



# 40% MORE VOLUME, \$700 MORE GROSS IN A THIRD OF THE TIME

CLIENTS | CHRISTOPHER HUNTER & MORGAN COYLE, DCH TOYOTA, TORRANCE, CA

## MY BUSINESS

I am the general manager at DCH Toyota of Torrance in Torrance, California, and Morgan is our general sales manager. We have over 25 years' experience between the two of us. For the past year, we've been buying all of our inventory exclusively online with Manheim.

## WE ARE MUCH MORE EFFICIENT

We used to get around 40 to 60 cars a month through physical auctions. Now we buy 80 to 100 cars a month exclusively on OVE. We can do in 15 hours a week what used to take 50. We don't have to spend our days going to the auction. Instead we buy online anytime, and can spend our time where it pays off — at the dealership.

## WE USE OVE BECAUSE IT HAS EVERYTHING WE NEED

It's super-intuitive and we get access to an unlimited supply of inventory. The whole process is easy because Stockwave and Ready Logistics are integrated. We use vAuto to find the right cars, price and appraise them. Ready Logistics simplifies our transportation because we can order it online. We can track everything so we know when the cars arrive. We also know exactly what it's costing us, which helps us maximize our profit.

## WE TRUST THE PROCESS

We use Deal Shield with every car we buy. It helps us be aggressive and stock the vehicles we need. We know if we're not happy with a vehicle or if there's something structural we didn't see, Deal Shield backs us up and we can send it back. Deal Shield is pain-free and hassle-free.

## WE TURN INVENTORY FASTER

Buying digitally has shrunk our days to the front-line and that's helped speed up our turn time. We're getting good inventory on OVE that needs less recon and have more than doubled our volume.

*That's my Manheim.*

