



July 2010

Volume 3 Number 7

Honest Abe  
visits  
Manheim  
Orlando,  
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Get ready for  
Hurricane  
season.  
Find out how,  
page 5.

## JUNE STATISTICS

SALE # <b>22</b>	Monday Sale			Tuesday Sale		
	# Offered	# Sold	Sale %	# Offered	# Sold	Sale %
			0.0%	3,038	1,238	40.8%
P.S.I	Dealer Attendance			Dealer Attendance		
	In Lane	On Line	Total	In Lane	On Line	Total
335			0	1,356	895	2,251

OPERATIONS	
Week Ending: 6/05/10	
Vehicles Moved:	12,328
Stocked In	3,854
Inspected	2,501
Detailed	1,471
Paint/Body	177

SALE # <b>23</b>	Monday Sale			Tuesday Sale		
	# Offered	# Sold	Sale %	# Offered	# Sold	Sale %
	556	461	82.9%	5,349	2,965	55.4%
P.S.I	Dealer Attendance			Dealer Attendance		
	In Lane	On Line	Total	In Lane	On Line	Total
704	166	454	620	2,025	1,234	3,259

OPERATIONS	
Week Ending: 6/12/10	
Vehicles Moved:	20,771
Stocked In	2,854
Inspected	2,005
Detailed	2,121
Paint/Body	146

SALE # <b>24</b>	Monday Sale			Tuesday Sale		
	# Offered	# Sold	Sale %	# Offered	# Sold	Sale %
	310	177	57.1%	5,280	2,453	46.5%
P.S.I	Dealer Attendance			Dealer Attendance		
	In Lane	On Line	Total	In Lane	On Line	Total
524	146	310	456	1,823	1,035	2,858

OPERATIONS	
Week Ending: 6/19/10	
Vehicles Moved:	20,188
Stocked In	4,068
Inspected	2,568
Detailed	2,147
Paint/Body	153

SALE # <b>25</b>	Monday Sale			Tuesday Sale		
	# Offered	# Sold	Sale %	# Offered	# Sold	Sale %
	417	325	77.9%	4,973	2,372	47.7%
P.S.I	Dealer Attendance			Dealer Attendance		
	In Lane	On Line	Total	In Lane	On Line	Total
524	669	498	1167	1,255	914	2,169

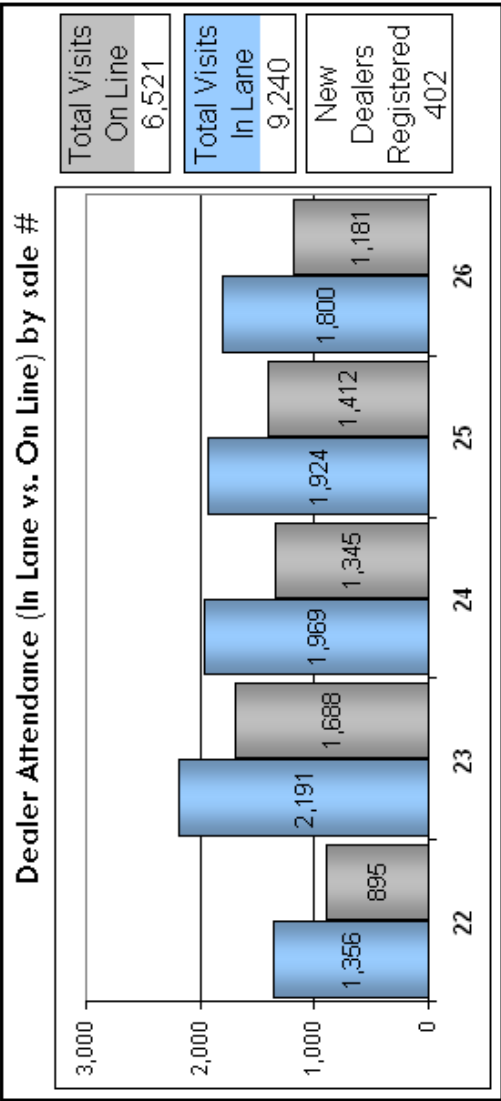
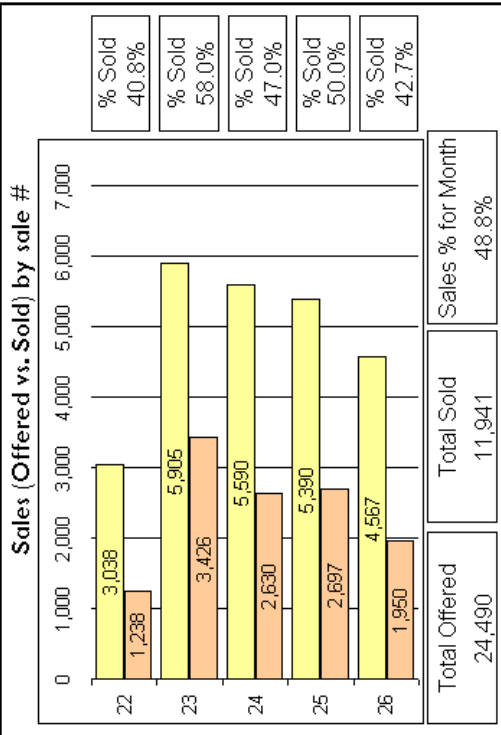
OPERATIONS	
Week Ending: 6/26/10	
Vehicles Moved:	17,253
Stocked In	3,836
Inspected	2,265
Detailed	2,188
Paint/Body	161

SALE # <b>26</b>	Monday Sale			Tuesday Sale		
	# Offered	# Sold	Sale %	# Offered	# Sold	Sale %
	30	30	100.0%	4,537	1,920	42.3%
P.S.I	Dealer Attendance			Dealer Attendance		
	In Lane	On Line	Total	In Lane	On Line	Total
474			0	1,800	1,181	2,981

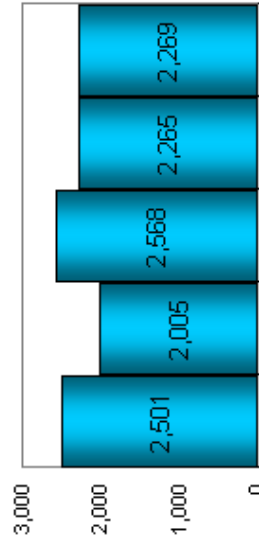
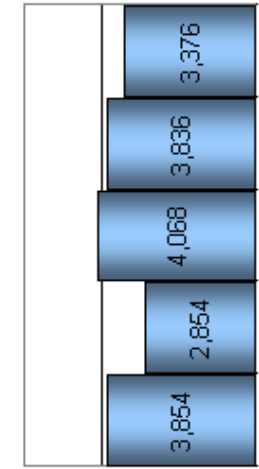
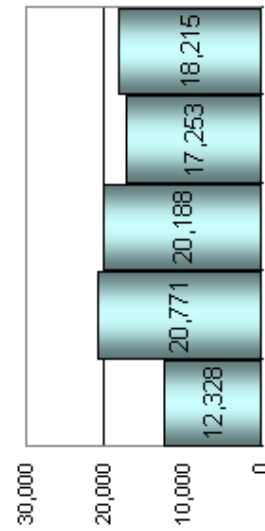
OPERATIONS	
Week Ending: 7/03/10	
Vehicles Moved:	18,215
Stocked In	3,376
Inspected	2,269
Detailed	1,932
Paint/Body	144

Perfect Lanes by week	
Week /	Lanes
23 /	1, 2, 3, 4, 5, 6, 11, 12, 15
24 /	3, 4, 5, 9, 11, 12, 15, 20, 31
25 /	1, 2, 4, 5, 9, 11, 12, 13, 14, 17, 19, 20, 22
26 /	1, 2, 4, 5, 7, 11, 12, 15, 16, 18, 20, 31
27 /	1, 2, 3, 4, 5, 6, 9, 12, 15, 16, 17

Putting vehicles in park while in the arena is at 95.2% compliance. With just a little work, we will see more perfect lanes on the list every week.



### Recon/Operations Totals by week



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

Cross Training is an important element for your physical fitness program.

What is cross training? Cross training is an answer to any exercise rut. Simply combine the trio of fitness staples – aerobics, strength training and flexibility to your weekly workouts and you will be cross training.

Aerobics is any sports that raises and sustains your heart rate. Think running, swimming or bicycling.

Strength training increases muscle endurance and power, which can be achieved through weight lifting, isometrics, pushups and pull-ups.

Flexibility creates muscle suppleness and expands your range of motion. To gain flexibility try yoga, dance and simple stretching.

Why should you try cross training? Relief from boredom is a major psychological benefit that

will keep you motivated and committed to your fitness regimen. Also by using different muscle groups, your muscles adapt more easily to new activities. In addition, alternating muscle groups helps you avoid overuse injuries. Good cross training leaves no muscle group behind.

So try out a new muscle group you haven't been in touch with for a while and experiment with new sports or form of movements. You will feel and have energy to get you through the day! Have Fun Training.

Talk to you next month.

Liz



## Who Knew? by: Tilly Allmon (OVE)

Did you know that drinking 2 glasses of Gatorade can relieve headache pain almost immediately - without the unpleasant side effects caused by traditional pain relievers?

Did you know that Colgate toothpaste makes an excellent salve for burns?

Cure urinary tract infections with Alka-Seltzer. Just dissolve two tablets in a glass of water and drink it at the onset of the symptoms. Alka-Seltzer begins eliminating urinary tract infections instantly - even though the product was never advertised for this use.

Honey remedy for skin blemishes ... cover the blemish with a dab of honey and place a band aid over it. Honey kills the bacteria, keeps the skin sterile, and speeds healing. Works overnight.

Listerine therapy for toenail fungus. Get rid of unsightly toenail fungus by soaking your toes in

Listerine Mouthwash. The powerful antiseptic leaves your toenails looking healthy again.

Easy eyeglass protection - to prevent the screws in eyeglasses from loosening, apply a small drop of Maybelline Crystal Clear Nail Polish to the threads of the screws before tightening them.

Cleaning liquid that doubles as bug killer - if menacing bees, wasps, hornets, or yellow jackets get in your home and you can't find the insecticide, try a spray of Formula 409. Insects drop to the ground instantly.

Smart splinter remover: Just pour a drop of Elmer's Glue all over the splinter, let dry, and peel the dried glue off the skin. The splinter sticks to the dried glue.

Source: AARP

# Safety Matters by: John Woodhouse (Safety Manager)

## Hurricane Preparation:

Although the official start of hurricane season started June 1st, we are coming up on the peak of the season. The National Oceanic and Atmospheric Administration (NOAA) have predicted there is a 70% chance the following will occur:

- 14 – 23 named storms (top winds of 39mph or greater)
- 8 – 14 hurricanes (winds 74mph or greater)
- 3 – 7 major hurricanes (Cat 3, 4 or 5 with winds 111mph or greater)

If you haven't already made some preparations, here are a few tips:

- Before a disaster strikes, be sure to: prepare a family disaster plan and disaster supply kit, secure your home, have a place to go, and stay aware.
- Determine escape routes from your home and places to meet.
- Select an out-of-state friend or family member as your family's single point of contact in case of emergency.
- Make a plan now for what to do with your pets if you need to evacuate.
- Post emergency telephone numbers by your phones and make sure your children know how and when to call 911.
- Check your insurance coverage – flood damage is not usually covered by homeowners insurance.
- Ensure that your direct deposit information is up-to-date (contact your local benefits coordinator for assistance).
- Use a NOAA weather radio. Remember to replace its battery every six months, as you do with your smoke detectors.
- Take First Aid, CPR and disaster preparedness classes.

For ideas on how to prepare a family disaster plan, supply kit or secure your home, Cox has set up a public website called Cox Alert. It can be accessed by anyone but must be typed in the address bar. It cannot be found through search engines such as Google or Yahoo. The address is **<http://coxalert.com>**. When accessing this site, you will find information and links on just about anything you need to know to protect yourself and your family from natural disasters, man made disasters and acts of terrorism.

In the event a disaster happens, we ask all employees to call their managers, Human Resources, or Safety to let us know you are ok. If you cannot reach anyone please call the following number: **1-877-COX-IMOK (1-877-269-4665)**. This will put you in touch with a Cox Crisis Management operator who will take your information and relay it back to us.

We also ask that all employees update their emergency contact info. If possible, it should include an out-of-state phone number of a family member or friend as well. If your emergency contact is someone that lives near you, chances are they will also be affected and we won't be able to reach them as well.

Please keep in mind. When Hurricane Katrina hit the New Orleans area, they had 2 previous hurricane warnings. The city made all the preparations and put their storm policies in place...but nothing happened. When the third hurricane, Katrina, was heading their way, and the warnings were issued, do you think they really thought it was going to make landfall there?

Visit the following websites for more information on hurricanes:

<http://www.noaa.gov>

<http://www.nws.noaa.gov>

<http://www.weather.com>

<http://www.wftv.com/index.html>

 Manheim

*Orlando* 

**38<sup>TH</sup> ANNIVERSARY**   
**SUMMER OF SPEED**  
**SALE**



**9,500 units**  
**July 13th, 2010 9:00a.m.**

**\$50,000 in Prizes and  
Transportation Assistance!**

Welcome Reception July 12th, 2010 5:00pm - 7:30pm

**Manheim.com**

 Manheim  
*Orlando*   
407-656-6200

11801 West Colonial Drive  
P.O. Box 220  
Ocoee, Florida 34761-0220  
Main: (407)656-6200  
Toll Free: (800) 337-8491

[www.Manheim.com](http://www.Manheim.com) [www.FAAO.com](http://www.FAAO.com)



# JULY 2010

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



## MONDAY 5

Sale # 27 White Badge

**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  
 Avis 300 +/- units/lane 9 DTAG 200 +/- units/lane 10  
 Chrysler Financial 350 +/- units/lane 1 Enterprise 250 +/- units/lane 7

100 +/- units/lane 11  
 10 +/- units/lane 24  
 100 +/- units/lane 10

RSA SE Toyota Finance 625 +/- units/lane 14&15  
 Wells Fargo 200 +/- units/lane 13

## TUESDAY 6

Sale # 27 Blue Badge

## MONDAY 12

Sale # 28 White Badge

### NATIONAL SIMULCAST EVENT SALE Starting 11:00am ET

Chrysler Remarketing 500 +/- units/lanes 1&2  
 HOST LOCATION  
 MANHEIM ORLANDO

### ANNIVERSARY SALE WELCOME RECEPTION 5:00PM - 7:30PM

## TUESDAY 13



EVERY 4 WEEKS  
 Next Sale August 10th

**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  
 Alpha 15 +/- units/lane 3 DTAG 200 +/- units/lane 10  
 Avis 300 +/- units/lane 9 Enterprise 250 +/- units/lane 7  
 BMW 400 +/- units/lane 23 GMAC 100 +/- units/lane 11  
 Chase 50 +/- units/lane 22 Hertz 100 +/- units/lane 10  
 Chrysler Financial 350 +/- units/lane 1

Hyundai Motors 200 +/- units/lane 17  
 Hyundai/Kia Finance 50 +/- units/lane 17  
 Nissan/Infiniti 150 +/- units/lane 18  
 Toyota/Lexus 300 +/- units/lane 24  
 US Bank 40 +/- units/lane 3  
 Wells Fargo 250 +/- units/lane 13

RSA SE Toyota Finance 625 +/- units/lane 14&15  
 Subaru 90 +/- units/lane 16  
 Toyota/Lexus 300 +/- units/lane 16  
 US Bank 65 +/- units/lane 3  
 Wells Fargo 250 +/- units/lane 13

## MONDAY 19

Sale # 29 White Badge

### CLOSED SALE Starting 12:30pm

GM Factory 400 +/- units/lane 1 & 2  
 MAIN PROPERTY

## TUESDAY 20



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

Alpha 15 +/- units/lane 3 Chrysler Financial 350 +/- units/lane 1  
 Avis 300 +/- units/lane 9 Dealer Lane 150 +/- units/lane 11  
 Chase 150 +/- units/lane 22 DTAG 200 +/- units/lane 10

Enterprise 250 +/- units/lane 7  
 GMAC 100 +/- units/lane 11  
 Hertz 100 +/- units/lane 10

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

## MONDAY 26

Sale # 30 White Badge

## TUESDAY 27



**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  
 Alpha 15 +/- units/lane 3 DTAG 200 +/- units/lane 10  
 Avis 300 +/- units/lane 9 Enterprise 250 +/- units/lane 7  
 Chrysler Financial 350 +/- units/lane 1 GMAC 100 +/- units/lane 11

Hertz 100 +/- units/lane 10  
 Hyundai Motors 125 +/- units/lane 17  
 Hyundai/Kia Finance 25 +/- units/lane 17  
 Nissan/Infiniti 150 +/- units/lane 18

RSA SE Toyota Finance 625 +/- units/lane 14&15  
 Toyota/Lexus 300 +/- units/lane 16  
 US Bank 65 +/- units/lane 3  
 Wells Fargo 250 +/- units/lane 13

# Manheim.com

Friday 8:00pm through Monday 2:00pm

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

usbank Friday 3:00pm through Monday 2:00pm

avis budget Early Access Online Event Monday 11:30am - 3:00pm

CHASE Monday 1:00pm - 2:00pm

Friday 4:00pm through Monday 2:00pm

Friday 12:00pm through Monday 5:00pm

# Introduction to AuctionTrac by Freddy Clark (HR)



UserID: guest [Login](#)

Help Desk: 877-512-TRAC (8722)

**System Date**

Sys Date:

**Vehicle Find**

Criteria:

**Recent Searches**

[Show Top 25](#) [Show Top 100](#)

Search Time	Criteria	User	Session
6/17/2010 12:33:20 PM	296194	quest	294800438
6/17/2010 12:33:03 PM	m17049	quest	294800438
6/17/2010 12:10:02 PM	6061866	quest	294810510
6/17/2010 12:08:55 PM	2252493	quest	294810398
6/17/2010 12:08:35 PM	2254293	quest	294810398
6/17/2010 11:46:02 AM	129971	quest	294800438
6/17/2010 11:33:44 AM	1661810	quest	294800438
6/17/2010 11:33:08 AM	6061968	quest	294807287
6/17/2010 11:32:23 AM	6061951	quest	294807287
6/17/2010 11:08:33 AM	1679430	quest	294805138
6/17/2010 11:08:23 AM	287486	quest	294800438
6/17/2010 11:07:40 AM	128868	quest	294800438
6/17/2010 11:07:22 AM	b93422	quest	294800438
6/17/2010 11:07:00 AM	b05911	quest	294800438
6/17/2010 11:06:35 AM	100341	quest	294800438
6/17/2010 11:06:05 AM	602463	quest	294800438
6/17/2010 11:05:46 AM	737040	quest	294800438
6/17/2010 11:05:19 AM	1679188	quest	294800438
6/17/2010 11:04:51 AM	176252	quest	294800438
6/17/2010 10:44:31 AM	7409413	quest	294802850
6/17/2010 10:18:58 AM	176252	quest	294800438
6/17/2010 10:11:18 AM	1679915	quest	294797560
6/17/2010 10:07:41 AM	5646764	quest	294799269
6/17/2010 10:07:12 AM	5645353	quest	294799269
6/17/2010 10:03:09 AM	858603	quest	294798889

AuctionTrac is a powerful web based vehicle tracking system. To begin using AuctionTrac, go to <http://faao.auctiontrac.com> (no www) in your web browser.

You will see the screen above. To search for a unit, enter the VIN (last 6, 8, or full) or WO# in the Vehicle Find - Criteria box and click Find.

**Vehicle Find**

Criteria:

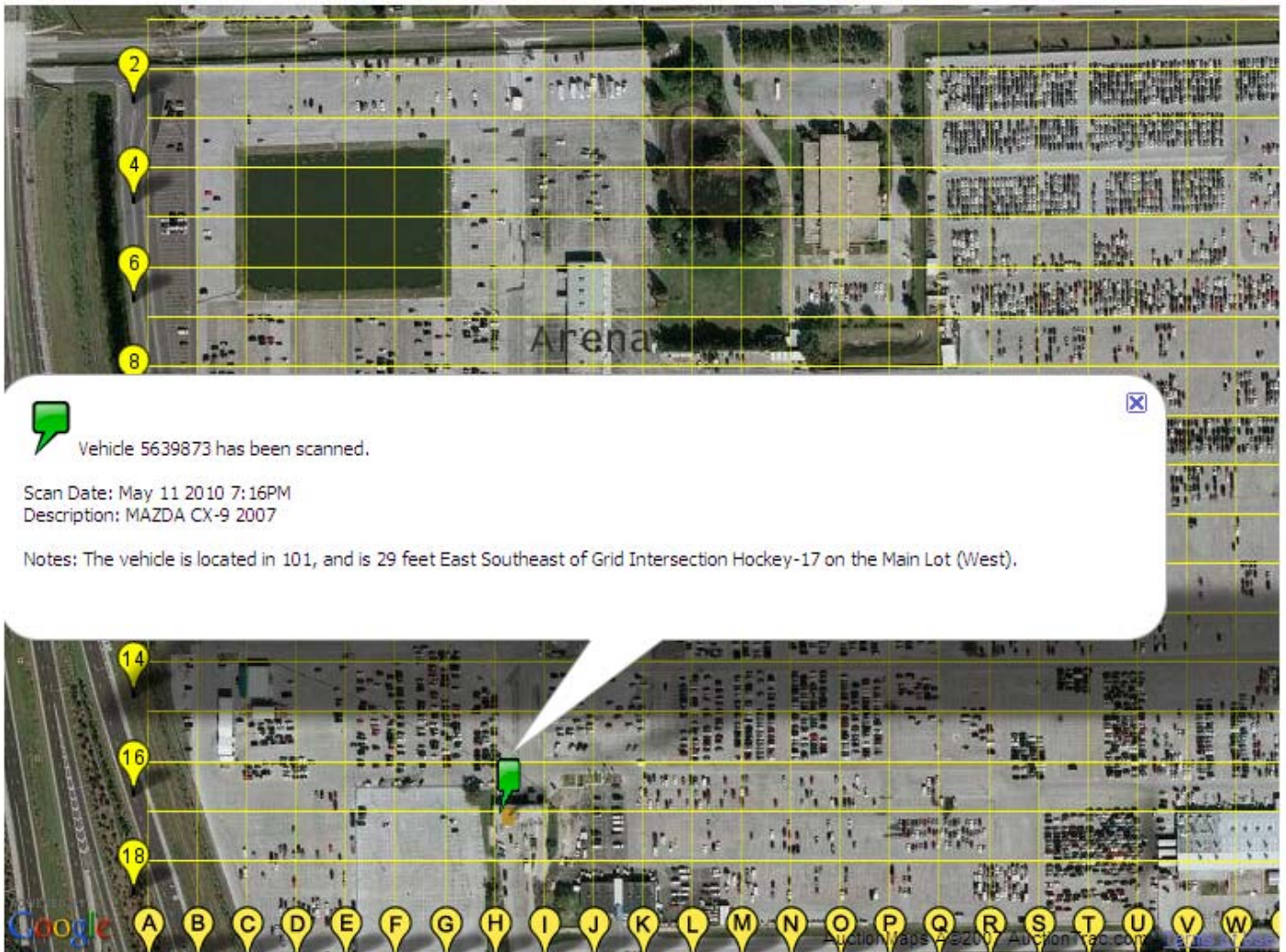
**Search Results**

**Legend:** - VIN Explosion Popup - Vehicle Location Map - No Map Available

VIN	WO #	Stock #	Make	Model	Year Color	GPS Location	Lot Location
<input type="checkbox"/> JM3TB38Y570112233	5639873	2010-19-06-173	MAZDA	CX-9	2007	<a href="#">Click for Map...</a>	101
5GRGN23U57H112233	2238203	0-0-0-0	HUMMER	H2	2007 BLACK	<a href="#">More Info...</a>	
5GRGN23U57H112233	1419978	0-0-0-0	HUMMER	H2	2007	<a href="#">More Info...</a>	
1D4HD58276F112233	5573933	2009-27-4-105	DODGE	DURANGO LTD	2006 SILVER	<a href="#">More Info...</a>	
1HGCM82756A004334	1122331	0-0-0-0	HONDA	ACCORD EX-L	2006	<a href="#">More Info...</a>	

**Total Vehicles: 5**

Your search results will be displayed. Here there is more than one vehicle which matches our criteria. We would need to match the full VIN to be sure we are looking at the correct record. Be aware, if a unit has run multiple times under different WO# you will need to match both VIN and WO#. When you move the mouse over the "Click for Map" link, it will show the scan date for this record. Clicking on the link brings up the next screen.



On this screen you will see an aerial map with a flag indicating the last scan location for this vehicle. By clicking on the flag, you will get a text balloon which gives you more information.

Vehicle History MAZDA CX-9 2007 <a href="#">Create Alert</a> VIN: JM3TB38Y570112233						
Event ID	Description	Tran Date	Resource ID	Resource Name	Location(GPS)	
AT-E-1003-8061	AS/400 Scan (101)	5/11/2010 7:16:35 PM	904500	BEGAN,	<a href="#">Map</a>	
AT-E-1003-8061	AS/400 Scan (030)	5/11/2010 4:52:38 PM	904393	VCONOVER,	<a href="#">Map</a>	
AT-E-1003-8061	AS/400 Scan (029)	5/11/2010 3:36:55 PM	904352	SELDRIDGE,	<a href="#">Map</a>	
AT-E-1003-7423	PSI Receiving	5/11/2010 3:19:48 PM	903213	Allen,Norman	<a href="#">Map</a>	
AT-E-1003-8061	AS/400 Scan (029)	5/11/2010 3:19:10 PM	904442	KSEAY,	<a href="#">Map</a>	
AT-E-1003-8061	AS/400 Scan (006)	5/11/2010 1:21:56 PM	20703	Finney,Dana	<a href="#">Map</a>	
AT-E-1003-1006	Auction Scan Lane 06	5/11/2010 12:15:29 PM	12123	HOLT,LULA		
AT-E-1003-8106	Pre/Post Sale Lane 06	5/11/2010 8:30:29 AM	501615	HARRIS,TAREESE		
AT-E-1003-7009	Vehicle Move Pick Up	5/11/2010 2:34:44 AM	501670	SMITH,STACY	<a href="#">Map</a>	
AT-E-1003-7008	Vehicle Move Drop Off	5/11/2010 2:27:16 AM	501670	SMITH,STACY	<a href="#">Map</a>	
AT-E-1003-8061	AS/400 Scan (104)	5/11/2010 1:43:18 AM	904398	MWITT,	<a href="#">Map</a>	

Below the map, you will see a list of all previous scans for this unit. This allows auction personnel to track where a unit has been and how long it stayed at each location. You can also click the "Map" link to view a map of the previous location.

Hope you find this a helpful and valuable tool. Anyone can use it, you don't need a sign on.

## Who is that man? by: Toni Pennington (HR)

Why, that is Manheim Orlando's very own "Abe Lincoln," the one and only, Steve Boettcher with the Maintenance Department! Steve has been identifiable as an Abe Lincoln look alike for many years and he and his wife participate in Civil War reenactments! But why is he dressed this part in Manheim Orlando's lobby on sale day???

Well, Here's the scoop...

You have probably noticed our MAFS Presidential Campaign figures have recently been re-introduced to our lobby along with banners and other marketing material. MAFS is now back in growth mode and "Abe" was just the right character to help us roll out our new **MAFS Rewards** program, *exclusively for Manheim Orlando MAFS customers!*

The MAFS Rewards program is a campaign designed to encourage new Manheim Orlando MAFS customers use of this valuable floorplan resource. Customers earn points based on the number of vehicles they floorplan through MAFS. These points can be redeemed for a variety of wonderful gifts. They also earn extra points if they buy or sell MAFS units here at Manheim Orlando. The rewards program will run through August 2010 and all points will be redeemable in September.

Steve has been very instrumental in helping us create awareness and emphasizing our new



MAFS Rewards Program. Our customers have enjoyed seeing his character and we want to extend a big Thank You to Steve for his participation in this promotion.

## S.T.A.R.S. School Supply Drive

Manheim Orlando is partnering with the S.T.A.R.S. school supply drive helping Ocoee, Lakeview, and Bridgewater middle schools.

Collection bins will be placed throughout the facilities and collections will be taken from July 1st through July 23rd.

S.T.A.R.S. was organized to coordinate community donations of back-to-school supplies for public elementary school students in need in April, 2003. In 2005 middle and high schools

were added to the list of recipients. A list of basic supplies is compiled from the schools' delegates, purchased and allocated to the schools for distribution to their students. S.T.A.R.S. is an all volunteer organization. There are no salaried or paid positions. 100% of all money collected is dedicated to the S.T.A.R.S. project.





Manheim

Orlando



# ALL EMPLOYEE MEETING

Thursday, July 29<sup>th</sup>  
@ 12 p.m.



*In the Lanes*

*Lunch starts serving at 11:30 a.m.*



**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](mailto:freddy.clark@manheim.com) or [toni.pennington@manheim.com](mailto: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