

A win-win on consignment

Gerald Bradley

BUYING or selling a vehicle by consignment has advantages for both parties.

So says Doug Peyman, manager of Action RV Centre in Beckenham.

People selling a vehicle on consignment would generally get about 80 per cent of the retail price.

"But if they just drove the vehicle into the yard and said, 'I want to sell it outright', they're only going to get the wholesale price, and that's about 50 per cent," Mr Peyman said.

"Also, they don't have the hassle of selling it themselves. We can take trade-ins, do insurance, the whole lot.

"We can organise for people to fly in from interstate to inspect it. All those sort of things."

Buyers have the security of knowing that the dealer will pay for any warranty repairs after the vehicle is sold.

"If something goes wrong – say the fridge breaks down and that costs \$3000 – they don't go back to the private owner and say, 'I want \$3000', they just come back to us," Mr Peyman said.

He said many people had the misconception that consignment vehicles were more expensive, but that was not the case.

"I do not charge seller's a fee or a commission," he said. "The seller and I determine a realistic figure and we keep whatever we get over this figure, it's very fair."



Doug Peyman, manager of Action RV Centre, at his display yard in Beckenham.

"I cover the cost of all marketing and advertising, keep the vehicle clean and secure, and I will trade anything of value to help sell the vehicle.

"I provide a statutory warranty where required, arrange finance if required and provide extended warranties for peace of mind, all at no charge to the seller.

"We have a 90 per cent success rate

of selling customers' vehicles for them, a win-win situation for all concerned.

"We have people flying in from all over the country to buy from us after checking out our website, so we must be doing something right and our prices are on the money and not overpriced."

Mr Peyman said he often received inquiries from people who had

searched the internet for their ideal vehicle and had found it on his website.

"One I did recently was a big houseboat, probably the biggest legally towable houseboat," he said.

"A guy who lived near the Murray River had searched the internet and found it on our website.

"After numerous phone calls, emails and photos back and forth we said, 'we'll cover the cost of the airfare for

you and your wife and a night's accommodation to come and have a look at it'.

"He bought it and later sent me a photo of it crossing the Nullarbor."

Action RV usually has about 80 vehicles in stock, from \$5000 camper trailers to \$300,000 motorhomes and everything between.

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