

# Investing in remarketing to benefit buyers and sellers

Aston Barclay fuses traditional auction services and modern techniques

**A**ston Barclay is the leading independent supplier of auction and remarketing services in the UK. Established in 1984, we operate from four strategically placed centres in Essex, Shropshire, Wiltshire and Yorkshire, as well as via our online channels.

Aston Barclay has significantly invested in all four centres to provide a state-of-the-art environment for buyers and sellers at each weekly fleet sale. Our main Chelmsford site was refurbished in 2009, with Prees Heath and Westbury following in the past two years. Group investment in our network will be completed in Leeds later this year.

We recognise the need to combine traditional auction services with modern remarketing techniques, providing a flexible, personal approach. We continue to invest heavily in personnel, facilities and IT to provide customers with complementary services and additional routes to market. We sell vehicles for many fleet customers, including most of the FN50 top 10.

## What we do

Aston Barclay provides vehicle disposal to the right buyers, at the right place and price, allowing us to deliver optimum returns for sellers. Each centre provides full vehicle de-fleet services, by using industry-leading practices and grading to give buyers and sellers peace of mind, while ensuring vehicles are in optimum condition for sale or onward movement.

This comprises end-of-contract inspections, repair, refurbishment, tailored grading, reconditioning, document handling and sale preparation.

Having four nationwide centres provides cost-effective transport solutions using newly sourced transporters with state-of-the-art telematics, ensuring complete visibility of vehicles in transit.

We are currently replacing our fleet with newer, more economical units, with the total



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fleet to be replaced by the end of 2016.

This will help to improve our environmental impact, reduce fuel costs and enhance overall efficiency. All centres offer national door-to-door collection and delivery, movement of vehicles without an MOT, transportation of non-running vehicles and inspection on collection, helping to provide a full end-to-end service.

Our cloud-based inventory management system allows buyers and sellers to control and monitor activities in a bespoke and transparent way, providing detailed, real-time reports.

## Who we are

Aston Barclay is headed by Glenn and David Scarborough, each of whom have more than 25 years' experience and are well placed to offer industry insight. Both have

extensive knowledge of the fleet and remarketing sectors.

Barry Watts heads group operations, bringing more than 20 years of experience to his role. Remarketing directors Lisa Grimsley and Martin Potter, based in Yorkshire and Essex, respectively, offer 40 years of auction experience between them.

Having industry leaders at each of our centres ensures Aston Barclay can continue to provide fantastic results for our fleet customers, regardless of their needs.

People play a vital role in the success of any business. Aston Barclay has invested heavily to ensure our staff work efficiently and to the highest standards. We also recognise the importance of bringing in new talent by significantly investing in apprenticeship programmes across the group.



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