

Used Car News

July 17, 2006

Mailed This Issue: 75,000 New And Used Car Dealers

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Panel discusses ways technology can make life for dealers easier.

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Company tries to bring order to online vehicle marketplace.

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Selling cars online

that I never thought I would shut down their business," said Jerry Voegler, executive director of the South Dakota Independent Automobile Dealers Association.

The list of woes for independent dealers is long. It starts with the issue of just stocking their lots. There are fewer cars available on

the wholesale market these days and they cost more.

While there has been some softening in prices at auction lately, they're still higher on a year-over-year basis.

Higher prices and a tougher retail market are causing more vehicles to "No Sale," said Tom Kontos, vice president of analytical services for Indianapolis-based auction chain ADESA

Inc. Those that are selling, the most desirable units, are bringing all the money.

"The dealers that are finding a market for their cars are still bidding aggressively in the lanes," Kontos said.

Part of the reason good units are hard to find is franchise dealers are expanding their used-car operations and keeping more trades.

Many have moved beyond their traditional late-model sales into lower-end vehicles, including buy-here, pay-here sales.

They're doing this because incentives are cutting into their new-car margins.

Incentives are also creating uncertainty in the used-car market.

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Burdens Weigh Heavy on Car Dealers

By Ted Craig
Used Car News Staff Writer

ABC Sells Hometown Auction to Manheim

By Jeffrey Bellant
Used Car News Staff Writer

Manheim has purchased ABC Indianapolis from Auction Broadcasting Co.

Manheim's CEO, "In addition to the new and used car dealer business, specialty and truck sales are becoming a larger part of our live auction business, and that was



"It's a good deal for Manheim and it's a good deal for ABC."

— Bob Rauschenberg



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ALL THE ANGLES: Rampboss has introduced a new product that can help dealers display inventory to the public.

New Car Ramp Hits Market

By David Piestrzynski
Used Car News Special Writer

Rampboss USA has released its new model of vehicle display ramp.

The V2 is a modular, fully galvanized steel display frame. It joins the company's first model, the V1.

"The V2 is more heavy duty than the V1," said Rampboss CEO Todd Stoney.

"It's 25 percent longer and thicker also."

The V2 is officially capable of supporting cars and trucks up to 8,500 pounds in weight, but Stoney believes it can hold more.

The V2 was designed to sustain the weight of larger vehicles such as the Cadillac Escalade and GMC Yukon, Stoney said.

The price of a V2 is currently \$5,800 and the V1 goes for \$3,800.

For an extra \$1,800, the V2 can be powder coated to customize the color.

"We introduced the V1 two years ago at the Autorama at Detroit's Cobo Hall," Stoney said. "My feeling was that if it's suitable for one of the most prestigious auto shows, it's suitable for new and used car dealerships."

Stoney said that while Autorama may not have been the ideal place to launch a vehicle display designed for auto dealers, it was a fantastic venue for getting feedback about the impression Rampboss USA can make on the public.

"Without question, this product uniquely attracted

attention for pretty much the same obvious reasons, those being it looks cool, they've never seen anything like it and they wonder how a car got directly onto a display posing with a tilt and lean," he said.

He said some people have even come to him with ideas about getting a Rampboss vehicle display for their garage for doing light mechanical work on their personal cars.

Stoney said that since the original model became available, he has sold 18 units to dealerships throughout the U.S., England and Canada.

"Our first V2 will be delivered to Bentley of Troy at the Troy Motor Mall in Michigan sometime next month," he said.



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