



# A THOROUGH MANHEIM CR PROCESS HELPS US SELL A LOT OF CARS

CLIENT | VAN STEWART: OWNER OF MUSIC CITY AUTOPLEX, NASHVILLE

## MY BUSINESS

I'm a partner at Music City Autoplex and we are a wholesale and retail dealer. We do a lot of business with Manheim primarily on the wholesale side, and I've been doing business with them personally for 20 years.

## I SELL MORE ONLINE

We write a **Condition Report for every car**; it's a big product that we use. We average about 150 cars listed a week, and sell 55% of them. When they arrive at the auction, CRs are done, pictures are taken and they are put online. We get them done by Tuesday so people can walk in with the CRs, ready to buy on Wednesday.

## I GIVE MY BUYERS BETTER INFORMATION

Manheim buyers are better equipped to purchase because they have better information. Our buyers want to go online, **see a CR, and have confidence in that vehicle**. Manheim has, in our opinion, the best process by a long shot.

## I MAKE CONFIDENCE PART OF OUR BRAND

Our buyers believe in CRs, and we've provided them every single week for 4½ years. The reason we CR every car is because **Manheim's CRs are very thorough** and buyers can get a really good feel for what that car is really like, which boosts their trust in their purchase and in us.

*That's My Manheim.*

