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For immediate release

INDUSTRY LEADING HGV FAIR WEAR & TEAR GUIDE LAUNCHED BY THE BVRLA AND MANHEIM

Manheim has launched an updated Fair Wear and Tear Guide for HGVs, developed in partnership with the BVRLA, at this year's Commercial Vehicle show at the NEC in Birmingham.

The HGV guide was originally instigated and compiled by Manheim's Commercial Vehicle team last year, following on from the huge success of its LCV guide launched in 2005. The updated version is the result of Manheim's collaboration with the BVRLA which has created an industry standard that is fair to the users of the vehicles and the leasing and rental companies.

Feedback from users of both Guides indicates that they are an invaluable resource for commercial vehicle operators. Thanks to the clear advice in the Guides, due largely to the clear definition of Fair Wear and Tear "zones", they have been able to minimize unnecessary and time consuming end of contract negotiations, disputes and recharges. The Guides display colour coded "zones" clearly highlighting the "working" and "nonworking" areas on any vehicle. By defining these zones, and the tolerances for damage, it is clear to the drivers and fleet operators of Vans, HGVs and Trailers, which items must be repaired at the end of the contract period. In the event of a dispute, the BVRLA has developed an arbitration process to bring about a resolution that satisfies all the parties involved.

Alex Wright FIMI, Manheim's Commercial Vehicle Director comments, "With these industry guides eliminating fair wear and tear grey areas, they are proving invaluable to commercial vehicle operators. Reducing excess damage to vehicles helps users avoid repair costs, while allowing contract hire and leasing companies to achieve the highest residual values in the market. It's a win-win situation for all."

Call 0870 252 0430 to receive a copy of the Fair Wear and Tear guide for HGVs or LCVs.

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Notes to Editors:

For further information about Manheim Auctions, or to receive a copy of the Fair Wear and Tear guides, please contact Nobull Communications: Steve Carman or Lynn Blackburn Tel. 01628 526208, Fax. 01628 532319

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