



Vemark Offers Support for Insurers, Car Dealers Swamped with Florence-Related Claims

Moving quickly to structure package deals for flood-damaged vehicles ensures efficient salvage vehicle disposition, greater financial returns

Delray Beach, Fl. – Sep. 19, 2018 – As the Florence flood waters recede, automobile insurance companies and car dealers now face the question of what to do with the thousands of water damaged vehicles left in the wake of one of the wettest storms on record. [Vemark](#), a leading provider of digital workflow integration and vehicle remarketing solutions, today announced its availability as a recovery expert to help speed Florence flood vehicle disposition efforts.

“Flood-related catastrophic events like Florence present a tremendous challenge because of the scale of logistics and the massive quantity of vehicles that are likely to be affected,” said Doug Mellette, CEO, Vemark. “Our team at Vemark has the management experience, process understanding, technology tools, and industry relationships to help those impacted come through the event as successfully as possible.”

In recovering from a disaster such as Florence, speed is of the essence. In over 30 years of advising clients following major hurricanes, Vemark has found that flood vehicles sold in the first 10-20 days after the disaster bring significantly higher returns. This is only possible through package selling. Before all vehicles are even recovered, the terms of a package sale should be settled, shifting more responsibility for the recovery, rehab, and vehicle processing performance to the buyer.

Events such as Florence also represent a traumatic and emotional time for vehicle owners. Picking up vehicles and expediting inspection ensures timely claims processing, significantly reducing call volumes from anxious policyholders and improving customer satisfaction. To facilitate this, Vemark works with clients to set up a ground zero control center and secure local storage to get vehicles processed quickly.



Many insurance carriers and vehicle fleet managers have national contracts with salvage auction, towing, and other vendors. Unfortunately, many of these contracts exclude disasters in their pricing and service level requirements, making it critical to check contracts carefully. Vemark has the track record and experience to help clients in this situation secure access to the best vendor services at fair prices during the aftermath of events such as Florence.

“The recovery from Florence will be one of the most difficult we’ve seen yet,” added Mellette. “Our message is very simple: Even if you already have a process and vendors identified, we’re here to help you in any way we can. Vendors often become overwhelmed by the scale of challenges and the volume of business. If that happens to you, simply call us and we will respond immediately.”

To learn more about Vemark’s Florence recovery services, call 561.701.9803 Ext 201.

About Vemark

Vemark delivers intelligent management solutions for total loss claims, vehicle remarketing, and salvage auction applications that accelerate business growth and continuous improvement for its clients. Vemark’s suite of Software-as-a-Service/cloud solutions aid in digital transformation, workflow simplification, system integration, and inventory management in order to improve insurance claims LAE and severity, reduce cycle times, improve vehicle returns, reduce technology management headaches, and improve the experience of its clients’ customers. Founded in 1998, Vemark is led by a management team with extensive experience working in the automobile recycling and remarketing industry for nearly 60 years. For more information, visit www.vemark.com.

Vemark and Total Loss Pro are registered trademarks of Vemark LLC. All other trade names referenced are the service marks, trademarks or registered trademarks of their respective companies.

Media Contact

Rob Goodman
McKenzie Worldwide
(503) 380-2441
rob@mckenzieworldwide.com