



### **Program Update:**

Last Friday, the National Highway Traffic Safety Administration (NHTSA) rules regarding the Consumer Assistance to Recycle and Save Act of 2009 (CARS) or “Cash for Clunkers” program were published.

We’re excited to share that Manheim’s Total Resource Auctions locations have been designated as qualified providers under the rules outlined by the National Highway Traffic Safety Administration (NHTSA) and are ready to accept “Cash for Clunkers” trade-in vehicles. Our goal is to assist in making the trade-in and disposal process for dealers as smooth as possible.

Below is information to assist you in the process...

#### **Q: What is the CARS/“Cash for Clunkers” program?**

**A:** The Consumer Assistance to Recycle and Save Program (CARS) or “Cash for Clunkers” program helps consumers pay for a new, more fuel efficient car or truck from a participating dealer when they trade in a less fuel efficient vehicle. Consumers may receive up to a \$4,500 voucher for trading in vehicles with fuel economies of less than 18 mpg. Once traded in, the vehicle must be disposed of by locations that are officially licensed by their state to sell salvage vehicles. For more information on this program, go to [www.cars.gov](http://www.cars.gov)

#### **Q: What is Manheim’s Total Resource Auctions role in this program?**

**A:** Manheim’s Total Resource Auctions have been designated as qualified providers under the rules outlined by National Highway Traffic Safety Administration (NHTSA). Our locations are prepared to accept and properly dispose of trade-in vehicles in conjunction with the “Cash for Clunkers” program.

#### **Q: Now that Manheim’s Total Resource Auctions have been designated as qualified providers by NHTSA, what benefits can you offer to franchised dealers?**

**A:** Manheim’s Total Resource Auctions offers...

- Over 60 years of experience as a wholesale auction leader and trusted service provider
- Live, competitive in-lane and online marketplace environment
- Confidence of Manheim-facilitated transaction providing the security of payment.
- Critical mass of buyers and sellers
- Administrative assistance

**Q: Is salvage vehicle value different from scrap vehicle value?**

**A:** Yes, and it can be significant. For example, the estimated salvage value of a 2001 Dodge Caravan is \$1030.00 versus its estimated scrap value of \$145.00. Estimated scrap value in this example is \$72.50 per ton times the vehicle weight of two tons.

**Q: How is vehicle scrap value determined?**

**A:** Unfortunately, there is no one industry source to determine vehicle scrap value other than tonnage price.

**Q: Is it mandatory that dealers disable the vehicle engine?**

**A:** Yes, according to NHTSA rules, the vehicle must be permanently disabled by the dealer.

**Q: What is Manheim's Total Resource Auctions fee for picking up and disposing of these vehicles?**

**A:** The fee collected by Manheim's Total Resource Auctions will be determined by our local operating locations.

**Q: I know who Manheim is, however, I'm not as familiar with Total Resource Auctions. What type of services do they offer?**

**A:** Total Resource Auctions is a Manheim company that specializes in remarketing total-loss, damaged, disabled, inoperable and donation vehicles. As a salvage auction, Total Resource Auctions is in an ideal position to oversee this program, as we perform many of the responsibilities that the program will require like vehicle pick-up and drop-off.

**Q: Where can I get more information about Manheim's Total Resource Auctions?**

**A:** For more information, visit us at [www.traauctions.com](http://www.traauctions.com) or call Total Resource Auctions: (888) 871-0013

**Q: Where can I get more information about the CARS program?**

**A:** For more information, go to <http://www.cars.gov/>.