

Orlando

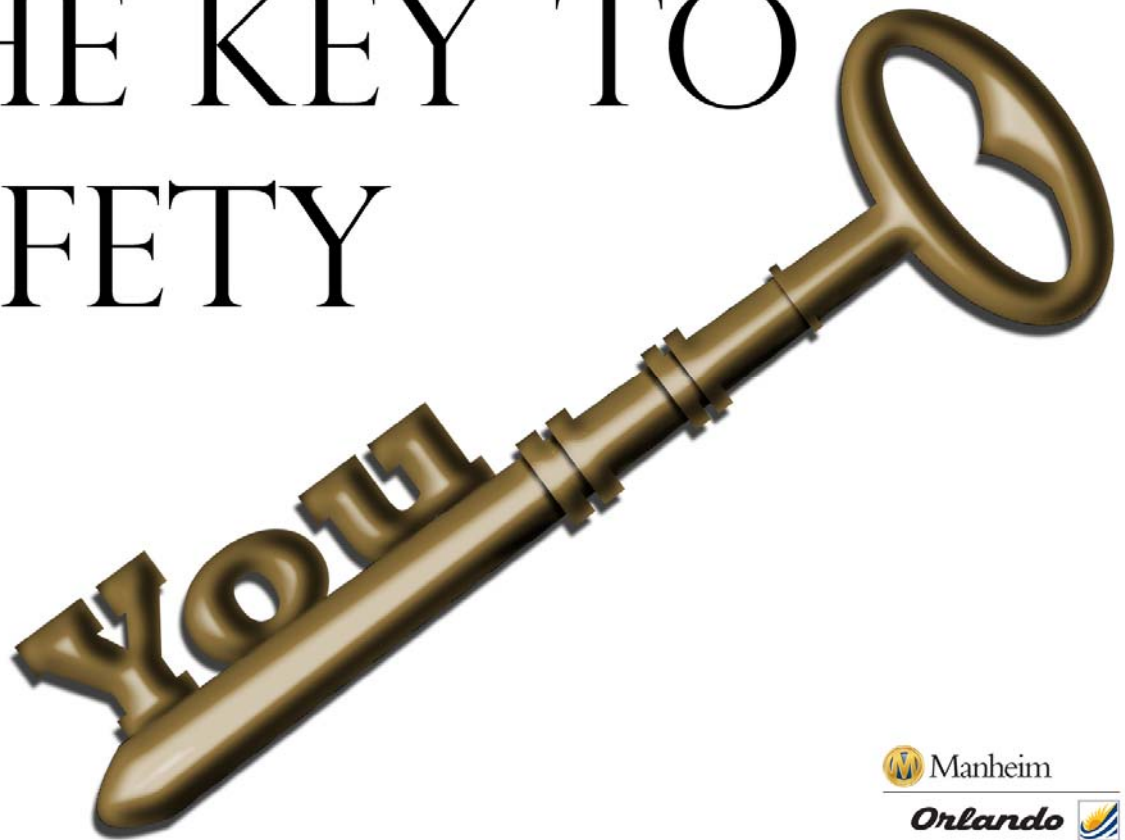


August 2010

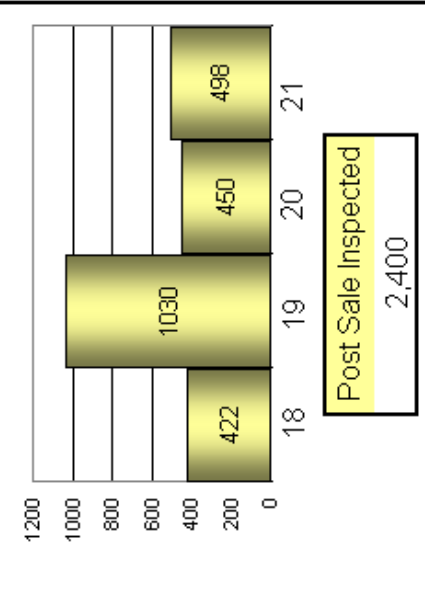
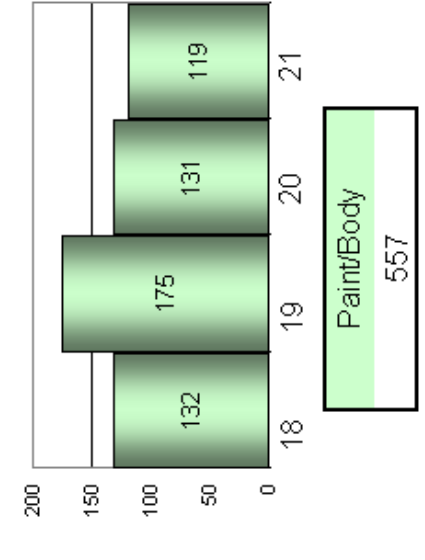
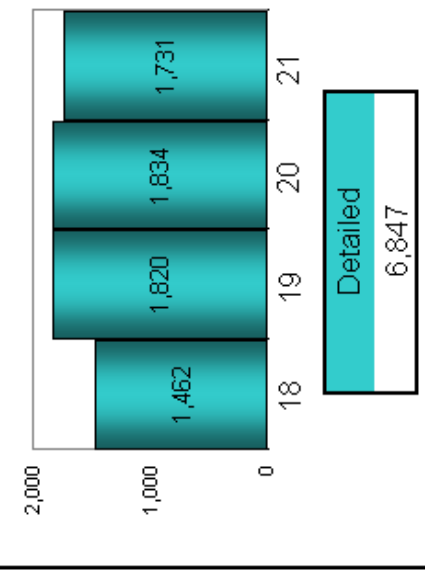
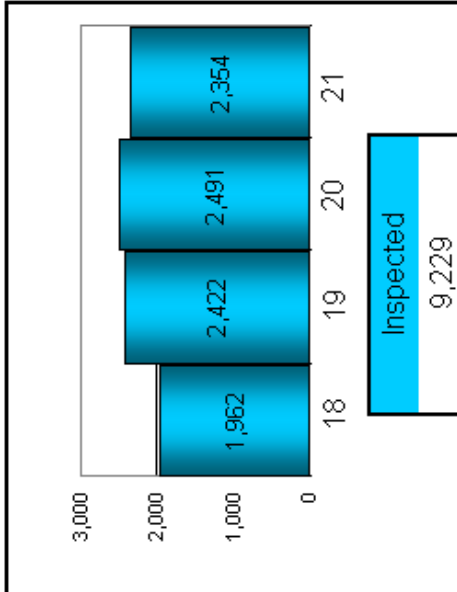
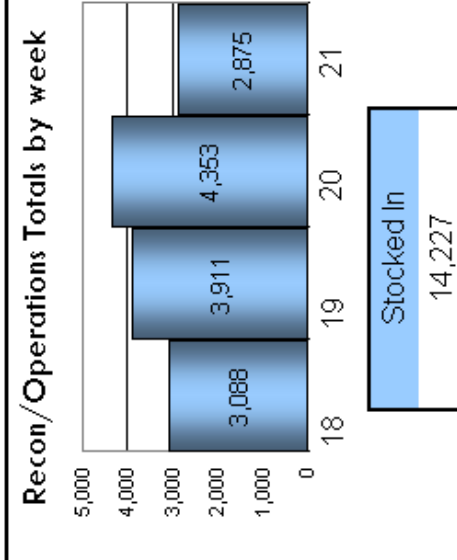
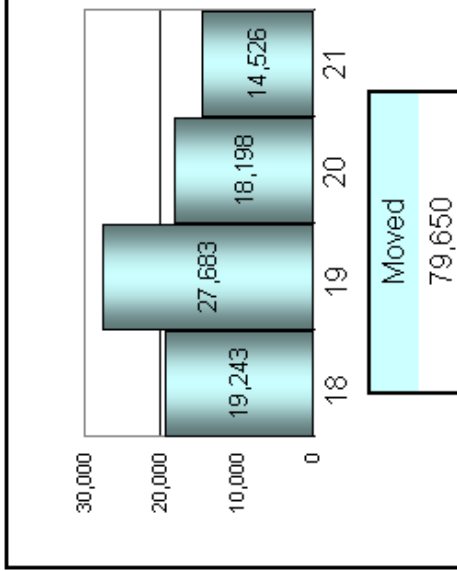
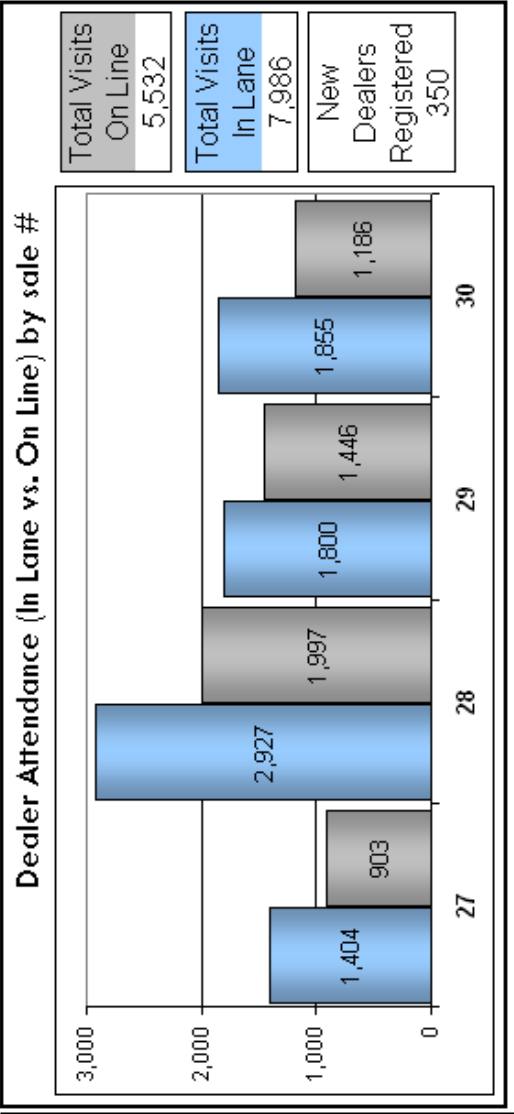
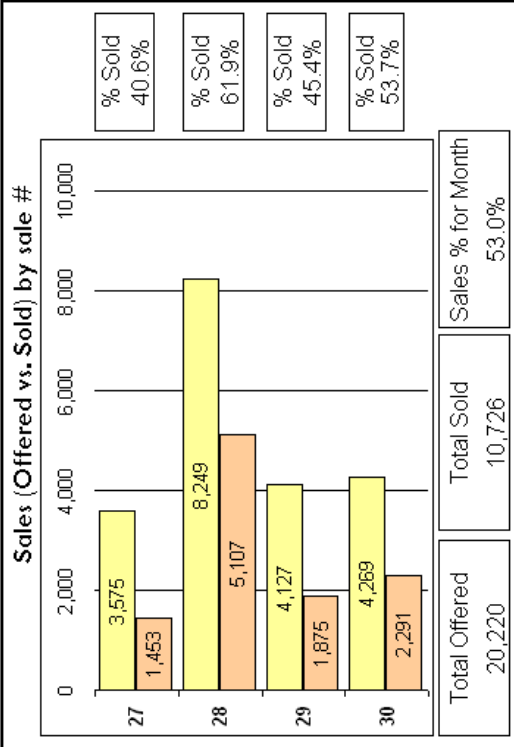
Volume 3 Number 8

Congratulations Manheim Orlando,
we had a winning entry in the June
National Safety Month contest.

THE KEY TO SAFETY



For Manheim Orlando's Employees and Internal Distribution only



Liz's Health Corner by: Liz Schneider (National Accounts Manager)

Millions of us are running low on ENERGY! Our active lives, family, careers, friends, poor diet and lack of rest are breaking us down. Constant stress and poor diet weakens your adrenal glands, which are responsible for many functions in the body, in particular the body's ability to adapt to stress and manage fatigue.

Many things we can do to help energize ourselves, first you start with diet then the dreaded exercise along with supplementation. A number of things can help us along with our energy are:

Vitamin B-5 – helps activate the adrenal glands.

B-Complex – Helps with dealing with stress.

Melatonin – this is known as a sleep hormone and is naturally reoccurring in your body, this aids in helping you fall a sleep.

Green Tea or White Tea – this provides low levels of caffeine.

L-Carnitine – The body uses this for producing energy.

Digestion – using probiotics to help your digestion will make sure your body is using the foods you eat properly for energy and help in digesting properly.

All of these supplements can be found in your local vitamin store, but please before you start on anything new please see your doctor to confirm you are on the right track.

Thanks and talk to you next month!!!!



Announcements

Congratulations to Sandy Garrett, Main Office Titles, on the birth of her first granddaughter Diajah Pilar Martinez (Parents Christina and David Martinez).



Weight 7lbs 2 oz, 19 1/2 inches, born June 15th. Sandy has two grandsons, Dalton (5) and Keyen (3).

Submitted by Tony Caraway (Ops Manager)

Congratulations to the West Orange Girls Club, Ladyhawks 97. They are the 2010 ISA Group "A" State Champs

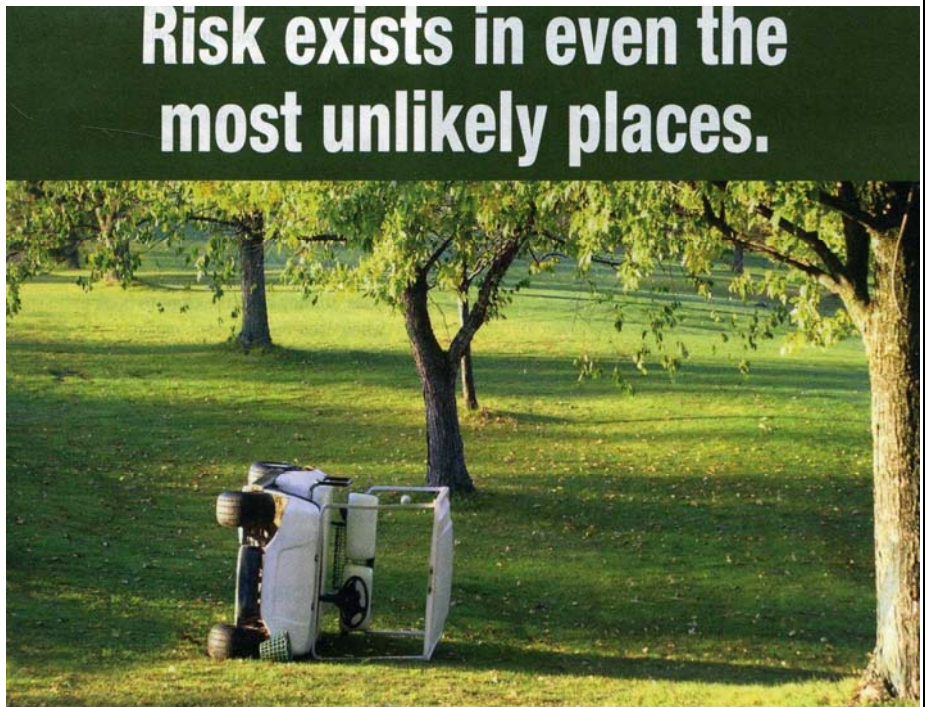


Bottom Row L-R Courtney Cox, Maddie Ryan, Linda Ross, Cassie Brewer, Selena Nunez

Top Row L-R Coach Richard Ross, Gabby Cerra, Jade Caraway, Coach Bobby Brewer, Alexis Silvas, Annalyse Petree, Coach Jeff Nuckoles, Madison Hynes, Kendall Funk

Safety Matters by: John Woodhouse (Safety Manager)

I thought this month would be a great time to remind everyone about golf cart safety. Recently, an employee of an auto auction in Ohio was severely injured. The employee fell off the cart he was driving, and the cart, with a passenger on board, ran over his foot. I know sometimes we take things for granted and don't always follow golf cart safety rules, but accidents can happen and only you can prevent them. Please keep these reminders in mind :

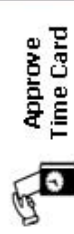


GOLF CART SAFETY REMINDERS

- Before using the golf cart each day, you should check the gas & oil, tire inflation, and if so equipped, check the push bumper to make sure it's secure and the push bar is covered.
- If there are any maintenance problems, you should report the problem immediately to your supervisor/manager or the person designated to repair. **DO NOT** drive a golf cart that has a mechanical problem.
- Only the number of people the cart is designed for may ride; i.e. 2 person golf cart, only 2 people. No one may ride in the back box or stand on the back or sides.
- Keep your feet and legs inside the golf cart when in motion.
- Do not ride with your foot braced on the dash.
- All golf carts should be equipped with bicycle safety flag(s), rearview mirrors, headlights or a flashing beacon if driven at night, and a backing alarm if used to push.
- When the golf cart is parked and left unattended, apply the brake. It is also recommended at the end of the day, you put it in neutral and remove the key.
- At the end of each day, remove all trash from the golf cart.
- No glass containers should be carried out onto the lot or be left in golf carts.
- If your golf cart carries gasoline, it should also be equipped with a fire extinguisher.
- If you are driving a golf cart that has a roll-bar, you will notice the cart is also equipped with a seat belt. You are required to wear the seat belt.
- Obtain appropriate management permission before allowing dealers or other personnel to drive your assigned golf cart.
- Always drive on the main roadways on property – no cross lot driving. Same driving rules apply to golf carts as do vehicles.

August Employee/Training Opportunity Calendar

Mon	Tue	Wed	Thu	Fri
2	3	4	5	6
9	10	11	12	13
16	17	18	19	20
23	24	25	26	27
30	31			





AS400 VCF - Auction Trac
 9am - 12pm
 Approve Time Card
 Payday / Review time card



Excel 2
 9am - 12pm
 IF Office
 Approve Time Card



AS400 VCF - Auction Trac
 9am - 12pm
 Payday / Review time card

AS400 - Auction Trac
 9am - 12pm
 And
 1pm - 4pm


 As400.Link



Fact Finding Tour



Communication Skills
 10am - 3pm
 Lunch Provided



Time Management
 10am - 3pm
 Lunch Provided

To sign up for classes please contact:
 Toni Pennington (toni.pennington@manheim.com) 407-905-8466

AUGUST 2010

*Please be advised that sales and volumes are subject to change/cancellation. Contact auction prior to sale date for confirmation of sale.



MONDAY 2

NATIONAL SIMULCAST EVENT SALE

Starting 11:00am ET
Chrysler Remarketing
500 +/- units/lane 5 & 6
CLOSED SALE
Starting 12:30pm
GM Factory
350 +/- units/lane 1

Sale # **31**
White Badge

MONDAY 9

Sale # **32**
White Badge

MONDAY 16

Sale # **33**
White Badge

CLOSED SALE
Starting 12:30pm
GM Factory
350 +/- units/lane 1 & 2

MONDAY 23

Sale # **34**
White Badge

CLOSED SALE Starting 12:30pm
Chrysler Group LLC
300 +/- units/lane 1
OPEN CINEMA SALE
Starting 2:00pm Enterprise
500 +/- units/ Cafeteria Training Room

MONDAY 30

Sale # **35**
White Badge

CLOSED SALE Starting 12:30pm
GM Factory
350 +/- units/lane 1 & 2
OPEN CINEMA SALE
Starting 2:00pm Enterprise
500 +/- units/ Cafeteria Training Room

TUESDAY 3

CINEMA SALE Starting 8:30am MO's Tows Lane 26
REGULAR SALE Starting 9:00am

Alpha 15 +/- units/lane 3 Dealer Lane 150 +/- units/lane 11 GMAC
Avis 250 +/- units/lane 9 DTAG 200 +/- units/lane 10 GMAC Box Trucks
Chrysler Financial 350 +/- units/lane 1 Enterprise 100 +/- units/lane 7 Hertz

Hyundai Motors 25 +/- units/lane 17
RSA 50 +/- units/lane 3
SE Toyota Finance 625 +/- units/lane 14&15
Wells Fargo 175 +/- units/lane 13

Sale # **31**
Blue Badge

TUESDAY 10

CINEMA SALE Starting 8:30am MO's Tows Lane 26
REGULAR SALE Starting 9:00am

5th 3rd Bank 65 +/- units/lane 3 Dealer Lane 150 +/- units/lane 11 Hyundai/Kia Finance
Alpha 15 +/- units/lane 3 DTAG 200 +/- units/lane 10 Hyundai Motors 150 +/- units/lane 17
Avis 250 +/- units/lane 9 Enterprise 100 +/- units/lane 7 Nissan/Infiniti 150 +/- units/lane 18
BMW 300 +/- units/lane 9 To Be Determined Mercedes 75 +/- units/lane 11
Chase 50 +/- units/lane 9 To Be Determined GMAC 100 +/- units/lane 7 Porsche
Chrysler Financial 350 +/- units/lane 1 Hertz 100 +/- units/lane 7

RSA 50 +/- units/lane 3
SE Toyota Finance 625 +/- units/lane 14&15
Subaru 90 +/- units/lane 18
Toyota/Lexus 300 +/- units/lane 16
US Bank 75 +/- units/lane 3
Wells Fargo 175 +/- units/lane 13

Sale # **32**
Orange Badge

TUESDAY 17

CINEMA SALE Starting 8:30am MO's Tows Lane 26
HONDA SPECIAL SALE EVENT Starting 9:30am 150+ units/Lane 18
REGULAR SALE Starting 9:00am

Alpha 16 +/- units/lane 3 Chrysler Financial 350 +/- units/lane 1 Enterprise
Avis 250 +/- units/lane 9 Dealer Lane 150 +/- units/lane 11 GMAC
Chase 150 +/- units/lane 9 To Be Determined DTAG 200 +/- units/lane 10 Hertz
Hyundai Motors 25 +/- units/lane 17

RSA 65 +/- units/lane 3
SE Toyota Finance 625 +/- units/lane 14&15
Toyota/Lexus 300 +/- units/lane 16
Wells Fargo 150 +/- units/lane 13

Sale # **33**
Green Badge

TUESDAY 24

CINEMA SALE Starting 8:30am MO's Tows Lane 26
REGULAR SALE Starting 9:00am

5th 3rd Bank 65 +/- units/lane 3 Dealer Lane 150 +/- units/lane 11 Hyundai/Kia Finance
Alpha 15 +/- units/lane 3 DTAG 200 +/- units/lane 10 Hertz
Avis 250 +/- units/lane 9 Enterprise 400 +/- units/lane 7 Hyundai Motors
Chrysler Financial 350 +/- units/lane 1 GMAC 75 +/- units/lane 11 Nissan/Infiniti

RSA 75 +/- units/lane 3
SE Toyota Finance 625 +/- units/lane 14&15
US Bank 75 +/- units/lane 3
Wells Fargo 250 +/- units/lane 13

Sale # **34**
Yellow Badge

TUESDAY 31

CINEMA SALE Starting 8:30am MO's Tows Lane 26
REGULAR SALE Starting 9:00am

Alpha 15 +/- units/lane 3 Dealer Lane 150 +/- units/lane 11 GMAC
Avis 250 +/- units/lane 9 DTAG 200 +/- units/lane 10 Hertz
Chrysler Financial 350 +/- units/lane 1 Enterprise 400 +/- units/lane 7 RSA 75 +/- units/lane 11
100 +/- units/lane 7
50 +/- units/lane 3

SE Toyota Finance 625 +/- units/lane 14 & 15
Wells Fargo 250 +/- units/lane 13

Sale # **35**
Yellow Badge

Manheim.com

TOYOTA Financial Services
Friday 8:00pm through Monday 2:00pm

Hertz Direct Online Event
Monday 1:00am - 3:00pm

usbank Early Access Online Event
Monday 1:00am - 3:00pm

avis budget group Monday 1:00pm - 2:00pm

CHASE Monday 1:00pm - 2:00pm

TOYOTA Financial Services
Monday 1:00pm - 2:00pm

WELLS FARGO Friday 4:00pm through Monday 2:00pm

Dealer Thrifty Automotive Group, Inc. Friday 12:00pm through Monday 5:00pm

How to Stay Positive by Lisa Kirk (HR Manager)

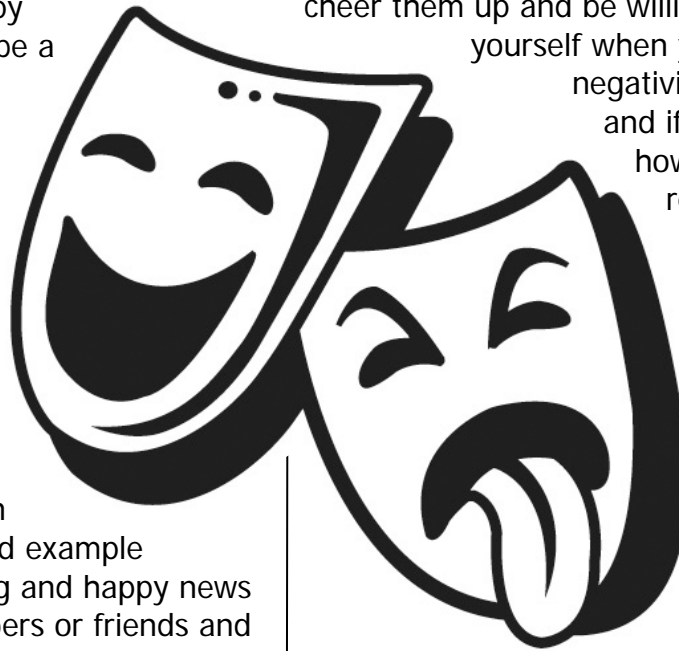
Trying to be positive and happy around miserable people can be a challenge that sometimes deserves an award just for being there. For example, the day you walk into work actually excited about it and feeling good until your coworkers begin talking about how they work too hard for too little, none of you are ever going to get a raise and they are pretty sure you will all be let go soon without warning. Another good example is when you have very exciting and happy news to tell your close family members or friends and once you tell them, expecting joy and happiness from them, they only question your thought process, making you feel bad for ever sharing your news in the first place.

So the next time you encounter an individual or a group of miserable and negative people try these tricks to help you maintain your positive outlook.

1. Hold on to your happy feeling – Remember what you were feeling so good about in the first place or even draw from other things that make you feel good. Really feel the happiness that comes from those thoughts and no one will be able to pop your bubble of positivity that is surrounding you.

2. Appreciate it and turn away – Acknowledge the fact that you have identified their negativity. That act alone means that you can separate between being negative and being positive. Then pivot away from that energy and realize that you are doing something good for yourself, which is not letting in the negative.

3. Turn their negativity into your positivity – Have a sense of humor about it all. Try to



cheer them up and be willing to laugh at yourself when you fail. See their negativity for the silliness it is and if you can show them how silly their worries really are then be happy that you were able to show them that.

4. Feel good that you can see more positive in their lives than they can – The very fact that you can recognize their negatives when they can not, puts you into a different energy vibration altogether. This helps you to see how awesome your positive outlook is and how much better you feel about your life than they do. Relish the feeling of happiness you get and remember the empty feeling of negativity that they have which comes with their outlook.

5. Stop it in its tracks – If you have to be in the situation and hang out with someone who is being miserable then do not let the parade of negativity continue. Let them know that you have a different outlook on the subject they are talking about. You can try to tell them your view point and how what they are talking about is not as bad as it seems but if they do not want to see any good in it, believe me they won't, and it will just heat up their point of view. So tell them bluntly that you would rather talk about something else or nothing at all if they continue with their rant. In most cases this should work and may even take them out of their negativity long enough to help them feel good.

Source - Kari Farmer - EzineArticles.com Expert Author

A letter from Allan Wilwayco



To all Manheim Orlando employees:

I'd like to extend a huge "thank you" and "congratulations" to all Manheim Orlando team members. Through your hard work and dedication, we exceeded expectations for a successful 38th Anniversary sale!

Overall, we had a fantastic sale. The entire sale ran very smoothly. We had lots of dealers, both online and present, lots of cars and our customer service was top notch. I received many compliments from dealers on the sale and friendliness of our people. We ran 8,349 cars and sold 5,170. Thank you for your efforts and the teamwork you displayed. Everyone contributes to Manheim Orlando's success!

We must continue to work hard and provide exceptional customer service to bring in more customers and more vehicles.

Again, thank you for contributing to Manheim Orlando's success!

Sincerely,

A handwritten signature in black ink that reads 'Allan Wilwayco'.

Allan Wilwayco

General Manager

Self Defense by: Toni Pennington (HR)

Ming Yao from Manheim Corporate Security led a Women's Self Defense Seminar on Friday July 23rd. Ming gave very interesting statistics including:



The statistics indicate that every hour, somewhere in the United States, the following will happen:

- 900 Thefts
- 189 Violent Crimes
- 124 Assaults
- 66 Robberies
- 24 Sexual Assaults
- 12 Rapes
- 2 Murders

Women who are 21 years old have a 1 in 4 chance of experiencing a violent crime in her lifetime. To help avoid becoming a victim Mr. Yao gave sound advice including:

- Always be aware of your surroundings
- Stay to well lit areas, avoid walking next to bushes or alleys.
- Keep your head up, swing your arms, stand straight up.
- As soon as you get into your car lock the doors and leave.
- If you are parked next to a big van, enter your car from the passenger door.
- Always use the elevator instead of the stairs,

if there is someone on the elevator invent an excuse to take the next one.

- If your car breaks down use your cell phone to call for help and then leave it. Get into the bushes nearby or go to a shopping mall. Do not stay in the car.

Mr. Yao also covered some basic self defense



moves. One such move is called "Breaking the list grab".

Breaking the wrist grab:

- Step 1: When an attacker grabs your wrist with one hand, plant your feet
- Step 2: Pull your hand down forcibly where the thumb and fingers meet.
- Step 3: Twist your torso away from the attacker's arm to avoid injury.
- Step 4: Run away.

We had about 30 women in attendance and thought the class was very informative. We plan on having another class in the near future so keep an eye out for the date. Your safety here and at home are very important.

Fun and Games by: Toni Pennington (HR)

Fun and Games was done by the Safety Committee and was a “race of the minds” in a *two-minutes to win it* fashion. There were two rounds.

During round one each team had to come up with a safety themed word for each letter of the alphabet. The winners of the first round faced off and had to do the Smith System number game. In this game, the numbers 1 through 50 are scattered around a page and you have to connect them all in order.

There was a tie because number 46 was accidentally cut off when it was blown up (Oops!). The prizes were 4 weather radios and cash prizes.





Manheim

Orlando



11801 West Colonial Drive
Ocoee, FL 34761

Phone: 407-656-6200

Phone: 877-888-FAAO

Fax: 407-656-7846

www.faa.com

For Employees, By Employees

Our goal is to increase employee involvement at Manheim Orlando by informing everyone about what is happening here and the activities we are involved in. We believe knowledgeable employees can help to shape and guide the continued growth of Manheim Orlando as a place to work, do business, and be a responsible member of the communities in which we operate.

If you would like to submit an article or announcement to the Point of View, please drop it by the Point of View box located in the HR Department or email freddy.clark@manheim.com or toni.pennington@manheim.com.

One more thing, please share these copies of the Point of View with your co-workers. We can save trees by sharing!

To all Manheim Orlando Employees,

*Happy 38th
anniversary*

*Manheim Orlando!
Thanks for all you do.*

Alan Wilgus

For Manheim Orlando's Employees and Internal Distribution only