

STARTIN GROUP INTERCOMPANY TRANSFER POLICY

This policy has been created to help all involved have clarity on how to sell cars from any site within the group, we encourage good stock management and procurement and the below policy should ensure fairness for everyone.

All stock belongs to Startin Group, not a particular Sales Manager and therefore should be offered freely to another site should they have a customer enquiry. We want to encourage each of you to have a good “working relationship” where you actively help each other.

- All stock will be transferred with £1000 margin, this will be calculated from the advertised price and £1000 will be reduced from that figure. (VAT needs to be calculated so each site pays the appropriate amount)

The SIV of the vehicle has no bearing on this, the theory being if you have bought a car well the owning site will also profit from the transaction. If, however, the car is aging and has little margin or even up for less than SIV, it will still move the car and not penalise the selling site. As mentioned above, proactive stock management should limit aging cars and subsequent exposure.

Preparation standards are outlined below so we have an agreed standard across the group:-

- Service, MOT & Cam belt not due for at least 6 months or 6000 miles – 3 months Kia
- Tyres minimum 3mm & in an acceptable condition
- Brakes maximum of 70% worn
- Selling site must carry out a half hour safety check prior to handover
- Copy of workshop VHC sent with the paperwork

Cosmetic standards:-

- Age related marks (chips or light scratches) are acceptable; however, damage needs to be repaired
- Alloy wheels - 0-3 years old no damage is acceptable, 3 years + small marks acceptable within reason
- Selling site responsible for minor smart repairs up to £100, anything over this should be referred and agreed prior to work being completed to the original owning site

Best practice would be to walk the car upon collection and highlight any issues prior to your driver taking the car away.

It is required you check availability prior to taking a deposit on a car to avoid disappointing a customer. Reiterating the point made earlier please be honest regarding availability, for a car to be “unavailable” a deposit needs to have been taken, not that “we have someone on it”.

Any vehicle collected needs to be returned within 72 hours if not sold, if not then the owning site can choose not to take the car back and transfer it.

The above standards are not exhaustive, as such please work together to deliver the best result for the company not just your own agenda.



Intergroup Transfer Form

Vehicle Make & Model

Registration Number

Mileage

V5

 Y N

VAT Q?

 Y N

Prepared for sale?

 Y N

Agreed Transfer Price

Selling Dealer

Receiving Dealer

Signed by

Selling Dealer

Receiving Dealer