



Fully paid stock policy

The below key factors are to be considered when managing New Car Stock to help manage cash flow, reduce financial risk, and maintain healthy New Car inventory turnover within the group.

Consignment Stock

It is important for Managers to understand their consignment unit stocking days. This includes the number of days until a vehicle automatically adopts and becomes fully paid. Also, the options to extend stocking days and delay the auto adoption date.

Manufactures Incentives

Manufacturers provide extra support monies for registering certain models/variants. Where possible Managers should register any upcoming or already fully paid vehicle as part of a pre reg exercise as priority over any other stock vehicle.

Demonstrator Registrations

Where possible Managers should register any upcoming or already fully paid vehicles as demonstrators as priority over any other stock vehicle.

Where we have done the above but still incur fully paid vehicles the below actions should be taken

Aggressive Marketing and Promotions

Showroom and Autotrader pricing should increase visibility and attractiveness.

Internal Promotions

Additional incentives for the Sales Team can be put in place to increase focus on fully paid vehicles

Stock Optimisation:

Managers should be aware of their brands Fully Paid stock at our other locations to optimise stock rotation and sale of fully paid vehicles.

Head Office will regularly report on upcoming fully paid stock and provide month end reports to the Managers detailing units currently fully paid.

Head Office will also impose a Fully Paid Stock Fine for vehicles at Fully Paid Status as at the month end.