



# Manheim

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## **MANHEIM LOCATIONS RECEIVE TOP HONORS FROM CUSTOMERS AT NATIONAL AUTO AUCTION ASSOCIATION CONFERENCE**

*Nine Locations Recognized for Delivering Performance Excellence*

**ATLANTA** – Nine Manheim locations across the country were honored for outstanding performance by customers and industry partners at the 63<sup>rd</sup> annual National Auto Auction Association conference last week in Chicago. In addition, two Manheim locations were recognized for serving the remarketing industry for more than four decades.

“I’m extremely proud of our employees and their ongoing commitment to help our customers achieve their goals,” said Nick Peluso, senior vice president of customer management at Manheim. “Our teams work closely with customers to understand their changing business needs and identify solutions that help them succeed. When our customers win, we win. We are honored to be recognized and will continue to build upon this success.”

The following is a summary of the awards presented to Manheim locations at the NAAA conference:

**Chase Auto Finance** announced its 2011 Chase Cup for Auction Excellence award winners, which were determined based on a performance review of 26 of the nation’s best auto auctions from August 2010 through July 2011. The Chase Cup awards recognize exceptional performance in retention, efficiency, expense control, accuracy, sales, operations and service delivery.

- Manheim Atlanta Best National Performance in Custom Finance  
Best Regional Performance, Southeast
- Manheim Baltimore-Washington Best Regional Performance, Northeast
- Manheim Denver Best Regional Performance, Central
- Manheim Pennsylvania Best National Internet Live Auction Penetration
- Manheim Seattle Best National Performance in Lease Returns  
Best National Performance in Prime, Near Prime &  
Direct Finance  
Best Regional Performance, Western

**Kia Motors America** presented its 2011 Auction of the Year award, which is awarded based on a variety of criteria, including reaching percentage goals, retention levels, operations, marketing and condition report writing, among others.

- Manheim Atlanta Auction of the Year

**Wheels Inc.** honored top-performing auctions in each region based on year-to-date Black Book Commercial Vehicle Index, days to pick up, days to post condition reports and days to sell. To qualify for the Wheels Vendor Performance awards, auction partners had to sell Wheels vehicles for the entire Wheels fiscal year and sell 500 units or more.

- Manheim Central Florida Top Regional Vendor, Southeast Region  
(tied for first place with Carolina Auto Auction)
- Manheim Dallas Top Regional Vendor, Western Region
- Manheim Milwaukee Top Regional Vendor, Central Region
- Manheim New Jersey Top Regional Vendor, Eastern Region

Two additional Manheim locations were recognized during the annual NAAA conference for milestone anniversaries. Manheim Lakeland marked its 45<sup>th</sup> anniversary and Manheim Northstar Minnesota celebrated its 40<sup>th</sup> anniversary.

#### **About Manheim** ([www.manheim.com](http://www.manheim.com))

Manheim is the world's leading provider of vehicle remarketing services. Through its 122 worldwide wholesale operating locations, Manheim impacts every stage of a used vehicle's life cycle, helping commercial sellers and automobile dealers maximize the full value of their vehicles. Drawing from its auction transaction volume, Manheim Consulting publishes the annual Used Car Market Report, the definitive source of data for the used car industry. Manheim Consulting offers a wide range of services including custom analytics, business optimization and macro economic analysis.

Manheim is the online vehicle remarketing leader, connecting buyers and sellers to the world's largest, most comprehensive wholesale marketplace through its extensive in-lane and online offerings. Manheim.com receives nearly 900,000 visits each week.

Additionally, Manheim offers services including reconditioning, certification, inspections, dealer financing, title management and marshaling, among others. Through its wide array of services and technologies, industry publications, customer support and educational offerings, Manheim gives its customers maximum control over how they buy and sell vehicles, helping them to conduct business in the most efficient way possible. In 2010, Manheim handled nearly 10 million used vehicles, facilitating transactions worth more than \$50 billion in value.

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

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**Journalist note:** Attached is a photo of the Kia Motors America awards presentation, courtesy of NAAA. Identification (left to right): Charlotte Pyle, president of NAAA; Steve Balco, commercial account manager of Manheim Atlanta; Pete Palmer, general manager of Manheim Atlanta; Jay Cadigan, past president of NAAA and senior market vice president, Florida market at Manheim. For a high-resolution file of the attached photo, please contact Kristen Fraser at [kfraser@brandwarepr.com](mailto:kfraser@brandwarepr.com).