRE / 3.6L 6 cyl EI Petrol / Station Wagon	

## BuyNow / Enquire Now

Manheim's BuyNow listings give customers a chance to make an enquiry on a vehicle or piece of equipment for immediate sale, outside of our auction schedule.

If a listing is an Enquire Now listing, the user is able to submit an enquiry from the Vehicle Details Page, that goes directly to the relevant Manheim account representative.

In some cases, a listing may be a BuyNow listing, and allow (licenced dealer) users to click on a BuyNow button to secure a vehicle at a fixed price.

Removing the time constraints and pressure of an auction, BuyNow listings provide buyers with the opportunity to have more in depth discussions with their account representative and negotiate a mutually beneficial price.

**Sakai GW 750 Roller (Multi Wheel) (NSW)** ENQUIRENOW \$70,921

Enquire Now | Item Location: Manheim AU, DOWNSIDE, New South Wales |

Hour: 3,159 HR Showing

Body: Roller (Multi Wheel)

Lot

**Enquire Now**  
End: 31/03/22,  
11:59 AM AEDT

[Brochure](#)

[Share](#)

[Transport](#)

[View now >](#)

**2016 Caterpillar CB44B Roller (Compactor) (NSW)** ENQUIRENOW \$109,070

Enquire Now | Item Location: Manheim AU, DOWNSIDE, New South Wales |

Hour: 448 HR Showing

Body: Roller (Compactor)

Lot

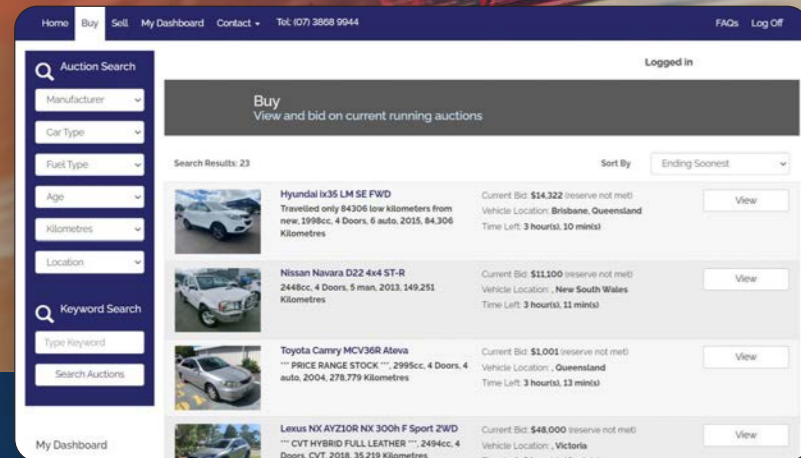
**Enquire Now**  
End: 31/03/22,  
11:59 AM AEDT

[Brochure](#)

[Share](#)

[Transport](#)

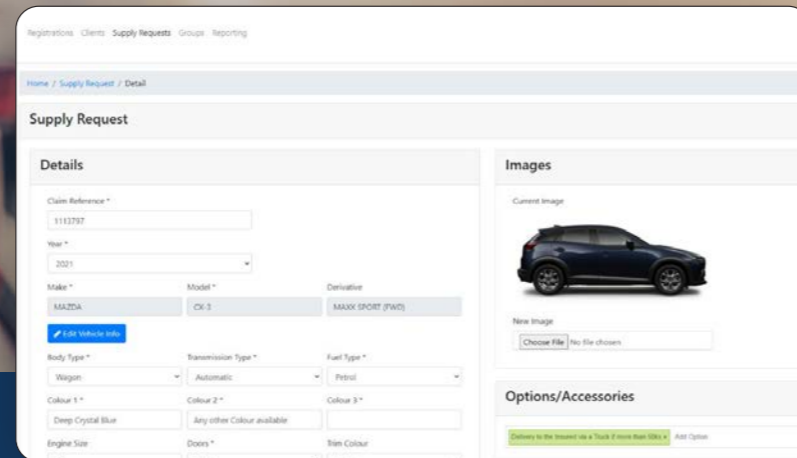
[View now >](#)



## Dealer-Auction

Dealer-Auction is a 100% digital sales auction platform which supports Franchise Dealers to sell their wholesale stock via a seamless and transparent process. Vehicles can be listed directly from the dealership premises, enabling quicker sales, improved cash flow and eliminating transportation costs.

This national B2B only online trading platform is exclusive to Franchise Dealers and has revolutionised the way dealers manage their wholesale stock. It provides significant value to Franchise Dealer Group operations by streamlining their wholesale process, providing complete control over the auction length, exposing stock to a much wider, national, pre-qualified buyer audience and therefore maximising revenue. In addition, the "Group Buy It Now" functionality allows dealer groups to offer stock internally prior to selling externally.



## Motor Vehicle Replacement (MVR)

MVR is a specialist product supporting our corporate partners to source new vehicles via a unique, open and transparent platform. Providing access to thousands of franchise dealers across the country, MVR ensures you will have options to purchase the vehicle needed, when needed, at the most competitive price.

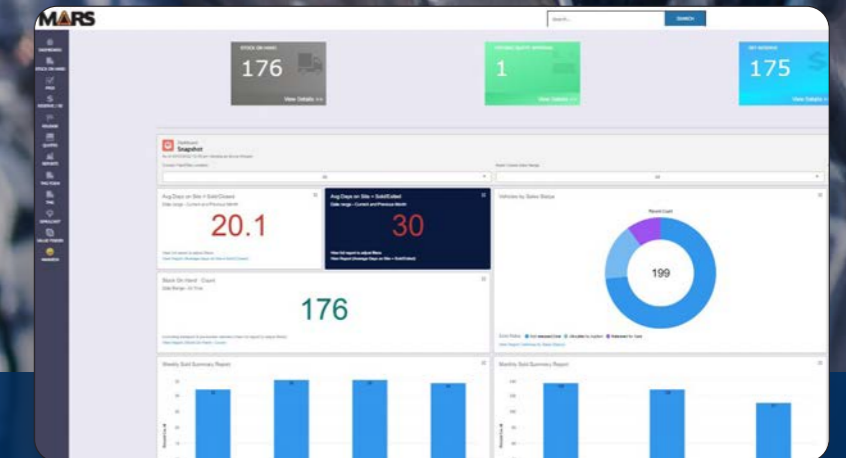
Users simply enter the vehicle required and let dealers bid for the business via a reverse bidding system. Users then view the offers and select the preferred bid. The vehicle will arrive at the chosen location or selected dealership – it's your decision – and it's that easy.



## Tender / EOJ

Manheim sell a range of products for sellers by Tender and Expression of Interest. Items tend to be large consignments of vehicles and specialist equipment and machinery.

Whether it's a time driven offer opportunity or more of an 'enquire now' our remarketing team can help sellers select the right channel for the item concerned.



## MARS

The MARS portal allows sellers to monitor and manage their assets online. This includes the approval of rectification work, managing the End of Lease process, releasing stock for sale, setting reserve prices, and adding Reference/Claim Numbers, all in real time. Sellers can also run a variety of reports that support the asset management and remarketing processes.

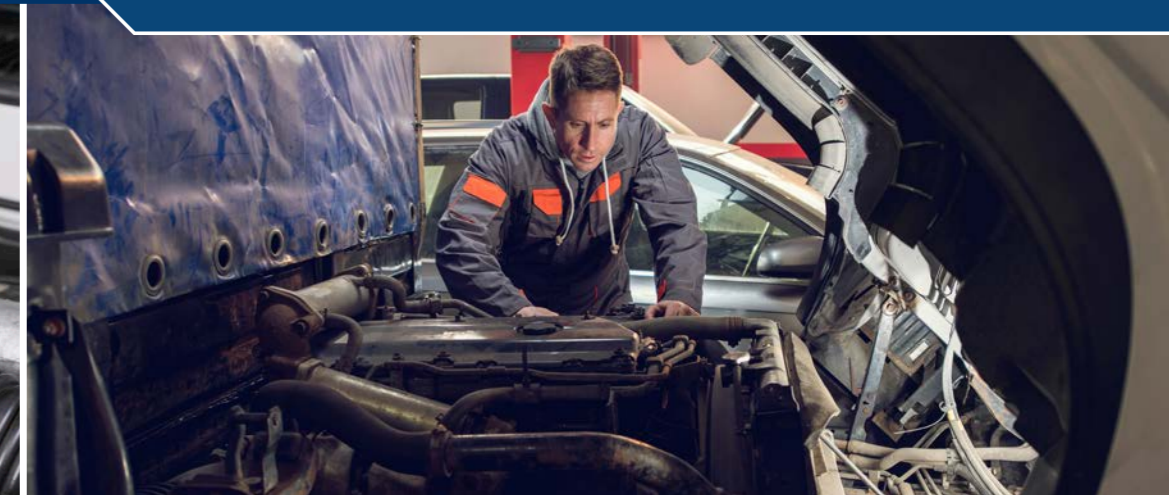
## Transport

With access to a comprehensive network of specialised transport suppliers, we make it simple and easy for our customers to transport their assets to Manheim for sale or from Manheim after purchase. From single interstate truck movements to moving large items of equipment and machinery from remote locations, our trusted supplier network is able to meet any of your transport requirements.

Our purpose-built Transport Management System (TMS) also provides our customers with the ability to book and manage their transport online and track the status of their orders from booking through to completion, giving them full visibility of their vehicles from start to finish.

We can call upon suppliers offering a multitude of transport options and collection types, such as driver re-locator services, tilt tray, heavy lift under tow, low loaders, flat top trailers and crane and heavy equipment recovery services. We source suppliers offering the best service levels to ensure assets are moved as quickly and as cost effectively as possible. We even provide the option of working with a customer's preferred carrier. Our national buying power within the industry means we can pass on market leading rates to our customers.

Fully insured and offering guaranteed service level agreements on both collections and delivery, we are also fully compliant with the 'Chain of Responsibility' legislation which applies to all elements of the transportation function.



## Valuations

Manheim offers a comprehensive range of valuation services across all industries and we currently provide these services to financial institutions, leasing and rental companies, various levels of government, insurance companies, corporate customers and private business clients on a national basis.

Valuations (appraisals) can be produced so that they are either American Society of Appraisers USPAP compliant reports or valuations issued under AAVA standards.

### We are specialist valuers for the following industries:

- ✓ Automotive
- ✓ Transport and Logistics
- ✓ Construction
- ✓ Earthmoving
- ✓ Mining and related services
- ✓ Food Processing equipment
- ✓ Engineering/Fabrication
- ✓ Quarrying, crushing and concrete
- ✓ Marine
- ✓ Printing
- ✓ Manufacturing
- ✓ Agriculture
- ✓ Forestry
- ✓ Food Processing equipment
- ✓ Engineering/Fabrication

### Formal valuations can be prepared for:

- ✓ Mergers and Acquisition
- ✓ Finance
- ✓ Asset Valuation
- ✓ Insurance
- ✓ Insolvency





## Detailing

Our detailing services are designed to deliver a superior level of detailing at the lowest possible cost.

Manheim employ professional and experienced detailing staff as we understand that presenting vehicles for sale in the most favourable condition will assist in achieving the highest possible sales return.

We provide a range of detailing services from a premium wash to a prestige detail which includes cut and polish, leather & vinyl treatment, decal removal and steam cleaning of carpets and seats.

The facilities at our locations have been designed to cater for the flow of assets onsite and minimise handling that enables vehicles to be made for sale as quickly as possible.

Our detailing areas are high bays and concrete floored, to cope with any type of asset presented to us. They are well ventilated, with good natural lighting, which is supplemented by Metal Halide High Bay floodlights. Our detailing systems are fully waterless utilising the WipeHero patented nontoxic, biodegradable and phosphate free technology saving over 3,000,000L in 2021 alone.



## Rectification

We offer a wide range of vehicle repair services. Using only the most modern repair techniques, minor damage to vehicles can be repaired without needing to resort to more costly traditional methods.

### Our onsite services include:

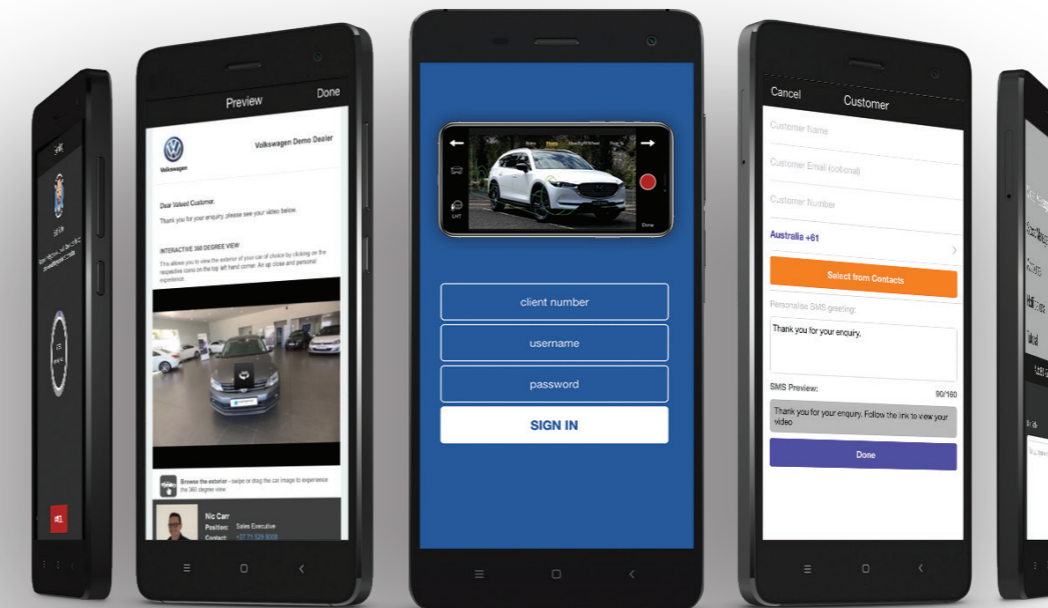
- ✔ Paintless Dent Removal (PDR)
- ✔ Chip and scuff repairs
- ✔ Windscreen repair and replacement
- ✔ Alloy wheel refurbishment
- ✔ Exterior plastic repair
- ✔ Interior trim repair
- ✔ Upholstery repair – vinyl, velour and leather

Our rectification services provide fast and cost-effective repairs. We only recommend work which will improve the condition of your vehicles in order to maximise their sale price.

## Photography

Presenting your inventory professionally can make a big difference in your enquiry rate and ultimate success at auction. The number of photos or assets per vehicle also has an impact on the engagement your buyers will have specifically at the vehicle detail page level.

Viewing high quality images and being able to access detailed vehicle information is mandatory for buyers researching potential purchases online. Using our Auto360 capability, every angle of the vehicle or asset is captured, both interior and exterior. Providing high quality images of each vehicle and asset offered for sale provides buyers with further transparency and allows them to clearly see the vehicle from all angles.





## Inspections

Inspections are carried out by trained inspectors and are conducted in accordance with industry accepted standards for 'Fair Wear and Tear.'

Our inspectors use digital inspection tools which seamlessly connect to our MARS platform providing our customers with notification as soon as the vehicles or assets arrive onsite and can be tailored to individual customer requirements.

Our trained inspectors carry out inspections to your stipulated fair wear and tear return standard. Data is fed directly and securely into Manheim's ERP allowing for accurate and timely verification of the vehicle data prior to approving for rectification or loading for sale. TechInspect can also send inspection results to our customers detailing faults and repair costs at the time the inspection is completed.

Our online stock management tool, MARS, allows our customers to manage the vehicle termination repair process, view repair cost, fault images and have complete visibility and audit records for each vehicle.

### A Condition Report, incorporating images of any damage and detailed information outlining:

- ✓ General appearance and the availability of service books is prepared for each asset incorporating, owner's manual, remote units and spare keys
- ✓ Condition of paintwork, body, bumpers and trim
- ✓ Condition of interior, front and rear screens, windows, equipment and controls
- ✓ Condition and tread depth of each tyre (including spare)

## Storage

Whether it is short term storage whilst assets are waiting for sale, or a schedule of long-term storage requirements to suit your stock management program, we can tailor our storage services accordingly.

Our national network of safe and secure sites can easily cater for the storage of, trucks, machinery, plant, equipment, motorbikes, passenger and commercial vehicles and leisure vehicles such as boats, campers and caravans. With high levels of security at all locations across Australia, we have the following standards in place:

- ✓ Monitored electric perimeter fences
- ✓ Exterior fences incorporating preventative drive through barriers
- ✓ Uniformed and undercover security
- ✓ Secure gate houses to monitor & control vehicle exit and entry during work hours
- ✓ After hours security patrols, 7 days per week
- ✓ Controlled entry of visitors to non-publically accessible areas

Assets are bar-coded and scanned at entry so they are easily identified and managed whilst in our care. Our comprehensive insurance policies also protect against theft and damage during the term of their storage.

To complement our security systems, we have installed hail nets across our major sites in Sydney, Melbourne and Brisbane to maximise vehicle protection against weather events.



## Creating the future of automotive today

Cox Automotive is driving the digital transformation of the fleet, remarketing and retail operations for our customers across Australia and New Zealand.

We work in partnership with our customers to not just provide dependable solutions that improve performance and profitability throughout the vehicle lifecycle today, but to innovate and prepare for the opportunities of tomorrow.

Manheim is part of Cox Automotive Australia's Remarketing and Vehicle solutions, which offers physical and digital wholesale market places for the automotive and industrial sectors, uniting sellers and buyers and offering physical services for vehicles in life and as part of the disposal process.

Cox Automotive Australia also offers Retail and Data Solutions, providing data, insights, valuations and end-to-end inventory management solutions.

As part of Cox Automotive, the world's largest automotive service organisation, we're transforming the way people buy, sell, own and use vehicles.

## Our Responsibility

Cox Automotive is a family business that treats its team members and customers like they're just that – family. Our sense of social responsibility is ingrained in our culture. We believe we should be 'stewards of the world we live in', so whether it's volunteering, fundraising, focusing on health and wellbeing or improving our environmental footprint, we love doing things to support the causes we're passionate about.

### Cyber security

We understand the importance of cyber security and protecting our customers' information. With constant and ongoing changes in our industry we continually examine all aspects of our online processes. Our Information and Technology Security platforms are managed both locally and globally at a Cox Automotive International level, which includes a team of over 60 Information Security professionals and Security Engineers. We share a comprehensive suite of policies, standards, best practice guides and procedures and employ a local project team to drive international integration and a local dedicated Business Information Security Advisor.

### Cox Conserves – Protecting our environment

Driving positive environmental change is one of the most important things we do. In 2007, Cox Automotive launched a global sustainability program, Cox Conserves, and since then we have invested more than \$100 million in sustainability and conservation projects. Our Cox Conserves global goals are to send zero waste to landfill by 2024 and to be carbon and water neutral by 2034. In many regions we've already achieved this ambition. We operate our businesses in ways that reduce our impact, and we encourage our employees, customers, suppliers and partners to do the same. We adopt renewable forms of energy and have enhanced the efficiency of our operations, improved facilities to save energy and reduce waste, and supported environmental not for profit organisations.

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