



I SPEND MORE TIME IN THE LANES AND LESS TIME ON PAPERWORK

CLIENT | JOE WILKINS, THE AUTO STORE GROUP

MY BUSINESS

I am with the The Auto Store Group based out of eastern North Carolina. We buy vehicles from Manheim auctions up and down the East Coast. I am the vehicle acquisition manager and am in charge of all wholesale liquidation.

I'VE EMBRACED TECHNOLOGY SO I CAN BE MORE EFFICIENT

I like to "buy from my feet, not my seat." That's why I do everything from my phone — checks, gate passes, ordering PSIs, transportation, check title status and more. If I'm not buying cars, I'm not making money. It's freed me up to spend more time in the lanes so we're more profitable.

I SAVE MONEY

I post a load to Central Dispatch from my smartphone and get calls back within a few minutes from truckers. Not only is it faster, but I am saving probably half of what I used to pay for transport, which has increased our bottom line.

I HAVE MORE CONTROL

I get an email notification every time a member of my team buys a vehicle in-lane or online. It helps us keep up with inventory management because it's all in real time. Not only that, it helps our dealerships know what cars are coming in before they even get bills of sale.

I HAVE THE ADVANTAGE

Taking advantage of what Manheim offers puts me ahead of some of the other dealers. With the more efficient Manheim process we can get to more Manheim auctions in the same day. I get a lot more done with a lot less work. I'm able to buy cars, sell cars, while other dealers are waiting in line. I've got a lot better chance at getting that buy than they do.

That's My Manheim.

