

# Consignment selling pays off

## Beckenham firm does business far and wide

By LLOYD MARSHALL

DOUG Peyman, the main man at Action RV Centre in Beckenham, says many people have the misconception that consignment vehicles are more expensive — this is not the case.

"I do not charge sellers 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."

"I cover the cost of all marketing and advertising, keep the vehicle clean and secure. 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."

The operation usually has about 80 vehicles in stock, from \$5000 camper trailers to \$300,000 motorhomes and

everything in between, including new 650cc off-road buggies.

Mr Peyman set up the business just under a year ago, generally has about \$3 million worth of vehicles on hand and sells about 30 RVs each month.

"Some people come in many times before buying and that's OK as we have a huge variety of RVs and it's a great place to kill some time," he said.

"When I started it was just me and we now have seven staff to cope with the demand."

Ken Midson, from Hobart, is one of Action RV's happy clients. He wanted a 28 Swagman Australis motorhome, found one on Action RV's website, now owns it and couldn't be happier.

"I knew of the Australis, the only 28ft Swagman ever made, and the '04 model, which is near the top of the firm's range, is perfect," he said.

"I had spoken to the owner previously, but the price was a bit much. Then I saw it on the Action website for \$230,000, spoke to them and did the deal."

"I was perfectly at ease with their attitude, which was old-style, they sent photos and I agreed to buy it once I had sold a property."

"I paid 10 per cent deposit and when the property was sold I

The Swagman Australis motorhome sold recently by Action RV to a happy buyer in Tasmania.



travelled to Perth where the owner was on hand to take me through the Swagman's ins and outs.

"He spent a couple of hours with me and has since helped me out a couple of times, and I couldn't be happier with the help I received from the Action RV guys."

Mr Midson drove the vehicle to Hobart, loaded it up and headed to Queensland for six weeks. He has now done 12,000km.

"It has everything my wife and I want," he said.

"It has satellite TV, airbag suspension, toilet, shower and

washing machine, and it's a really great motorhome."

The Swagman's previous owner, Geoff Bell, from Attadale, said he was pleased with the way he was treated by Mr Peyman and his staff.

"Everything happened exactly as promised," he said. "I tried to sell it privately for 18 months and it sold via Action RV within six months."

"They replaced the batteries for me, cheaper than I could get them myself, and I would definitely go to them again."

Info: Doug Peyman 9350 9350, [www.actionrv.com.au](http://www.actionrv.com.au)

## Buyers' tips

**Purpose:** Before you buy, make sure you know exactly what you plan to use your caravan for. The purpose will determine its size and configuration, layout and fittings — and what vehicle will be needed to tow it.

**Size:** Most modern caravans range in size between 3.3m (11ft) and 7.3m (24ft).

Anything smaller is uncomfortable for more than one person, and anything larger is difficult to tow.

**Pop-tops:** Pop-top caravans are a smaller and easier option to full-size ones. They are easier to store and are better ventilated, thanks to canvas upper walls and flaps with zips. However, they are not necessarily lighter than normal caravans.

**Camper trailers:** With a wind-up canvas section and extendable sleeping room on both sides, these can offer good space for longer stays but can be time-consuming if setting up regularly.

**Off-road:** "Outback" caravans are designed to be towed and parked in rougher locations, with a strengthened chassis and protection underneath for water tanks.