



# Remarketing

## Achieve higher net returns on vehicles sold

Whether you sell your vehicles and specialty equipment through wholesale outlets, driver and employee sales or customer-arranged sales, you need to get the highest return possible. We can help. At Element Fleet Management we manage the resale strategy and administration to sell your assets at the highest price in the shortest time.

Each year we sell tens of thousands of vehicles of all asset types through multiple channels for our customers. Our remarketing experts handle the entire sales process, from transportation, strategic reconditioning, to pricing and transfer of ownership.

For more information, contact your Element account manager or visit [elementfleet.com](http://elementfleet.com)





## REMARKETING

### We manage the asset sales process to maximize your net returns

Our suite of remarketing options are designed to meet your specific needs. We know remarketing – leverage our expertise to get the most dollars for your assets.

#### Multi-channel sales approach

Element manages vehicle sales to auctions, auto/truck dealerships and web buyers

- Element sells more than 180,000 vehicles each year through dealerships and auctions (all asset types)
- Maximize resale by aligning vehicles to the best geographic market and buyer base
- Our remarketing experts arrange transportation, strategically recondition vehicles, establish market values, set target price and manage the sale
- 100% representation at auctions ensures your vehicles are in optimum condition and results in more vehicles sold for more money the first time through the auction lane
- Our remarketing experts average over 25 years of industry experience, which enables them to successfully sell cars, trucks and specialty type assets (i.e., forklifts, marine, recreational vehicles)
- We leverage a rigorous anti-money laundering process to avoid the support of illegal activities and pride ourselves on ensuring we are compliant with all federal and local laws
- We help protect your company brand by ensuring graphics and images are removed prior to the resale of your vehicles
- Element is the first fleet management company to partner with auctions to clear all vehicle historical memory prior to sale including navigation, driving habits, garage code information and more

#### Customer arranged offer to purchase

- Pre-arrange sale of an asset with a buyer of your choice
- Element provides the necessary paperwork and guidance to help support you through the process
- The purchaser receives all the paperwork in a timely manner to correctly title the vehicle and get it on the road quickly

#### Driver sale program

- Through Element, you arrange a program that allows your drivers to purchase a company vehicle as it comes to the end of its lease
- Element will help you determine the right price formula to quote your drivers
- We make the transition seamless, by tying the delivery of the new vehicle to the disposition of the off lease vehicle
- Element provides guidance throughout the process and ensures all necessary paperwork is delivered quickly and accurately, making the experience hassle free for your driver

#### Third party remarketing solution

Sell consumer vehicles, including repossessed and off-inventory vehicles, through our sales channel

- Cost effective asset disposition
- Vehicles combined with Element's commercial fleet vehicles to create auction mega-sales of 100+ cars attracting more dealers and more money for your assets
- Web-based tools for assigning vehicles including status updates, condition reports and photos, sales and expense details

#### Advanced Purchase Program (US)

Program leverages our remarketing expertise to offer you a unique way to sell your leased and non-leased cars and trucks now vs waiting for a traditional auction sale

- Element evaluates the vehicles you would like to sell and sends you an offer based on fair market pricing
- After you accept our offer, the sales are processed quickly and are credited to your next lease billing. And you are done – no waiting, no hassle, no risk
- You give us the keys. We handle the rest. We'll arrange for pick up and complete any required de-identification