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CONTACT: Lois Rossi
Sr. Director, Corporate Communications
(678) 645-2028

MANHEIM FINANCIAL SERVICES GROWING, SEEKING SPECIALTY DEALERS TO FINANCE

MAFS Provides Specialty Dealers Key Financing Benefits Tailored to Niche Markets

ATLANTA – Manheim Financial Services (MAFS), the leading independent auto inventory financing company, is expanding its Specialty division and seeking Specialty dealers in need of financing. The MAFS Specialty division finances Heavy Truck, Motorcycle and RV dealers with tailored floor plan options designed for their unique business needs.

“MAFS understands that Specialty dealers are operating in niche markets with unique financial situations,” said Karen Braddy, general manager, Manheim Specialty. “MAFS offers important customizations to make the financing process easier and more efficient to help Specialty dealers buy and sell more units.”

MAFS’ benefits include competitive rates, 100 percent financing of auction purchase price, personalized customer service and extended terms ranging from 120 to 150 days of financing. MAFS also aids dealers in working capital management and provides administrative services that save time and money.

Two specific financing programs are designed to complement dealers’ inventory financing needs for a wide array of Specialty units:

- **Heavy Truck program:** Class 6, 7 and 8 trucks and vehicles with a Gross Vehicle Weight of 19,501 pounds and above
- **RV/Motorcycle program:** Drivable units, tow-behind campers, trailers, 5th wheel trailers, ATVs and motorcycles

“From our experience, Specialty dealers are extremely strong operators with unique needs that traditional floor plans oftentimes cannot support,” Kathy Decker, group vice president, Manheim Financial Services. “Their detailed knowledge of these niche markets makes them a perfect fit for MAFS. Our goal is work with Specialty dealers to identify ways our finance programs can help them sell more units.”

MAFS offers dealers inventory financing for use at Manheim – both in-lane and online – as well as at most National Auto Auction Association (NAAA) member auctions nationwide. With the flexibility to use MAFS at more than 300 auctions, dealers can easily and quickly find the units they need almost anywhere.

For more information about MAFS, please visit www.usemafs.com or call 1-877-USE-MAFS.

About Manheim Specialty Auctions

Manheim, the world's leading provider of vehicle remarketing services, began hosting Manheim Specialty auctions to meet the growing needs of customers looking for used vehicles other than the traditional automobile. Today, Manheim offers customers access to 73 locations in North America, with 20 dedicated to selling Specialty units including boats, RVs, motorcycles, powersports, medium- to heavy-duty trucks, and construction and agricultural equipment.

By offering services such as full-service reconditioning, electronic condition reports, certification, title management, inspections, vehicle transportation, financing and dealer floor planning, Manheim helps customers realize the full value of their vehicles.

Customers can also take advantage of Mobile Specialty auctions that provide convenient, onsite sales and support at any location in North America. All vehicles are sold “in-lane” or “online” via Manheim Simulcast and OVE.com.

A complete list of Manheim Specialty auction locations can be found at www.manheimspecialtyauctions.com and www.manheimheavytruckauctions.com. For the latest news and information from Manheim Specialty, visit our blogs or follow us on Twitter at @ManheimSpclty.

Headquartered in Atlanta, Manheim is a subsidiary of Cox Enterprises, Inc., a leading communications, media and automotive services company.

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