



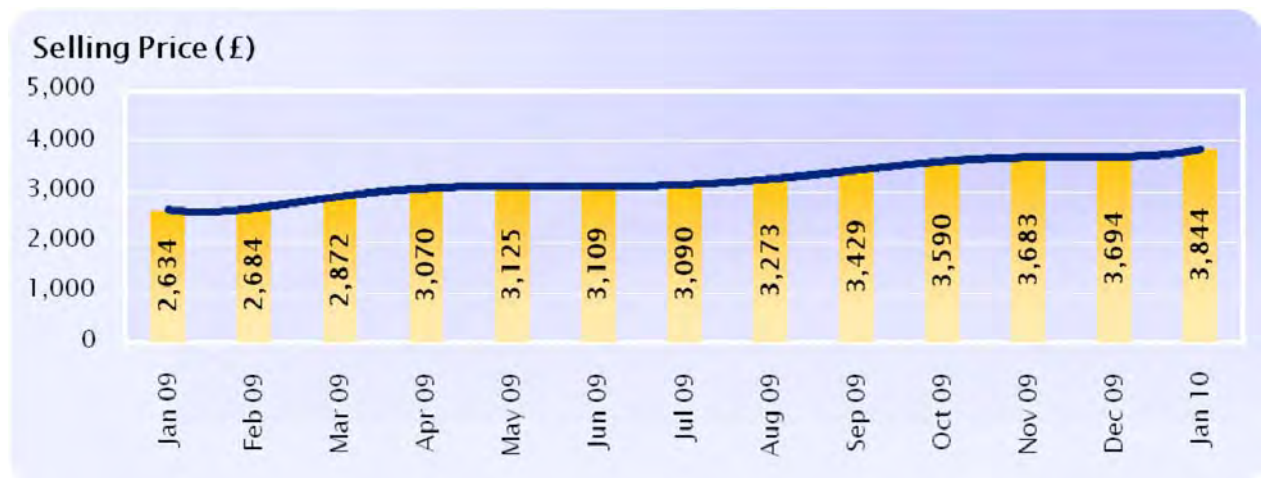
15<sup>th</sup> February 2010

**Used van price increase continues into sixth month, reports Manheim**

[Manheim Auctions](#)' latest monthly Market Analysis for Vans reports, that at £3,844, average wholesale used van prices increased by 4.1% (£150) in January compared with the previous month. This is now the sixth consecutive month that average values have increased. Compared with January 2009 average wholesale used van prices are actually up by 46.0% (£1,210) with average age up by two months to 55 months and average mileage 5,144 miles higher at 74,024.

Examples of the increases in average month-on-month values in January include Car Derived Vans up by 13.5% (£319 to £2,678), Small Panel Vans up by 5.6% (£223 to £4,224), Large Panel Vans less than 3.0t up by 2.4% (£83 to £3,577), Large Panel Vans greater than 3.0t up by 12.0% (£437 to £4,069) and 4x4s up by 4.7% (£303 to £6,731). Examples of decreases in average values include Buses which fell by 11.5% (£647 to £4,974) and Boxes & Lutons which fell by 17.7% (£752 to £3,498). At 55 months, average age in January was down by one month compared with December while average mileage was lower by 2,831 miles at 74,024.

Alex Wright, Sales Director, Commercial Vehicles, Manheim Auctions said: "Although the bad weather did have an impact on sales early in January I am very encouraged by the way that market activity noticeably ramped up once the snow and ice had gone. Despite the economic environment, the used van marketplace has stayed robust and the outlook for 2010 remains very positive. While business confidence is slowly beginning to return, new commercial vehicle registrations are unlikely to recover before the plate change in September and it will be smaller vans that are expected to recover first. This will result in the continued shortage of supply which should keep used values high for the next six months."



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## **About Manheim**

Manheim is the world's largest automotive services company and, through its unparalleled range of products and services, drives every stage of the used vehicle lifecycle. Officially voted Britain's Best Remarketing company for the last 4 years, Manheim handles nearly 10 million used vehicles worldwide, facilitating transactions representing nearly \$59 billion in value. Manheim is a subsidiary of Atlanta-based Cox Enterprises Inc., one of the world's leading media companies and providers of automotive services. Throughout the world Manheim has over 130 remarketing operations in five Continents, including 38 European locations. In the UK, there are 3 business divisions:

**Manheim Remarketing:** providing a national physical auction network, comprising 19 centres of which 7 have dedicated commercial vehicle activities; a dedicated trade-only direct sales channel; 3 online bidding /sales channels. It includes the brands of Manheim Auctions and vrs.

**Manheim DeFleet Services:** providing vehicle inspection; asset management and recovery service; SMART repair, reconditioning and pre-sale preparation; transport; logistics; full defleet management and outsourced end-of-contract administration. It includes the brands of Manheim SMART Repair, Manheim Inspection Services and Manheim Asset Management.

**Manheim Retail Services:** providing retail marketing support including point-of-sale materials; used car stock locators; online retail portals; professional vehicle photography; sales lead management software and aftersales CRM software. It includes the brands of Portfolio, Carmony, e-GoodManners and Real Time Communications.

## **For further information, please contact:**

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