

# A one-stop shop for remarketing

**Aston Barclay leads the field in auction and de-fleet services, with a national operation that meets the individual needs of fleets**



**By Barry Watts, group operations director, Aston Barclay**

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

We recognise the need to combine traditional auction services with modern remarketing techniques, providing a flexible, personal approach. We are continuously investing heavily in personnel, facilities and IT to provide customers a range of complementary services and additional routes to market. We sell vehicles for a variety of fleets, including the majority of those in the FN50 top 10.

#### What we do

Aston Barclay provides leading methods of vehicle disposal to the right buyers at the right place and price, allowing optimum returns for sellers. We provide full vehicle de-fleet services, on-site and remotely, using industry-leading practices and grading, giving buyers and sellers peace of mind, while ensuring vehicles are in optimum condition. This includes end-of-contract inspections, repair, refurbish-

ment, tailored grading, reconditioning, document handling and sale preparation.

All centres offer national door-to-door collection and delivery, necessitating cost-effective transport solutions. Our new transporters use state-of-the-art telematics, ensuring complete visibility of vehicles in transit, also helping to improve our environmental impact, reduce fuel costs and enhance overall efficiency. We also provide 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 fully bespoke and transparent way, providing detailed, real-time reports. Trade buyers can also utilise our LIVE online service, allowing them to bid on physical sales in real-time, if unable to attend an auction.

#### Industry-leading expertise

Aston Barclay has significantly invested in all four centres to provide a state-of-the-art environment for buyers and sellers, with our main Chelmsford site recently

refurbished alongside our Prees Heath and Westbury centres. Group investment in our national network is due to be finalised in Leeds later this year.

Our senior management team have more than 25 years' experience in the industry. Aston Barclay is headed by Glenn and David Scarborough, both of which have extensive knowledge of fleet and remarketing. Group operations are headed by Barry Watts, bringing over 20 years of experience to his role, while we also boast 40 years of auction experience with remarketing directors Lisa Grimsley and Martin Potter, based in Yorkshire and Essex respectively.

We realise people are at the heart of any business and constantly work to ensure our staff work efficiently and to the highest standards. We also recognise the importance of bringing new talent into our industry by significantly investing in apprenticeship programmes.

Our approach, combining vastly experienced experts with state-of-the-art facilities and leading online platforms, allows us to provide wide-ranging, industry-leading support to our fleet customers.

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