



9<sup>th</sup> July 2010

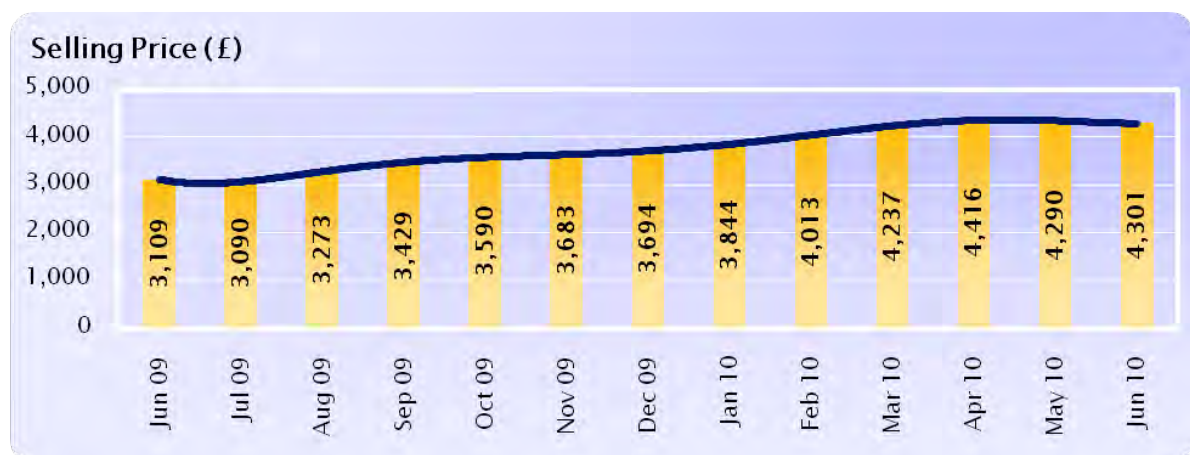
**Wholesale used van values stabilise in June, reports Manheim Remarketing**

[Manheim](#) Remarketing's latest monthly Market Analysis for Vans reports that at £4,301, average wholesale used van prices rose in June by just 0.3% (£11) compared with the previous month. Average prices have now risen in 10 of the last 11 months. Compared with June 2009 average wholesale used van prices are actually up by 38.3% (£1,192) following a reduction in average age of three months and despite an increase in average mileage of 3,726 miles to 71,491.

Examples of the increases in average month-on-month values in June include Large Panel Vans greater than 3.0t up by 2.5% (£108 to £4,461), Buses up by 14.6% (£833 to £6,532) and Boxes & Lutons up by 9.9% (£551 to £6,109). Examples in falls in average values include Car Derived Vans down by 7.3% (£220 to £2,772), Small Panel Vans down by 0.6% (£27 to £4,596), Large Panel Vans less than 3.0t down by 1.7% (£68 to £4,014) and 4x4s down by 8.8% (£664 to £6,846).

James Davis, General Manager, Commercial Vehicles, Manheim Auctions said: "Care must be taken when looking at this month's headline rise. As conversion rates have hardened due to both seasonality and an increase in supply the contribution made by the smaller, and arguably more desirable, volume segments has driven this overall increase in average sale price. With so much duplicate stock and a fall in enquiries and retail sales, trade buyers will prefer not to tie up their cash in vans that need reconditioning for retail. Consequently these buyers are being selective and picking the cleanest stock to fulfil orders or fill gaps on their forecourts."

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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. Winner of 14 industry awards for both service and performance excellence since 2005, including Best Remarketing Company four years in a row, Manheim handles nearly 10 million used vehicles worldwide, facilitating transactions representing more than \$50 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 dealer websites, used car stock locators, professional vehicle photography, showroom systems, sales lead management software and innovative aftersales customer contact systems. It includes the brands of Manheim Retail Marketing (formerly Portfolio), Manheim Lead Management (formerly e-GoodManners) and Manheim Aftersales Solutions (formerly RTC) and Carmony.co.uk.

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