

*Orlando*



June 2010

Volume 3 Number 6

Find out how to celebrate National Safety Month, page 11.



NATIONAL  
**SAFETY**  
MONTH 2010

Help Manheim Orlando win Manheim's "National Safety Month" contest, page 14.

# MAY STATISTICS

OPERATIONS	
Week Ending: 5/08/10	
Vehicles Moved:	16,640
Stocked In	3,712
Inspected	2,709
Detailed	1,426
Paint/Body	123

OPERATIONS	
Week Ending: 5/15/10	
Vehicles Moved:	18,923
Stocked In	4,032
Inspected	2,239
Detailed	2,236
Paint/Body	191

OPERATIONS	
Week Ending: 5/22/10	
Vehicles Moved:	20,845
Stocked In	3,843
Inspected	2,516
Detailed	2,175
Paint/Body	160

OPERATIONS	
Week Ending: 5/29/10	
Vehicles Moved:	21,405
Stocked In	3,744
Inspected	2,616
Detailed	1,998
Paint/Body	145

SALE # <b>18</b>	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
	391	258	4,771	2,405
				Sale %
				50.4%
		Sale %		
		66.0%		
P.S.I 416	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
	401	523	1,296	888
		Total		Total
		924		2,184

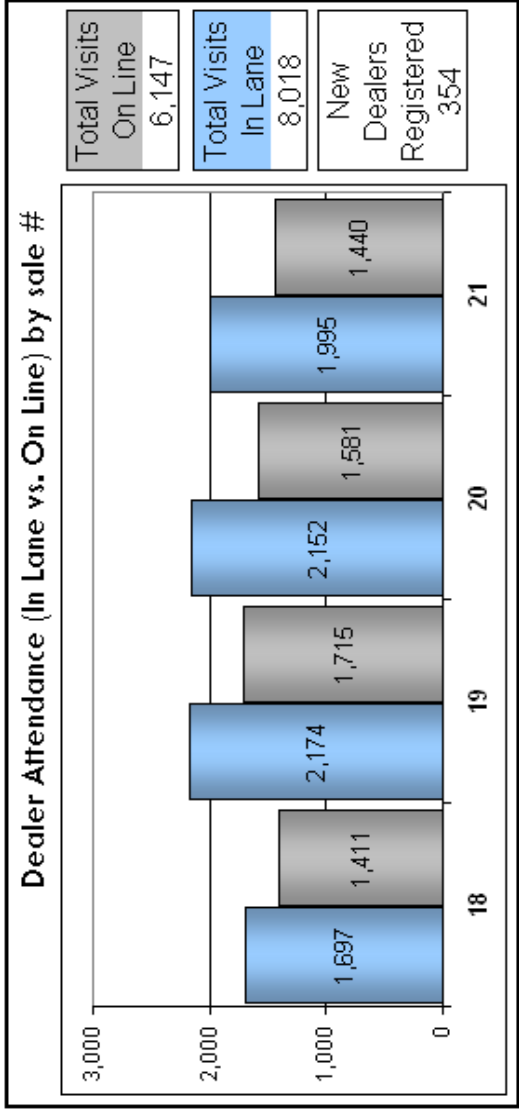
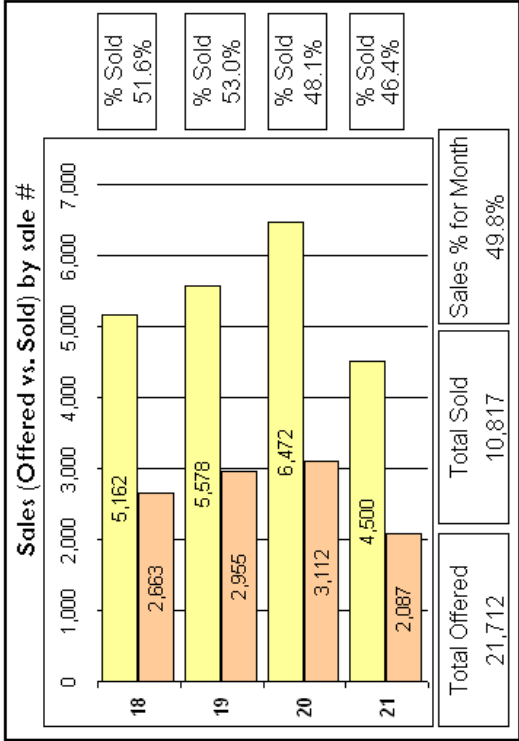
SALE # <b>19</b>	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
	361	244	5,217	2,711
		Sale %		Sale %
		67.6%		52.0%
P.S.I 666	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
	185	506	1,989	1,209
		Total		Total
		691		3,198

SALE # <b>20</b>	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
	640	312	5,832	2,800
		Sale %		Sale %
		48.8%		48.0%
P.S.I 660	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
	144	379	2,008	1,202
		Total		Total
		523		3,210

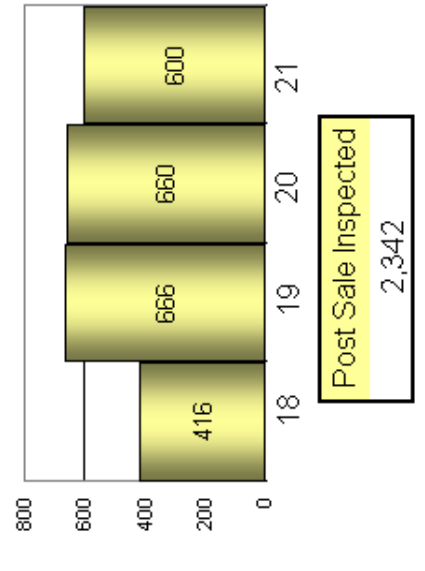
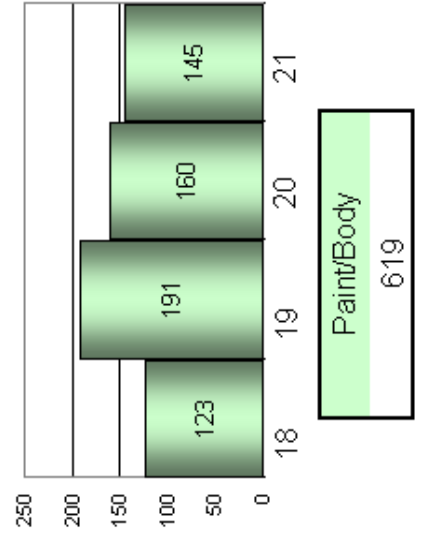
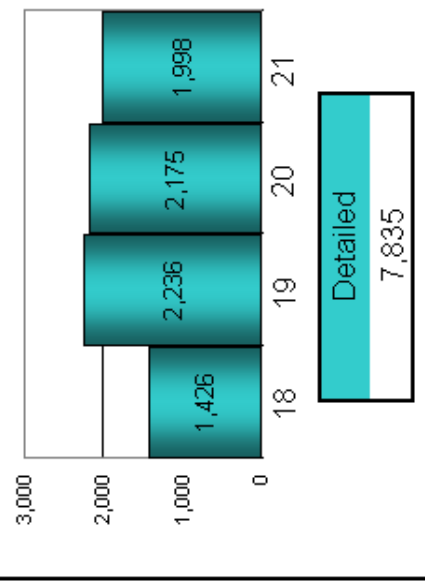
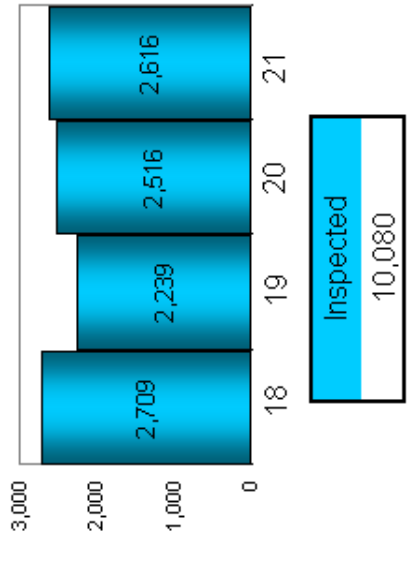
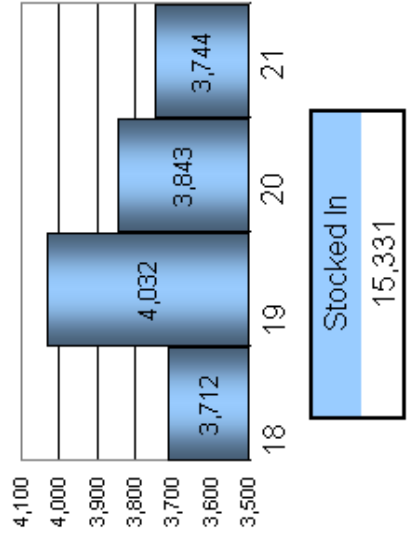
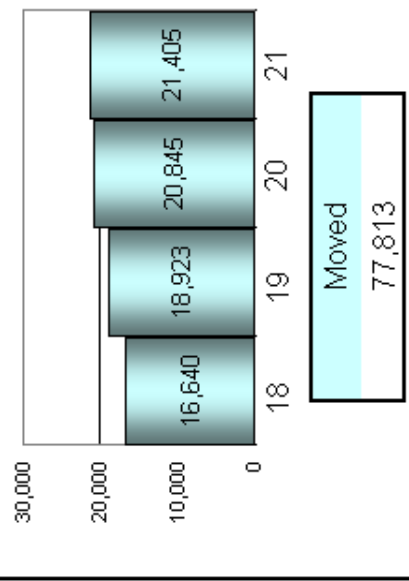
SALE # <b>21</b>	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
	86	86	4,414	2,001
		Sale %		Sale %
		100.0%		45.3%
P.S.I 600	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
	106	413	1,889	1,027
		Total		Total
		519		2,916

Perfect Lanes by week	
Week /	Lanes
14 /	3, 4, 5, 11, 12, 15, 16, 17, 18, 20
15 /	4, 5, 11, 12, 15, 19, 20, 21, 22
16 /	1, 4, 5, 7, 11, 14, 15, 17, 18, 19, 20, 21, 22
17 /	2, 3, 5, 11, 12, 14, 18, 19, 21, 31

We are seeing some excellent numbers in the lanes. Please help us keep Manheim Orlando safe.



### Recon/Operations Totals by week



## Changes at Manheim Orlando by: Joan Pike (AGM)



Denise Milano has accepted the role of Office Manager for Manheim Orlando. Denise joined Manheim Orlando in 1991 as a part time Office Clerk and moved to fulltime in 1993 working in the Main Office and Accounting. Denise

was named Collections Supervisor in 1997 and Collections Manager in 2000. She took on the role of Administration Operations Manager in 2002 overseeing Dealer Registration, Credit & Collections and Onsite Sales/If Office. Denise's new responsibilities will include the Front Office, Dealer Registration, Titles and Block Departments in her new position as Office Manager.



Sharon Carter, MAFS Manager, is adding Credit & Collections to her responsibilities as MAFS Manager. Sharon joined Manheim in 1980 at our Lakeland facility as a Receptionist/Dealer Registration Clerk. She also

has worked at St. Pete and Greater Tampa Bay as a Office Clerk, Office Manager and MAFS Manager. Sharon joined Manheim Orlando in 2001 as our MAFS Manager.

Please join me in congratulating Denise and Sharon on their new roles at Manheim Orlando.

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

Here are five tips for the nutrition and exercise beginner:

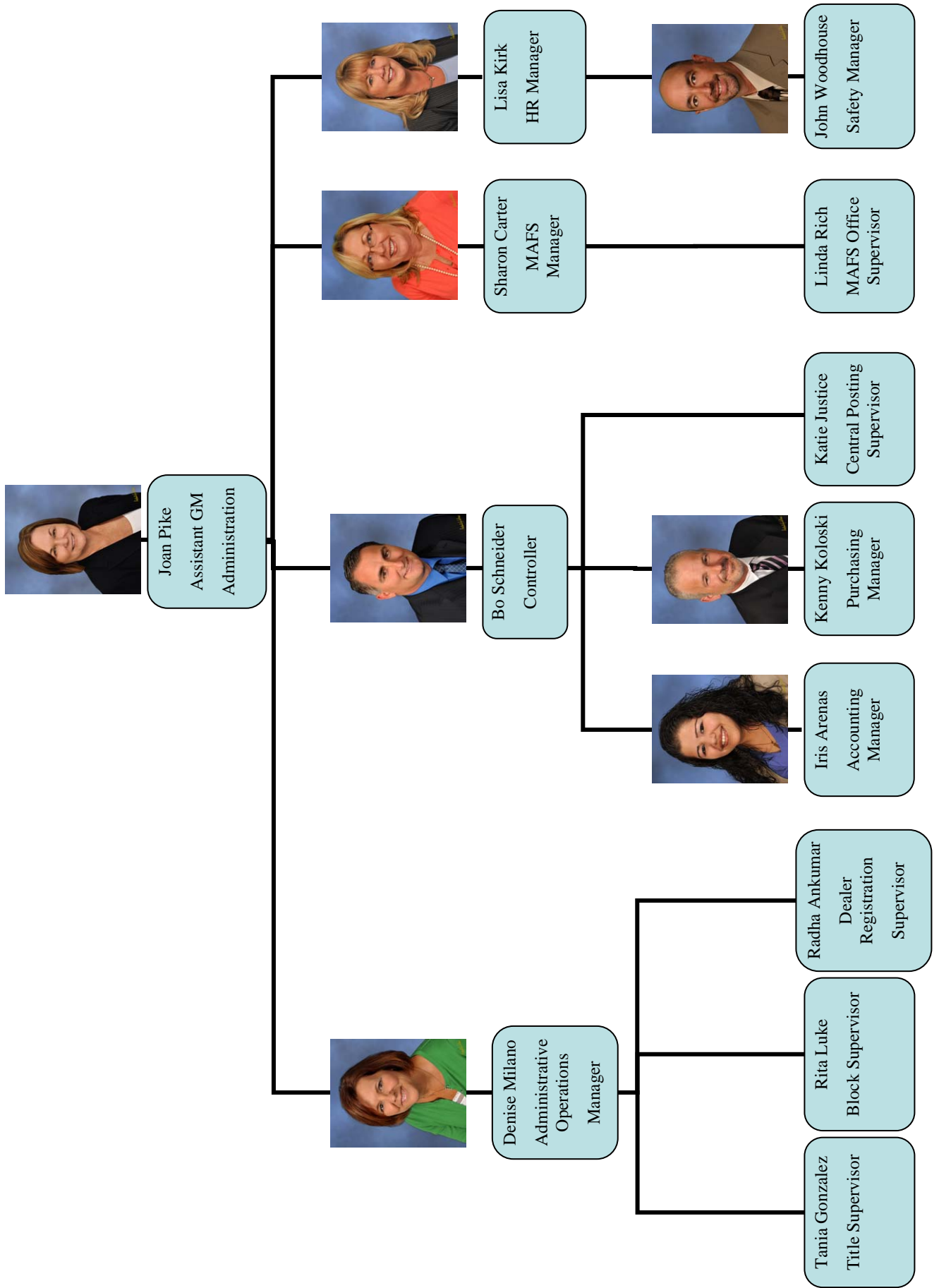
1. Rise and Chow - If you think skipping breakfast will help you shed a few pounds, think again. Not eating a morning meal can actually trick the body into thinking it is starving, which makes it hold on to fat or cause you to eat more during the day.
2. Combine Carbs – If carbohydrate wasn't grown, picked, or harvested, don't eat it. That means shunning refined breads, pastas, cakes and pastries and choosing good carbs like brown rice, sweet potatoes or an apple. And while you eat it, try to never eat a carbohydrate by itself. Simply adding a bit of GOOD fat or lean protein will slow the digestion, steady blood sugar, and keep the body from storing fat.
3. Drink Up – Even if all you did was start drinking water you would likely lose weight. That's because the body needs to be fully hydrated in order to maintain a healthy metabolism.

4. Eat More – If eating more often in order to lose weight sounds too good to be true, listen up. Your body needs calories in order to burn fat. So, to turn your bodies into a fat-burning machine eat small meals throughout the day. Each mini meal should consist of lean protein, good fats, and complex carbs.
5. Get Pumped – my favorite of all.....You've heard that muscle weighs more than fat, but did you know muscle burns more calories? That's right, building lean muscle through weight training cause the body to burn more calories throughout the day. When combined with aerobic exercise, weight training can help you lose more weight.

I hope with these few tips you can safely start a healthier lifestyle.

Talk to you next month.

# Manheim Orlando Administration Organization Chart



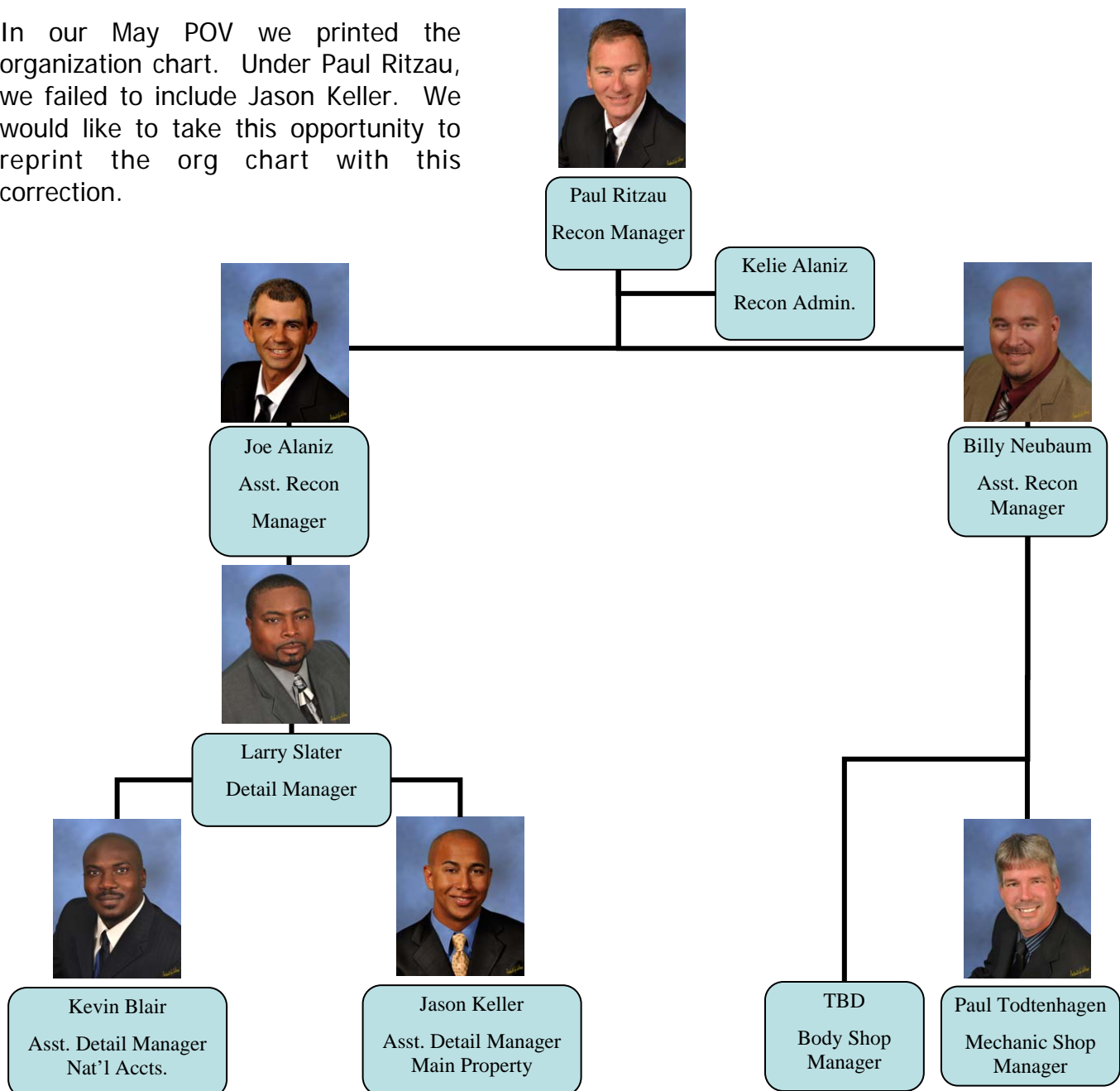
# The Employee Picnic by: Toni Pennington (HR Representative)

The employee picnic held Saturday, May 22nd at Camp Down in Windermere, had an attendance of 1600+ employees and their families. Gus the Camel was there courtesy of Bahia Shiners of Orlando (Keith Yocum, Limo Manager, is a member). The Ocoee Fire Department Truck was there passing out goodies for kids. And everyone was welcome to explore the equipment. Compass Rose Catering catered the event, and the food was wonderful. Especially the grilled corn.

It was a beautiful day and everyone seemed to enjoy all the events from the bounce houses for the kids to the casino for the adults.

## Corrections

In our May POV we printed the organization chart. Under Paul Ritzau, we failed to include Jason Keller. We would like to take this opportunity to reprint the org chart with this correction.



# Safety Rodeo by: Lisa Kirk (HR Manager)

I heard about the Rodeo Limo puts on but had never experienced it. When I approached our Safety Rodeo staging area I realized this was not going to be easy. This was not going to be our typical Safety Meeting. The cones looked very close together. I rode around the first time with Joan Pike and Eugene Fogle listening to all of Eugene's pointers. I was a little worried I would be knocking down a lot of cones. Dave Henry and Eugene take driving safety very seriously. Eugene rode shotgun and Dave scored you from outside. After my turn at the wheel I gained a new respect for the Crew leaders that drive these big vans on a day to day basis. They have to maneuver around the auction in some very tight spots at times. I couldn't have done so well on the course without coaching from Eugene and Dave. The Crew Leaders are not fortunate enough to have them cheering them on and assuring them they are not going to hit anything. It was a lot of fun and something I will never forget. If you



Left to right, Dianne Morgan, Dave Henry, J.C. Cotton, Eugene Fogle, Linda Campbell, Dotty Osley, Mary Binder, Ben Buckner and Franklin Johnson.

ever get a chance to participate, please don't pass it up. It is well worth any embarrassment you may feel.

Safety Committee members, John Woodhouse, Joan Pike, Allan Wilwayco, Lisa Kirk, Dave Henry, Jackie Weierbach, Kay Smith, Ben Buckner, Dotty Osley, John Bolden, Mary Binder, Adam Climer, Keith Yocum, Telida Patterson, JC Cotton, Linda Campbell, Ralph Irizarry, Tony Caraway, Tom Verplank, Gladys Roman, Harold Jaimon, Franklin Johnson, Ray Gunsaulley, Dianne Morgan, Dawn Cox, Frank Quinones, Heather Gilbert, Donna Rivenburg, and Herb Knight.



Dave Henry and Eugene Fogle. Dave and Eugene did a great job setting the course to specific guidelines.



# June Employee/Training Opportunity Calendar



Mon	Tue	Wed	Thu	Fri
	1	2	3	4
		Team Manheim Customer Service 10am-3pm Lunch Provided	Excel 1 9am-12pm IF Office 	AS400 VCF 9am-12pm  As400.Ink Payday / Review time card 
7	8	9	10	11
		SMITH SYSTEM	AS400 - AuctionTrac 9am-12pm And 1pm - 4pm  As400.Ink	AS400 - AuctionTrac 9am-12pm  As400.Ink Approve Time Card 
14	15	16	17	18
Don't forget Father's Day on Sunday June 20th!		Time Management 10am-3pm Lunch Provided 	Fact Finding Tour  Communication Skills 10am-3pm Lunch Provided	Excel 1 9am-12pm IF Office 
21	22	23	24	25
		Communication Skills 10am-3pm Lunch Provided 	Team Manheim Customer Service 10am-3pm Lunch Provided 	Excel 2 9am-12pm IF Office 
28	29	30	Interested in CPR? CPR/AED class will be held this month on the 16th from 12pm to 4pm. 	

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

# JUNE 2010



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

## TUESDAY 1

**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 200 +/- units/lane 9 DTAG 200 +/- units/lane 10  
 Chrysler Financial 325 +/- units/lane 1 Enterprise 150 +/- units/lane 7

GMAC 100 +/- units/lane 11  
 SE Toyota Finance 15 +/- units/lane 24  
 Wells Fargo 50 +/- units/lane 10

Chrysler Remarketing 400 +/- units  
 MAFS Gold Room  
 HOST LOCATION MANHEIM DETROIT.

## THURSDAY 3

**NATIONAL SIMULCAST EVENT SALE Starting 10:00am ET**

Sale # **22**

## MONDAY 7

**CLOSED SALE Starting 12:30pm**

GM  
 500 +/- units/lane 31 & 32  
 MAIN PROPERTY

## TUESDAY 8

**CINEMA SALE Starting 8:30am MO's Tows Lane 26**

**REGULAR SALE Starting 9:00am**

5th 3rd Bank 75 +/- units/lane 3 Dealer Lane 150 +/- units/lane 11  
 Alpha 15 +/- units/lane 3 DTAG 200 +/- units/lane 10  
 Avis 200 +/- units/lane 9 Enterprise 150 +/- units/lane 7  
 Chase 50 +/- units/lane 22 GMAC 100 +/- units/lane 11  
 Chrysler Financial 325 +/- units/lane 1 Hertz 50 +/- units/lane 10



RSA 40 +/- units/lane 3  
 SE Toyota Finance 625 +/- units/lane 14&15  
 Toyota/Lexus 300 +/- units/lane 16  
 US Bank 100 +/- units/lane 21  
 Wells Fargo 275 +/- units/lane 13

Sale # **23**

## MONDAY 14

**CLOSED SALE Starting 12:30pm**

Chrysler Group LLC  
 350 +/- units/lane 1  
 MAIN PROPERTY

## TUESDAY 15

**CINEMA SALE Starting 8:30am MO's Tows Lane 26**

**HONDA SPECIAL SALE EVENT Starting 9:30am 150+ units**

**REGULAR SALE Starting 9:00am**

Avis 200 +/- units/lane 9 Dealer Lane 150 +/- units/lane 11  
 BMW 400 +/- units/lane 23 DTAG 200 +/- units/lane 10  
 Chase 150 +/- units/lane 2 Enterprise 150 +/- units/lane 7  
 Chrysler Financial 325 +/- units/lane 1



Sale # **24**

RSA 40 +/- units/lane 3  
 SE Toyota Finance 625 +/- units/lane 14&15  
 Wells Fargo 13 +/- units/lane 13

## MONDAY 21

**CLOSED SALE Starting 12:30pm**

GM  
 500 +/- units/lane 31 & 32  
 MAIN PROPERTY

## TUESDAY 22

**CINEMA SALE Starting 8:30am MO's Tows Lane 26**

**REGULAR SALE Starting 9:00am**

5th 3rd Bank 75 +/- units/lane 3 DTAG 200 +/- units/lane 10  
 Avis 200 +/- units/lane 9 Enterprise 150 +/- units/lane 7  
 Chrysler Financial 325 +/- units/lane 1 GMAC 100 +/- units/lane 11  
 Dealer Lane 150 +/- units/lane 11 Hertz 50 +/- units/lane 10

Sale # **25**

SE Toyota Finance 625 +/- units/lane 14&15  
 Toyota/Lexus 300 +/- units/lane 16  
 US Bank 100 +/- units/lane 21  
 Wells Fargo 275 +/- units/lane 13

## MONDAY 28

**CINEMA SALE Starting 8:30am MO's Tows Lane 26**

**REGULAR SALE Starting 9:00am**

Avis 250 +/- units/lane 9 DTAG 200 +/- units/lane 10  
 Chrysler Financial 325 +/- units/lane 1 Enterprise 150 +/- units/lane 7  
 Dealer Lane 150 +/- units/lane 11 GMAC 175 +/- units/lane 11

## TUESDAY 29

**CINEMA SALE Starting 8:30am MO's Tows Lane 26**

Avis 250 +/- units/lane 9 DTAG 200 +/- units/lane 10  
 Chrysler Financial 325 +/- units/lane 1 Enterprise 150 +/- units/lane 7  
 Dealer Lane 150 +/- units/lane 11 GMAC 175 +/- units/lane 11

Sale # **26**

SE Toyota Finance 625 +/- units/lane 14&15  
 Wells Fargo 275 +/- units/lane 13



Monday 1:30pm - 3:00pm  
 Bid Sale

Monday 2:30pm - 4:00pm Bi-weekly

Monday 1:30pm - 2:30pm

Monday 1:00pm - 2:00pm

Friday 4:00pm through Monday 2:00pm

Monday 2:00pm - 3:00pm

# New Update to Kiosks by: Denise Milano (Office Manager)

We recently received an upgrade to our Kiosk system. The new programming allows our customers to perform multiple tasks with ease. Such tasks include, bidder badges, easy registration for accounts currently not registered at our location. They are also able to perform make and model searches with specific options such as year and mileage. Drive-outs, purchasing and selling summaries are also available plus much, much more.

We have two kiosks set up for bidder badge only. This allows our customers who only need a bidder badge to get in and out quickly.

The "cross auction feature" helps our customers download their dealership not currently registered at our location. Once the dealership is registered, it will appear in the listings with his/her other stores. This feature eliminates the need for many of our customers to wait in lines for Dealer Registration.

More upgrades are coming and we welcome



them as it makes visiting Manheim a positive experience for our customers.

## Global Pay

Customer service is being enhanced with Global pay. Global pay is a web based application which allows auctions to process payments for each other. The program is real time and items are posted in the AS400 within seconds of the deposit. It also allows payments to be taken for our MAFS customers.

So many times our customers are denied access to the lanes, OVE, Simulcast etc....due to outstanding monies owed to Manheim. With this program any auction is able to receive and deposit the outstanding item (s) so the customer can regain access.

This is another way Manheim is improving customer service!!!!

# Safety Matters

by: John Woodhouse (Safety Manager)

Each June, the National Safety Council (NSC) encourages businesses to get involved and participate in National Safety Month. Each week carries a theme that brings attention to critical safety issues.

## 2010 Dates and Themes:

### Week 1 (June 1 – 6) Prescription Drug Overdose Prevention

Unintentional overdose from over the counter, prescription and illegal drugs is the second leading cause of preventable death in the United States. In a ten year span between 1993 and 2003, there was a 107 percent increase in the unintentional poisoning death rate from overdoses among Americans ages 20 – 64. These poisonings are often due to overdose or misuse of medications such as oxycodone, methadone and hydrocodone, initially prescribed to treat chronic pain.

### Week 2 (June 7 – 13) Teen Driving Safety

Vehicle crashes are the leading cause of death and injury for U.S. teens between the ages of 15 – 19. The death toll is equivalent to about 17 deaths per day for people involved in teen driver crashes. Teen drivers are more likely to be involved in a crash in the first 12 months and 1000 miles of driving. Gradually introducing new drivers to the traffic environment in phases, also known as Graduated Driver Licensing has proven to reduce crash risk and save lives. Parents play a key role in changing this trend. Here is how you can help. The NSC is offering free enrollment in a program called “Alive at 25 Parent Program”. It’s a 2 hour online course that educates parents about the risks teen drivers face. Register for free, June 7 – 13 only, using access code NSM2010. You will have 30 days to complete the course from the date of registration.

### Week 3 (June 14 – 20) Preventing Overexertion at Work and Home

Overexertion is a major cause of the inflammation of joints and ligaments that results from excessive physical effort. Overexertion injuries, mostly sprains and strains, to the back

or spine make up about 40 percent of both on and off the job injuries. Ergonomic training is available to all employees at Manheim University to help reduce these injuries. All you need is your employee ID to access the class thru Manheim Mainstreet. HR is available to help you log on if you have any questions.

### Week 4 (June 21 – 27) Dangers of Cell Phone Use While Driving

Nearly 28 percent of all traffic crashes, or 1.6 million each year, are caused by drivers using their cell phones and texting. Cell phone use has increased dramatically over the past 15 years. According to the National Highway and Traffic Safety Administration (NHTSA), an estimated 11 percent of drivers are talking on their cell phones at any given time. We need to reverse this trend and in some states, it is illegal to use your cell phone while driving. Even if you are not one of the 11 percent using your phone while driving, it’s important to be aware of others who are and to drive defensively.

### Week 5 (June 28 – 30) Summer Safety

It’s great to be outdoors in the summer; but being exposed to hot weather for too long can result in serious health problems. Take precautions to prevent heat-related illnesses and monitor children and the elderly during heat waves. See last months POV Safety Matters article for Heat Stress precautions.

Summer also means more traffic on our roadways. Deaths between motorists and motorcyclists have increased 131 percent between 1998 and 2008. Remember to watch for motorcycles.

For more info on these topics, please visit:

National Safety Council at [www.nsc.org](http://www.nsc.org)  
Centers for Disease Control and Prevention at [www.cdc.gov](http://www.cdc.gov)

Teen Driver Challenge at <http://fsateendrverchallenge.com>  
Florida Dept. of Highway Safety and Motor Vehicles at [www.flhsmv.gov](http://www.flhsmv.gov)

OSHA at [www.osha.gov/SLTC/ergonomics/training.html](http://www.osha.gov/SLTC/ergonomics/training.html)

# Manheim's "National Safety Month" Contest

This June, Manheim will once again participate in National Safety Month, sponsored by the National Safety Council (NSC). In an effort to raise safety awareness and conversation through the creative talents of our employees, a Safety contest will be held during the month of June.

## CONTEST GUIDELINES

### Who May Enter

All U.S. and Canadian operating locations.

### How To Enter

Each operating location will submit one (1) Safety Slogan.

Each operating location will submit one (1) graphic or design to compliment the Safety Slogan

### How it works

Employees brainstorm and work together to develop/create a Safety Slogan and Safety Graphic or design to compliment the slogan. The slogan and graphic/design will represent the shared safety vision (safety theme) of the operating location. Please use available resources through your marketing department, artistic talents of employees, etc.

Employees will finalize their slogans and graphic/design and submit to the department manager by no later than June 15, 2010.

Department managers will meet to decide which one (1) slogan and graphic will be submitted for entry to the contest. (Note: Slogan and design can come from two different departments.)

No later than June 25, 2010, the Safety Manager or HR Manager will submit his/her location's safety slogan and design. Winning entries will be developed into posters.

June 28, 2010 – Panel of key executives/managers will meet to select the top 10 winners (two from each region with one overall TOP winner).

June 30, 2010 – Winners will be announced and slogans and designs will be developed into posters and framed.

July 6-31, 2010, ten framed posters will hang at Manheim headquarters.

### Judging Criteria

Relationship of the slogan and design to the safety practices of the location

Relationship of the slogan and design to safety as a core value at Manheim

Originality and creativity of the slogan and design

### Originality

Safety Slogan and Design must be original and should effectively portray the locations' shared Safety vision (safety theme). Research the final slogan to ensure no copyright issues exist.

Use of company logos in the slogan and design are prohibited. (Place location logo on page at bottom right for identity purposes.)

Don't use common Safety slogans; e.g., *Safety First, Think Safety*, etc.

### Reward/Recognition

Ten winners will be selected (two from each Region)

One entry will be awarded Top Safety Slogan and Design.

Nine entries will be awarded as runners up.

All ten winning entries will be framed and displayed at Manheim's Corporate Headquarters during the month of July.

Each of the ten slogans and designs will be published on Safety at Manheim site.

Top Safety Slogan and Design will be featured in various Cox and Manheim publications.

Electronic versions of the posters will be sent to each location.

## Who To Contact

If you have any questions about the contest rules or guidelines, please contact John Woodhouse (Safety Manager) or Lisa Kirk (HR Manager).

Source: Mainstreet

## Manheim Orlando's Safety Vision

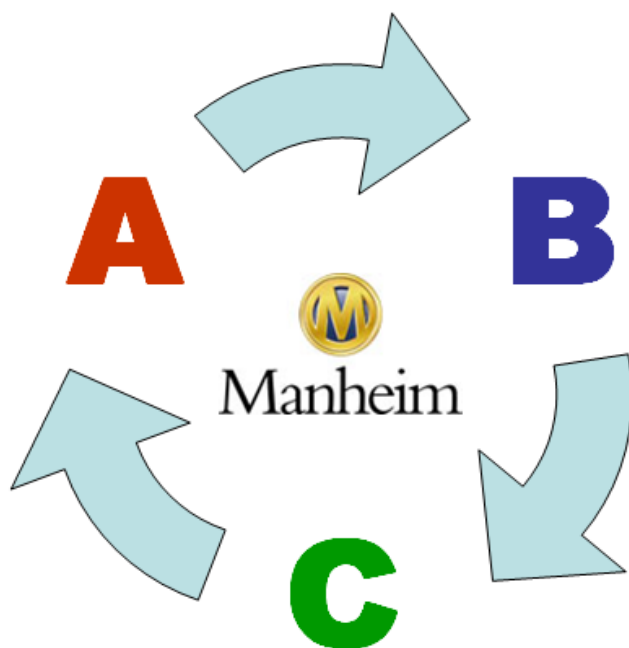
Everyday brings a new challenge and we look forward to learning as much as possible to help those around us. Protecting the health and safety of our employees, guests, and the environment is the primary concern of all of us at Manheim Orlando. Along with everyone's responsibility to maintain this safety culture, our

goals can be met through the development of a comprehensive and effective environmental health and safety plan that endeavors to eliminate unsafe conditions and minimize the impact of hazardous situations. Such a program can benefit Manheim Orlando by reducing illness and injury to employees, preventing property damage, and preserving the environment. Manheim Orlando will make every reasonable effort to promote, create, and maintain a safe and healthful environment. This can only be realized by adherence to basic safety principles, sound management practices, and compliance with applicable federal, state, and local codes, laws, and standards.

## An Early Entry

Denise Milano (Office Manager) forwarded a early submission from Dealer Registration for the contest. Way to go Dealer Reg!

# SAFETY IS AS SIMPLE AS



# **A**LWAYS **B**E **C**AREFUL

# Logging into MyTraining by Freddy Clark (HR)

Ever wonder what training opportunities are available from Manheim? Ever wanted to see what classes you have attended? Looking for some job aids? If you answered yes, then log into Insite and under My Tools click to My Training.

From this screen, there will be a link to log into MyTraining (SumTotal Learning Management Systems).

The procedure for initially logging on to MyTraining:

- User name: Enter your Employee ID
- Password: Enter "Password" (Note: the initial password is "Password" with an upper case P.)



Click Log On.

After you enter this information, the Change Password screen displays.



On the Change Password screen enter three passwords:

- Old password
- New password

- Verification of new password

Click OK.


After entering the requested information, the following screen displays.

If you forget your password, click on the "Forgot your password? [Click here](#)" line.



The Forgotten Password Assistance screen displays. On this screen enter:

- Your user name (Enter your Employee ID)
- Your email address (This is the email address on file in the LMS.)



Click Submit.

Once this information is correctly entered, a temporary password will be sent to your email.

You will be required to change your password after successfully logging on with the temporary one.

The critical element in the password notification process is that your email address must be listed in the LMS. If no email address is present, the notification can not be sent. In this case, please contact [TSolutions@manheim.com](mailto:TSolutions@manheim.com) via email for password reset assistance.

For more information, visit HR and request a copy of the "Getting Started with SumTotal" handbook.

# Summer Safety

H W A I D G C P Z E C X R X J Q D M R U  
F N X A G N W X Y K B Y S D S I N X I Q  
S A S K A E R B T S E R Z S A O R C T W  
E H T Q I K D X B H D E E T I F N I Q T  
S T I I T Y Q Z C Z E N S T B O I J N H  
S N Q L G H V A N F I R S E I N N W X S  
A O I W I U U S M Z I U S T L D V K I A  
L I Y S B G E N Z F A Z C B S Y Y E H R  
G T L U M G H I D H U U M F W V O K O T  
N A O N S Q D T X E R Y K J I F R O Z A  
U R K B D B T E N T R F Y N K E A R A E  
S D D U J P T T S I W S O F S Q X T W H  
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F H R N E L O C M E I G Y O N O J T V G  
E E E H T C D Z Y O G B R H R I K A K S  
M D C R S M R E P E L L E N T M W E H E  
S T C E S N I Z N E E R C S N U S H Y K  
R Y I O A Z D R T C T L F L U I D S I A  
Y D T Z S E O D A N R O T M J Q I T G N  
A J J P E M U J K C R O D E N T S O H S

Construction

Dehydration

Dizziness

Fatigue

First aid

Fluids

Heat exhaustion

Heat rash

Heat stroke

Insects

Lightning

Poison ivy

Repellent

Rest breaks

Rodents

Snakes

Sunburn

Sunglasses

Sunscreen

Thunderstorms

Tornadoes

Wind

By: Freddy Clark



**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,*

**You are the reason  
Manheim Orlando is the  
#1 auction in the  
industry.  
Thank you for all you do.**

A handwritten signature in black ink, appearing to read "Allan Wilgus".

For Manheim Orlando's Employees and Internal Distribution only