

2023



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LANCASTER

LOCAL TRADING POLICIES





America's Auto Auction Lancaster

LANCASTER

Wednesday, 7 Lanes
Running 800 + Units
Weekly IN-LANE!!

- INOP Sale - Lane 2 at 8:30am
- Dealer Consignment - Lanes 1-7 at 9:00am
 - Fleet-Lease Lane - Lane 7L at 9:00am
 - Dealer Consignment Lane 7
- Bargain Boulevard - Lanes 7B

Greg Gehman

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Lyndsey Iverson

Inside Sales Supervisor

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To Reserve Numbers Call Inside-Sales 717.569.5220 ext. 400

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americasautoauction.com | edgepipeline.com

America's Auto Auction Lancaster follows NAAA

NAAA Policy Effective: January 15th, 2021 with the following Exceptions

- ➔ **NO RETAIL CUSTOMERS** - Any dealer that is found with a retail customer may have their auction privileges revoked.
- ➔ **This auction is for licensed and registered dealers only.**
- ➔ The licensed and registered dealer will be held responsible for all business transactions under his company name at America's Auto Auction Lancaster. All changes of ownership, authorized representatives, banking facilities, addresses and telephone numbers must be reported to America's Auto Auction Lancaster.
- ➔ Personal checks and drafts are not accepted.
- ➔ No vehicle is authorized to leave the auction grounds unless it is accompanied by a validated gate pass. All vehicles are subject to inspection.
- ➔ Vehicles being returned to the Auction must be returned in the same or better condition than when purchased. No vehicles may be returned with excessive mileage. Mileage is limited to a maximum of 200 miles. If distance to and from Auction to Buyer's dealership is greater, an exception may be made by Auction Manager.
- ➔ No vehicles may be sold without a negotiable title (For Example: "Bill Of Sale Only").
- ➔ America's Auto Auction Lancaster will not allow the transfer and sale of any vehicle on "repo papers".
- ➔ All **"IF"** sales are binding on the buyer for **90 minutes** from the time of sale.
- ➔ Titles must be presented at the counter by close of business on sale day if an announcement of "T/A" was not made at the time of sale, and sold under the Blue Light.
- ➔ After 21 days: for vehicles sold T/A the seller has until the close of business on the next day, to produce a valid/negotiable title, from the time the Buyer notifies the Auction of their intent to return a vehicle for no title.
- ➔ Buyers are cautioned not to sell or spend money on T/A (Title Absent) vehicles until the title is received. Neither the auction nor the seller will be held responsible for repairs on T/A purchases. Seller will be responsible for transportation charges to return a sold vehicle when a negotiable title is not presented to AAA Lancaster, Inc. within the 21 calendar day T/A policy.
- ➔ Buyers may be assessed a fee for excessive mileage (distance to and from dealership) at a rate of **50¢ / mile** for vehicles sold title absent and returned for no title. **Fee will be paid to selling dealer.**
- ➔ A service fee of \$100 will be charged on all returned checks.
- ➔ Titles with the following defects will not be accepted: alterations and/or erasures, incorrect VIN, improper reassignments, and missing signatures.
- ➔ Because ownership of the vehicle or its accessories is never transferred to Americas Auto Auction Lancaster, the **Auction does not assume liability for any theft or damage.** The titled owner of the stolen or damaged property must make claim to his/her insurance company. Any vehicle and/or personal property left on the premises is done so at the owner's own risk.
- ➔ Any vehicle titles with a brand, status or any other indication of Exempt from odometer disclosure **MUST** be announced. The seller may represent miles on exempt vehicles as being actual; any disclosures made by the seller and all known odometer discrepancies are grounds for arbitration.

PSI Policies

- ➔ **PSI Fee** is \$150 and good for 10 calendar days (sale day is day 1).
- ➔ No exceptions past day 10.
- ➔ **The buyer will be charged for inspection regardless of a “Pass” or “Fail” resolution, due to services provided as requested.**
- ➔ The purchase of a **Post Sale Inspection** is a guarantee solely to the “Buyer”. The primary responsibility for undisclosed defects will lie with the “Seller” and consistent with the NAAA Policy. The Auction provides coverage beyond the timeframes outlined by the NAAA, but within the 10 day guarantee.
- ➔ The Auction reserves the right to extend resolutions of Arbitrations and PSIs beyond the day of the sale and deemed necessary by Management.
- ➔ If a price adjustment is made regarding issues resolved through **PSI** or Arbitration, and accepted, the vehicle becomes the “**AS-IS no arbitration**” property of the buyer. This is regardless of additional defects found.
- ➔ The auction reserves the right to repair vehicles covered by a **PSI** guarantee, repairs under \$600 will be responsibility of the buyer.
- ➔ The Auction may request a **PSI** claim to be inspected at the closest America’s Auction or manufacture’s shop based on circumstances and/or location of vehicle as deemed by management
- ➔ Only Cars and Light Duty Trucks are eligible for PSI
- ➔ All Diesel Powered Vehicles 5 years **and/or** older from current year or over 100,000 miles are not eligible for **10 Day PSI**, however can be arbitrated up until 5pm day of sale.
- ➔ Vehicles 15 calendar years and older **and/or** over 125,000 miles will **NOT** be eligible for **10 Day PSI**. *These vehicles are only eligible for sale day arbitration before 5pm.*
- ➔ Following Must be sold AS-IS & not subject to Arbitration or **PSI** excluding Title Discrepancies:

Tow trucks, RV’s, motorcycles, ATV’s, boat’s, trailer’s, off road vehicles, and equipment.

SELLING LIGHT SYSTEM:

- ➔ Vehicles **Not Eligible** for **10 Day PSI**, but can be arbitrated up until 5pm day of sale.

*Alfa Romeo, Aston Martin, Audi A8,R8,S8, Bentley, BMW i8, Bugatti, Dodge Viper, DMC 12, Ford F-450, Ford GT, Ferrari, Fisker (electric car), HI Hummer, Laforza, Lamborghini, Land Rover, Lexus FF Sport, Lexus IS-F, Lexus LFA, Lotus, Maserati, Maybach, McClaren, Mercedes-Benz SLR, Mitsubishi Lancer Evo, Nissan GTR, Panoz, Porsche, Rolls Royce, Subaru WRX, Tesla, and **All Electric Vehicles***

High Performance, Low Production, Modified or Significantly Altered, are **Not Eligible for PSI**.

Please contact Auction prior to Purchase to Check PSI Eligibility

For arbitration of vehicles selling at America's Auto Auction Lancaster for \$75,000 or more, the item in question for arbitration must have a minimum repair cost of 2% of the purchase price to qualify.

As vehicles are being offered for sale, a Green, Yellow, Red or Blue light will signify the following:

Announcements/ Light Legend			
Announcements:	Light Usage Recommendation		
	Green	Yellow	Red
Ride & Drive Only	✓	N/A	N/A
Ride & Drive with Listen	✓	✓	N/A
Limited Guarantee <i>seller guarantees: engine, transmission, 4x4 Sale Day ONLY</i> <i>See NAAA Policy</i>	N/A	✓	N/A
As-is, No Arbitration: <i>may only be arbitrated for non-negotiable titles, unannounced odometer discrepancies, unannounced frame damage if sold for \$3,000 and above</i>	N/A	N/A	✓
Blue Light	Vehicle under Blue light is sold without a title. Seller has 21 calendar days to present negotiable title to auction (sale day is day 1)		

ARBITRATION / STRUCTURAL DAMAGES:

Local Auction Arbitration: Rules & Exceptions

- ➔ Payment for Vehicle Purchases is due on Sale Day.
- ➔ ALL Vehicles that **Sell Under \$3,000** will automatically be sold **AS-IS** & can only be arbitrated for Title Discrepancy and Odometer Discrepancy, and cannot be arbitrated for frame damage. Seller has right & opportunity to sell any vehicle \$3,000 and over either As-Is or with a Green Light by their choice.
- ➔ Vehicles with Check Engine light on in vehicle must be announced with specific issues as to why the Check Engine Light is actually on. If Seller doesn't announce Specific Reasons for Check Engine Light being on vehicle can be arbitrated if repair is greater than \$600.
- ➔ A No Sale Fee of \$50.00 will be charged to vehicles running for the fourth (4th) week and every week thereafter that the vehicle is registered.

Structural Damage:

- ➔ Any existing permanent (kinked or broken) structural damage. Previous policy required disclosure of a vertical deflection, to the floor/trunk panels, greater than 2 inches. The "2 inch" rule has been dropped and any damage deemed permanent must be disclosed.
- ➔ Structural damage due to corrosion. If the material has been reduced by 25% or more must be disclosed.

Test Drive Policy:

- ➔ All vehicles must be test driven, on the DAY of the SALE, and returned to arbitration within one (1) hour for any undisclosed defects. All Arbitration matters must be processed through the main office. Dropping a vehicle at the canopy does not constitute the registration of a complaint.

PAYMENT POLICY:



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We VALUE YOUR BUSINESS!

Payment for vehicle purchases is due on sale day,
cannot exceed 7 calendar days
with negotiable title received by auction,
and deviation of payment terms
are subject to prior management approval.

THANK YOU!!!

America's Auto Auction Lancaster

Mission – Vision – Values

America's Auto Auction Lancaster is founded on the belief that successful business is based on sound relationships that meet the needs of our Buyer, Sellers, Vendors, Employees and Our Community.

We will grow our business and service our customers by doing what is right!

- We will conduct business with respect, trust, integrity, honesty and compassion for one another.
- We will follow the Golden Rule and treat people as we would want to be treated.
- We will do the right things to correct mistakes when they happen.
- We will strive to quickly resolve issues and avoid repeating mistakes.
- We will accept feedback willingly and be open to suggestions.
- We will provide a warm, courteous and professional atmosphere in which to do business.

We will provide the best customer service possible!

THE Auto Auction with OLD FASHIONED Service!



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www.AmericasAutoAuction.com

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