



# ON-SITE CRs AND RECON HELP ME TURN OVER 15-20 CARS A WEEK

CLIENT | BRUCE JEWER, JEWER FAMILY HOLDINGS

## MY BUSINESS

I'm president and owner of Jewer Family Holdings. We specialize in importing 2015 and 2016 Ford F-150s exclusively from Ford stores in the greater Toronto area, and then sell them in the U.S. at Manheim auctions. Most are one-owner and off-lease vehicles with aluminum frames.

## I HAVE A VERY EFFICIENT PROCESS

Manheim has partnered with me to put a system in place where every vehicle I bring in automatically gets a CR, is cleaned up and gets a 7-day pre-sale inspection. I'm speeding up the process of getting vehicles ready for sale without the extra cost of maintaining my own recon facility. It accounts for probably 20% of my profitability.

## I'M GETTING TOP DOLLAR FOR MY VEHICLES

Manheim worked with me to put a recon system into place to improve my condition reports. Anything that needs to be done up to \$500 gets done without needing approval from me. Manheim has done a great job of getting my CRs as high as possible where it's financially viable and makes sense. As a result, I'm getting more money for my vehicles and turning them quicker.

## I'M SUCCESSFUL SELLING ON OVE

We have a 5.0 seller rating on OVE. Since we only list vehicles that are at least a 4+, and that come with a CR and a record of the recon, dealers are confident they're getting a vehicle they can sell without having to do a bunch of work.

*THAT'S MY MANHEIM.*

