



# Bob Vale Coach Sales Limited

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## EXPORT TERMS AND CONDITIONS

Bob Vale Coach Sales have generated these terms and conditions to highlight potential pitfalls and to outline terms for deposit payments.

Bob Vale Coach Sales are not responsible for shipping costs for vehicles that are being exported. We have a list of Shipping Agents that the customer can contact for shipping quotations (these are companies that previous customers have used in the past. Their inclusion in the list is not an endorsement from Bob Vale Coach Sales)

### UK Docks:

- We offer to transport vehicles to Southampton Docks free-of-charge.
  - We also offer to transport vehicles to Sheerness or Tilbury Docks for a small fee of £200 (to cover fuel and driver time).
  - Use of any other docks would need to be arranged and paid-for by the customer.
- Note that these vehicles do not have road tax and often do not have a valid MOT certificate. Consequently the vehicles would need to be moved with the use of trade plates. This can be an expensive exercise which may counteract any cost benefit of selecting a cheaper dock. Please also read the note below regarding VAT.

Shipping costs can be expensive; Bob Vale Coach Sales *strongly recommend* a customer researches these costs before beginning to pay for a vehicle. We advise customers to be sure that they can raise enough money to purchase a vehicle *and* to cover shipping costs. We would also recommend the customer decides which Port a vehicle will be shipped from so that any transportation costs can be calculated *before* any deposit is paid.

VAT: For export to non-EC countries, as long as the vehicle is invoiced to that non-EC country, we are permitted to use a zero-rate for VAT purposes. If we transport the vehicle to the docks ourselves, we would require a shipping note from the selected shipping company to gain access to the docks. We can use that shipping note as evidence that the vehicle is being exported. Then after the vehicle is delivered and the vessel has sailed, we would seek a bill of lading from the shipping company. According to current UK VAT legislation, this is deemed sufficient evidence of export.

However, if the export is indirect, ie you use a separate transportation company to deliver a vehicle to the docks, instead of Bob Vale Coach Sales delivering the vehicle for you, obtaining proof that the vehicle has truly been exported is more difficult. Under these circumstances, we would require an additional deposit to the value of the VAT amount for that sale at the current UK rate. As long as the vehicle is exported within a 3 month period from the date of sale and you can produce evidence in the form of an original bill of lading from the shipping company, then the deposit equivalent to the VAT amount would be returned to you (less any associated banking charges accrued from such deposit).

For delivery to a dock, we need 5 working days notice, so that the relevant arrangements can be made and any required payment for delivery must be cleared into our account before delivery arrangement are made.

Vehicles are sold on an as-is basis with no warranty offered or implied.

Having given this advice, Bob Vale Coach Sales need to define terms and conditions relating to deposits that are paid for vehicles.

1. The deposit will be 20% of the purchase price of the vehicle, with a minimum of £1000.  
*THIS DEPOSIT IS NON-RETURNABLE*
2. From the date of receiving a deposit, Bob Vale will take the vehicle off the market on the understanding that the purchaser will settle in full the cost of the vehicle within a 4-week period.
3. If a vehicle is not fully paid-for within a 4-week period from receiving the deposit, then Bob Vale Coach Sales will retain the deposit and put the vehicle back on the market.
4. From the date of receiving a deposit, the vehicle is expected to be removed from the Bob Vale Coach Sales site within an 8-week period.
5. If a vehicle is not removed from the Bob Vale Coach Sales site within an 8-week period from receiving the initial deposit, then Bob Vale Coach Sales will retain the deposit and put the vehicle back on the market. The balance will be returned to the customer.

In order for Bob Vale Coach Sales to accept a deposit on a vehicle, the customer needs to understand and then sign this document to agree to these terms:

**VEHICLE DETAILS:**

Vehicle Type \_\_\_\_\_

Vehicle Reg \_\_\_\_\_

**PAYMENT DETAILS:**

Agreed Price \_\_\_\_\_

Deposit Paid \_\_\_\_\_ Date \_\_\_\_\_

Balance \_\_\_\_\_ Required By \_\_\_\_\_

Vehicle to be removed by the following date \_\_\_\_\_

**CUSTOMER DETAILS:**

I, the undersigned, accept the deposit terms and conditions outlined in this document and that vehicles are sold as-is with no warranty offered.

Name (print) \_\_\_\_\_ Signature \_\_\_\_\_

Date \_\_\_\_\_

**UK CONTACT DETAILS:**

Name (print) \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

Telephone \_\_\_\_\_

**BOB VALE COACH SALES REPRESENTATIVE:**

I, the undersigned, agree to the sale of the above vehicle to the above customer according to the terms outlined in this document.

Name (print) \_\_\_\_\_ Signature \_\_\_\_\_

Date \_\_\_\_\_