



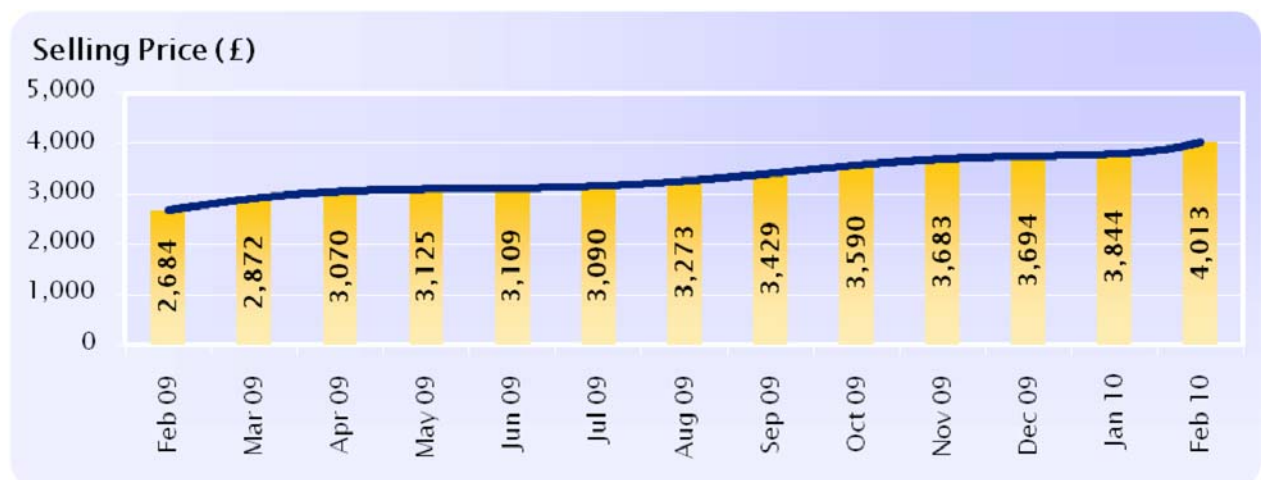
15th March 2010

Manheim Remarketing reports on the rise and rise of wholesale used van prices

[Manheim](#) Remarketing’s latest monthly Market Analysis for Vans reports that at £4,013, average wholesale used van prices increased by 4.4% (£169) in January compared with the previous month. Average values have now increased in all but two of the last thirteen months. Compared with February 2009 average wholesale used van prices are actually up by 49.5% (£1,329) with average age up by two months to 54 months and average mileage 3,771 miles higher at 73,896.

Examples of the increases in average month-on-month values in February include Car Derived Vans up by 9.0% (£241 to £2,919), Small Panel Vans up by 6.8% (£289 to £4,513), Large Panel Vans less than 3.0t up by 5.5% (£198 to £3,775), Large Panel Vans greater than 3.0t up by 1.5% (£61 to £4,130) and 4x4s up by 1.3% (£90 to £6,821). At 54 months, average age in February was down by one month compared with January while average mileage was also lower by 128 miles at 73,896.

Alex Wright, Sales Director, Commercial Vehicles, Manheim Auctions said: “The continued increase in wholesale values has certainly lasted longer than expected and is a clear indication of strong demand and a relative lack of supply especially of young, low mileage vans. These vehicles will remain highly sought after, as extended lead times for delivery of new vans will drive many self employed buyers of new vans into the nearly new, used van arena. In addition, the decision by many fleets to defer placing replacement vehicle orders means that supply is likely to remain short until Q3. No doubt the strength and resilience of the wholesale van market will continue to drive demand and thus used values so I remain positive and upbeat about the wholesale market as the country embarks on slow and steady economic growth.”





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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 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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