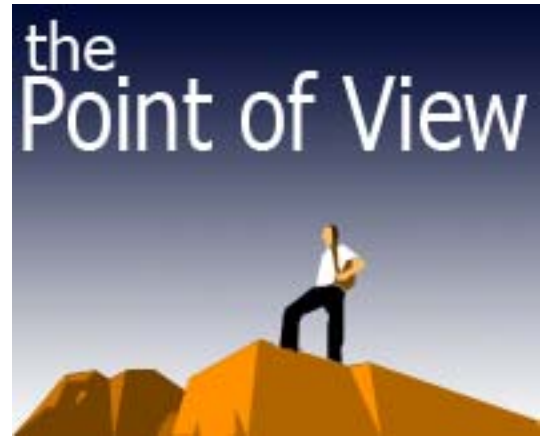




the
Point of View

Orlando



October 2010

Volume 3 Number 10



*October is all
about pink ...*

*October is National Breast
Cancer Awareness Month.
Be sure to wear pink
on October 15th.*

For Manheim Orlando's Employees and Internal Distribution only

SEPTEMBER STATISTICS

OPERATIONS	
Week Ending: 9/11/10	
Vehicles Moved:	16,413
Stocked In	3,778
Inspected	2,517
Detailed	1,536
Paint/Body	160

OPERATIONS	
Week Ending: 9/18/10	
Vehicles Moved:	18,292
Stocked In	3,145
Inspected	2,074
Detailed	2,000
Paint/Body	128

OPERATIONS	
Week Ending: 9/25/10	
Vehicles Moved:	15,029
Stocked In	3,647
Inspected	2,333
Detailed	1,731
Paint/Body	151

OPERATIONS	
Week Ending: 10/2/10	
Vehicles Moved:	16,461
Stocked In	3,188
Inspected	2,193
Detailed	1,611
Paint/Body	143

SALE #	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
36	4,753	2,030	4,753	2,030
	Sale %	Sale %	Sale %	Sale %
	0.0%	42.7%	42.7%	42.7%
P.S.I	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
478	1,616	1,190	1,616	1,190
	Total	Total	Total	Total
	0	2,806	2,806	2,806

SALE #	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
37	786	510	6,066	2,677
	Sale %	Sale %	Sale %	Sale %
	64.9%	44.1%	44.1%	44.1%
P.S.I	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
612	232	530	1,894	1,421
	Total	Total	Total	Total
	762	3,315	3,315	3,315

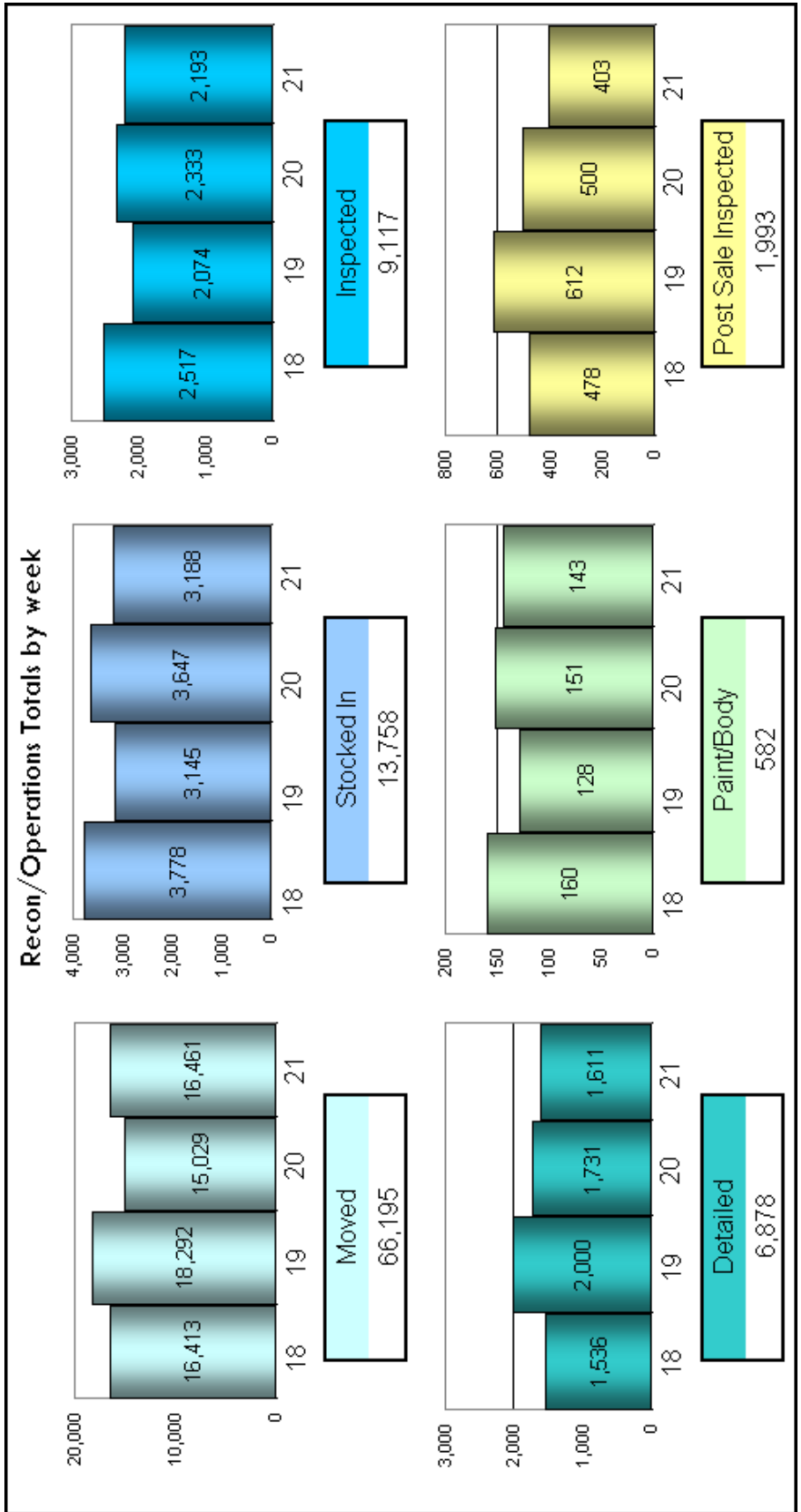
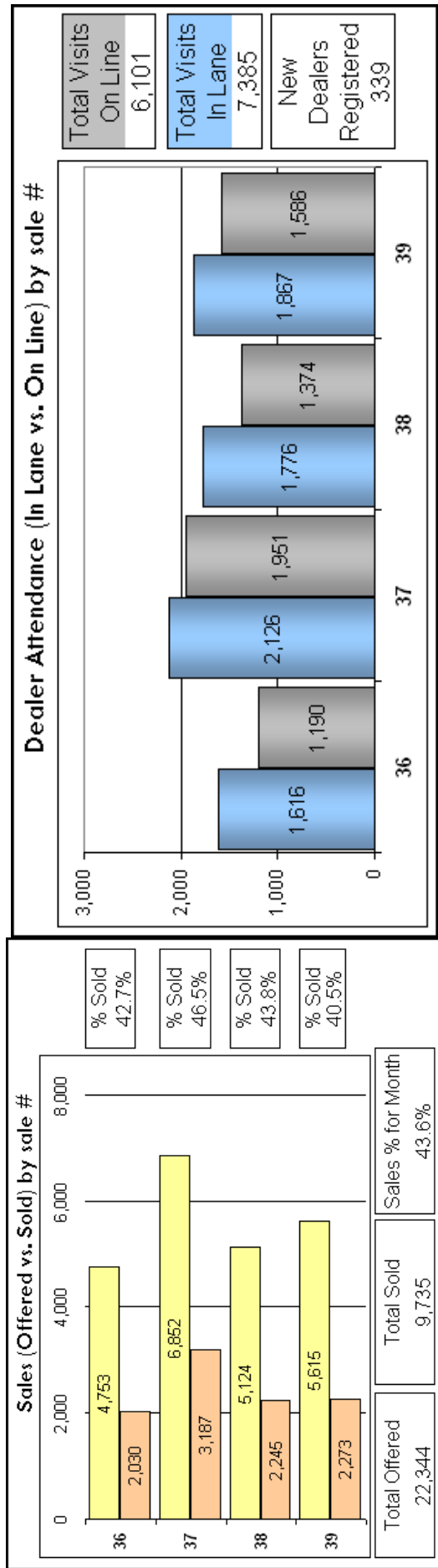
SALE #	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
38	556	344	4,568	1,901
	Sale %	Sale %	Sale %	Sale %
	61.9%	41.6%	41.6%	41.6%
P.S.I	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
500	133	356	1,643	1,018
	Total	Total	Total	Total
	489	2,661	2,661	2,661

SALE #	Monday Sale		Tuesday Sale	
	# Offered	# Sold	# Offered	# Sold
39	411	284	5,204	1,989
	Sale %	Sale %	Sale %	Sale %
	69.1%	38.2%	38.2%	38.2%
P.S.I	Dealer Attendance		Dealer Attendance	
	In Lane	On Line	In Lane	On Line
403	192	466	1,675	1,120
	Total	Total	Total	Total
	658	2,795	2,795	2,795

Perfect Lanes by week

Week /	Lanes
36 /	2, 3, 4, 5, 6, 11, 12, 14, 16, 17, 18, 19, 20
37 /	1, 3, 4, 6, 9, 10, 11, 12, 14, 15, 16, 17, 18, 19, 20, 31, 32
38 /	1, 2, 3, 4, 5, 6, 11, 12, 15, 17, 18, 19, 20, 31
39 /	2, 4, 5, 11, 12, 14, 16, 17, 19, 20, 31

We would like to thank our constant performers, Those lane leaders and drives who's dedication to making Manheim Orlando the safest auction in the industry serves as an example for us all. Thank You!



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

Strong bones, strong body.

Chances are when you hear the phrase "bone and joint health" your mind wanders to those pesky commercials with Sally Fields.

After all, strong bones and joints are only for older women to worry about, right??

Wrong, by the time you're 18 you've already acquired nearly all adult bone mass. Now, as an active woman or man, it's your job to take care of your bones and joints. Bones are like a bank account, as you get older you will be withdrawing from this account. So when you are young you need to keep as much in the account as possible. Here's how to keep your bones and joints from going bankrupt – at any age.

Perform weight bearing exercises – your bones belong in the gym. Weight bearing exercise such



as running, jumping and strength training are the best types of physical activity for bone health. Next take a steady and slow approach to fat loss – crash diets wreak havoc on your bone and joint health. Proper nutrition is very important to your bones. Always remember to train your whole body – It's tempting to focus on your problem areas, but the best way to prevent injuries (in the near and distant future) and reduce fat is to go for the whole

body approach. Strengthening your core and back will stabilize your spine.

Now last but not least supplements are also important, Calcium, Vitamin D, Protein and Omega 3's are crucial to bone health. There is a supplement that helps tremendously with joints and it's called Move Free or Osteo-Bi Flex. You can buy this product at any Walgreens, CVS or Target stores.

Breast Cancer Awareness Month excerpt from CBS News

Breast cancer continues to take a heavy toll on American women, 26 years after health advocates named October National Breast Awareness Month.

Just how big a toll? In 2006, 191,410 women were diagnosed with breast cancer, and 40,820 women died, according to the latest statistics from the Centers for Disease Control and Prevention.

Breast cancer is the second most common cancer in women, after non-melanoma skin cancer.

But the news isn't all bad. In fact, women are living longer than ever after a diagnosis.

"There has been a decrease in mortality over the

last 40 years," says Dr. Deborah Axelrod, director of clinical breast cancer programs and services at New York University Cancer Institute at NYU Langone Medical Center in New York City. "We have made cancer a chronic disease. I am optimistic."

Here's something else you might know. Men get breast cancer too, though much less frequently than women. For every 100 cases in women, one man gets breast cancer, according to the CDC.

What steps can be taken to reduce the risk? Regular exercise and controlling your weight can help, experts say. So can limiting the amount of alcohol you drink.

Safety Matters by: John Woodhouse (Safety Manager)

OCTOBER is FIRE PREVENTION MONTH

JUST A FRIENDLY REMINDER

No smoking in buildings, vehicles, or around fuel and chemicals.

PLEASE TAKE NOTE

Any service vehicle or golf cart that carries fuel or a compressor should be equipped with a fire extinguisher.

Look around your work areas...do you see any fire hazard potentials? Are your flammables kept in a fire proof cabinet, or are they just lying around. If your area is practicing 5S, there shouldn't be any hazards.

HOW TO PUT OUT A FIRE

ABC (for all fires) fire extinguishers are located throughout the buildings and property. Please take note of the extinguishers that are in your work vicinity. All extinguishers are inspected bi-monthly and certified annually. They are all logged and mapped, so it's important they are not switched from their location. If an extinguisher is discharged, simply bring it to the Safety Dept. for servicing.

The National Fire Protection Association advises people to remember the word "PASS" which spells out the steps to take when using a fire extinguisher:

- Pull the pin on the unit;
- Aim at the base of the fire, standing about 8 feet away;
- Squeeze the handle to release the extinguishing agent;
- Sweep from side to side until the fire is out.

Never turn your back on a fire, even if it looks like it is out. It could flash up again, so you might need to continue spraying.



If a fire is too large to handle on your own, evacuate immediately and call 911, while also notifying Security, Safety, and management.

Now is also a good time to practice fire safety in your own home. Fires in the home can start in an instant and spread in seconds, leaving families with as little as two minutes to escape from a residential fire. However, with smoke alarms, escape plans and good fire safety practices, two minutes is enough time for families to evacuate unharmed.

Some interesting 2008 statistics:

- There were 3,320 civilians that lost their lives as the result of fire.
- There were 16,705 civilian injuries that occurred as the result of fire.
- There were 118 firefighters killed while on duty.
- Fire killed more Americans than all natural disasters combined.
- 84 percent of all civilian fire deaths occurred in residences.
- There were an estimated 1.5 million fires in 2008.
- Direct property loss due to fires was estimated at \$15.5 billion. This figure includes the 2008 California Wildfires with an estimated loss of \$1.4 billion.
- An estimated 32,500 intentionally set structure fires resulted in 315 civilian deaths.
- Intentionally set structure fires resulted in an estimated \$866 million in property damage.

Our aim is to safe-guard the auction property and keep each other out of harm's way, at work and at home.



Fueled by Employees,
Driven for Customers.

October Employee/Training Opportunity Calendar

Mon	Tue	Wed	Thu	Fri
				1 Approve Time Card
4	5	6 Office Decorating Contest on October 25th starting at 11 am! 	7	8 Payday / Review time card Performance Excellence 9am—11am and 1pm—3pm
11	12	13	14 Health Fair All Employee Meeting Health Fair 9 am to Noon, Lunch served at 11:30 am	15 Approve Time Card Excel 2 9am—12pm IF Office
18	19	20 Team Manheim Customer Service 10am—3pm Lunch Provided 	21 Fact Finding Tour 	22 Payday / Review time card Performance Excellence 9am—11am and 1pm—3pm
25 Pumpkin Decorating Contest 3pm in Main Lobby 	26 Costume Contest 8:30 in the lanes 	27 Communication Skills 10am—3pm Lunch Provided 	28	29 Approve Time Card

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

OCTOBER 2010

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



Brumos MOTOR CARE INC.

Autosport USA

Fifth Third Bank

GMAC

Marketing Services

ENTERPRISE HOLDINGS

HYUNDAI FINANCE

TUESDAY 5



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

REGULAR SALE Starting 9:00am

Alpha 15 +/- units/lane 3
Avis 150 +/- units/lane 9
BMW 325 +/- units/lane 23
Chase 75 +/- units/lane 7
Chrysler Financial 450 +/- units/lane 1

Dealer Lane 250 +/- units/lane 11
DTAG 150 +/- units/lane 10
Enterprise 500 +/- units/lane 7
GMAC 25 +/- units/lane 11

GMAC Box Trucks 5 +/- units/lane 24
Hertz 300 +/- units/lane 24
Mercedes 200 +/- units/lane 13

RSA 35 +/- units/lane 3
SE Toyota Finance 550 +/- units/lane 14&15
Wells Fargo 200 +/- units/lane 13

Sale # **40**
White Badge

EVERY 4 WEEKS
Next Sale November 2nd

MONDAY 4

Sale # **40**
White Badge

CLOSED SALE Starting 12:30pm
Chrysler Group LLC
400 +/- units/lane 1

CINEMA SALE Starting 2:00pm
Enterprise
500 +/- units/lane 26
Cafeteria Training Room

Sale # **41**
White Badge

MONDAY 11

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

CINEMA SALE Starting 2:00pm
Enterprise
500 +/- units/lane 26
Cafeteria Training Room

TUESDAY 12



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

REGULAR SALE Starting 9:00am

5th 3rd Bank 75 +/- units/lane 3
Alpha 15 +/- units/lane 3
Avis 150 +/- units/lane 9
Chase 40 +/- units/lane 1
Chrysler Financial 450 +/- units/lane 1

Dealer Lane 250 +/- units/lane 11
DTAG 150 +/- units/lane 10
Enterprise 500 +/- units/lane 7
GMAC 25 +/- units/lane 11
Hertz 50 +/- units/lane 10

Hyundai Motors 150 +/- units/lane 17
Kia Finance 10 +/- units/lane 17
Nissan/Infiniti 150 +/- units/lane 18
Porsche 40 +/- units/lane 18
RSA 35 +/- units/lane 3

SE Toyota Finance 850 +/- units/lane 14&15
Toyota/Lexus 350 +/- units/lane 16
US Bank 75 +/- units/lane 3
Wells Fargo 200 +/- units/lane 13

MONDAY 18

CLOSED SALE Starting 12:30pm
Chrysler Group LLC
500 +/- units/lane 1 & 2

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

REGULAR SALE Starting 9:00am

Alpha 15 +/- units/lane 3
Avis 150 +/- units/lane 9
Chase 60 +/- units/lane 16

Chrysler Financial 450 +/- units/lane 1
Dealer Lane 250 +/- units/lane 11
DTAG 150 +/- units/lane 10

Enterprise 200 +/- units/lane 7
GMAC 25 +/- units/lane 11
Hertz 50 +/- units/lane 10

RSA 75 +/- units/lane 3
SE Toyota Finance 600 +/- units/lane 14&15
Subaru 100 +/- units/lane 16
Wells Fargo 200 +/- units/lane 13

TUESDAY 19

CLOSED SALE Starting 12:30pm
Chrysler Group LLC
500 +/- units/lane 1 & 2

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

REGULAR SALE Starting 9:00am

5th 3rd Bank 75 +/- units/lane 3
Alpha 15 +/- units/lane 3
Avis 150 +/- units/lane 9
Chrysler Financial 450 +/- units/lane 1

Dealer Lane 250 +/- units/lane 11
DTAG 150 +/- units/lane 10
Enterprise 150 +/- units/lane 7
GMAC 25 +/- units/lane 11

Hertz 50 +/- units/lane 10
Hyundai Motors 10 +/- units/lane 17
Kia Finance 150 +/- units/lane 18
Nissan/Infiniti 150 +/- units/lane 18

RSA 35 +/- units/lane 3
SE Toyota Finance 650 +/- units/lane 14&15
Toyota/Lexus 350 +/- units/lane 16
US Bank 75 +/- units/lane 3
Wells Fargo 200 +/- units/lane 13

TUESDAY 26

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



Health Care Open Enrollment 2011 by: Cox Corporate

Open enrollment will begin November 15th and run through November 30th this year. If you need to make changes to your current coverage, or if you would like to sign up for coverage, this will be the time.

To comply with the new health care laws, the following changes will come into effect January 1, 2011:

- Dependent coverage up to age 26 (ends on 26th birthday) for those without access to their own employer sponsored insurance (elimination of student requirement)
- Dependents who become disabled before age 26 may continue coverage upon completion of Aetna certification
- Lifetime maximum medical coverage is now unlimited (was \$5 million)
- FSA –Over-the-counter drugs will no longer be eligible for reimbursement through Healthcare Flexible Spending Account unless prescribed by a physician (e.g. allergy medicine, acid controllers, sleep aids)*

* This does not apply to non-drug over-the-counter purchases such as contact lens solution, bandages, etc.

The following plan changes will also take effect:

LTD (Long Term Disability):

- 50% Option being Eliminated

- Options will be 60%, 70% or Waive
- Employees currently enrolled in 50% LTD will automatically be enrolled in 60% coverage unless changed during open enrollment
- 60% option -company paid coverage increasing from \$60K to \$80K
- 70% option -maximum monthly benefit increasing from \$15K to \$17.5K

Cox Medical Plans (POS II)

3% increase in premiums

Comprehensive Dental Plan

3% increase in premiums

Flex Credits:

Cox will no longer be using the Flex Credit system. The reasons for this are as follows:

- To help simplify and streamline the enrollment process, employees will see the net cost for their benefits choices per pay period.
- Employees will no longer view the “total costs” and deduct “flex credits”
- Elimination of flex credits will also remove the appearance of inflated earnings on the employee’s paycheck

This decision will not affect the amount you pay for coverage.

Announcements

Congratulations TC Cannon (Ops)! TC received a \$5 scratch off for being spotted wearing his seat belt.

This particular scratch off was worth \$100! This special safety giveaway is random so practice safety every time and you too could be our next big winner.



Congratulations to Molly Lowder (Block). Molly graduated from Valencia Community College with an AA in General Studies on August 5th.

Molly is currently pursuing a degree in Sonography (diagnostic medical imaging). We wish you the best of luck, Molly!





Manheim Orlando Annual October Contests!

HAPPY HALLOWEEN

October 25th—Pumpkin
Decorating contest

Please have pumpkins in main lobby no later
than 2pm, judging will be at 3pm.

Please remember: NO CARVING!

October 25th—Office decorating
contest. Judging will begin at
11am.



October 26th—Costume
Contest starting at 8:30am in
the lanes.





Orlando



Health Fair

When?: October 14, 2010
9am—12pm

Where?: In the sale lanes

What will be there?:



- Blood Pressure Screening
 - Glucose Screening
 - Massages
- Flu Shots (*bring Aetna Medical card or Medicare Card please*)
- Fire Safety and Self Defense
- Magellan Health Services
- Health Central Hospital
 - Eye Care
 - YMCA
- Skin Cancer Screening
 - Orthodontist
 - Chiropractor
 - Dentists



BEAT the Flu BUG



Get your Shot!

And much more!



Upcoming Events



November

November 5th and 6th - Ocoee Founders Day Festival @ Bill Breeze Park

November 22nd - Thanksgiving Centerpiece contest judging at 3 pm. Please have centerpieces in the main lobby no later than 2 pm.

November 22nd - Christmas Trees for decorating contest to be delivered.

November 23rd - Children's Sale chance drawing tickets go on sale.

Winter Garden Art Festival
Saturday, November 20 & Sunday, November 21

December

December 4th - Employee Holiday party at the Remarketing Facility.

December 6th - Christmas Tree judging.

December 21st - Drawing for big screen TV to be held in the main lobby at 1 pm.

Light Up Winter Garden

Friday, December 3
6 - 9 pm

Winter Garden Christmas Parade

Saturday, December 4
10 am

Ocoee Christmas Parade

Saturday, December 4
1 pm

2000+ Uses for WD-40 Submitted by: Tillie Allmon

Developed back in 1953, Water Displacement 40th attempt (later to be known as WD-40) was developed as a means to help prevent corrosion. Here are some of the more than 2,000 uses that have been discovered since it's humble beginnings:

- Protects silver from tarnishing
- Removes road tar and grime from cars
- Cleans and lubricates guitar strings
- Gives floors that "just waxed" shine without being slippery
- Removes lipstick stains
- Removes stains from stainless steel sinks
- Keeps glass shower doors free of water spots
- Keeps scissors working smoothly
- Keeps bathroom mirrors from fogging
- Removes black scuff marks from floors

- Removes love bugs from the front of cars without damaging the paint
- Restores and cleans padded leather dashboards in vehicles, as well as vinyl bumpers
- Softens leather shoes and sandals
- Removes grease from stoves
- Spray around bottom of garbage cans to prevent animals from getting in
- Lubricates wood screws for easier installation
- Completely removes duct tape

For the complete list of over 2,000 uses, visit www.wd40.com/uses-tips.

Oh and did you know the basic ingredient of WD-40 is fish oil?

Source: www.wd40.com



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,
Thank you for all
you do to
keep our customers
and staff safe!*

Alan Wilby

For Manheim Orlando's Employees and Internal Distribution only