



ADESA Public Auctions, for everyone

ADESA Canada (www.ADESA.ca) is our Nation's largest Professional Vehicle Auction Company, with locations in every major city in Canada. ADESA Canada sells hundreds of thousands of used vehicles in the Canadian Market every year on behalf of thousands of Manufacturer Finance companies, Daily Rental companies, Banks, Car Makers, Automotive Fleet Management Companies, National Fleets, Dealer Groups, Automotive Dealers and Wholesalers in Canada.

Members of the public can now consign their own pre-qualified personal vehicles (cars, trucks, vans, motorcycles, boats, ATV's, RV's, etc) for sale at ADESA Canada Public Auctions (www.ADESPublicAuctions.ca); a tremendous advantage over private sale methods.

Selling your vehicle is now as easy as 1-2-3

- 1) Contact the nearest ADESA Auction location; identify yourself as a Public Customer, interested in selling your personal vehicle in our public auctions.
- 2) Provide basic vehicle information to obtain an estimated market value range¹.
- 3) If you are comfortable with the market value range discussed, schedule an appointment to complete the vehicle consignment form and drop off your vehicle at auction.

ADESA Public Auctions, for everyone: FAQ

1) What basic information will the auction representative require when I call to obtain fair market value information?

- a. Year, Make, Model, Trim and Trim level, options and options packages (if known), current odometer reading, condition of vehicle (excellent, good, average, below average), accident history.
 - i. Example: 2001 Audi A4 1.8T Quattro, Premium Package, Winter Package, Celebration Package, Blue exterior, tan leatherette interior, 180,000KM, average condition for year and mileage, 1 minor accident \$2,900 claim.

2) What if I believe my vehicle is worth substantially more than the fair market value discussed with the auction?

- a. See definition of fair market value, question and answer 4) below. We want everyone to benefit from our public auctions and national buyer base; we believe that the fair market value provided is accurate to a reasonable level of probability based on historical transactions. Our intent is to ensure sellers and buyers can meet with similar expectations in a fair market environment, driven by competitive bidding. We are not a retail dealership lot. If you would prefer to offer your vehicle for sale at one of our

¹ Auction makes no warranty, representation or guarantee with respect to the selling price.

public auctions at your price, you can do so but not under the [ADESA Fleet Advantage](#) program.

3) Will the auction need any additional declarations or information to be able to sell my vehicle?

Yes, we will also need current confirmation that there are no outstanding liens against your vehicle as well as a current CarProof (www.CarProof.com) report; the auction will secure both of these on your behalf (fees apply). The auction will also need you to complete a vehicle consignment agreement, which you can view, pre-populate and print directly from the www.ADESAPublicAuctions.ca website prior to dropping your vehicle off. In the consignment agreement, you will be asked to supply detailed information about your vehicle's history and condition. You are required by law to provide all known information about the vehicle.

4) What does fair market value mean?

- a. Fair Market Value is the current average selling price for similar vehicles in our Wholesale and Public Auctions. There are seldom two used vehicles that are exactly the same, so we will do our best to provide a range that you could reasonably expect your vehicle to sell for in our auctions; this range is NOT a guarantee. You will need to provide a minimum selling price (called a Reserve) that you agree to sell the vehicle at once bidding reaches or surpasses that amount.

5) When should I bring my vehicle to the auction, once I decide to consign it for sale?

- a. We recommend that you bring the vehicle as soon as possible and at minimum two full business days prior to an auction event. This will allow us to perform a visual inspection of the vehicle and feature your vehicle information and pictures online. The more time you give to prospective buyers to preview and consider your vehicle, the greater the chances of selling it.
- b. You should bring in your ownership, all of your vehicle keys, fobs, valet keys and service records and manuals (if available) with your vehicle. Keys will be safely accounted for and secured in your vehicle during the drop-off process. Ownerships will be secured in our offices.
- c. To ensure that we are ready to serve you quickly and efficiently, you should schedule a mutually convenient time to drop off your vehicle with the auction; **we do not recommend arriving unannounced.**

6) What happens if my vehicle sells for more than the Reserve (Minimum Selling Price)?

- a. Congratulations and enjoy! The Auction will only charge the fees agreed upon in the consignment agreement.

7) What happens if there are no bids for my vehicle above the Reserve (Minimum Selling Price)?

- a. After the auction sale, we will contact you and advise you regarding the bidding activity on your vehicle; number of bidders and average auction values achieved in the sale event. We will discuss whether you want to adjust your Reserve price and consign your vehicle for sale at our next auction. If you are present at the auction sale, while your vehicle is on the auction block, the auctioneer may invite you to adjust your minimum sale price in order to immediately conclude a sale with the highest bidder. If this cannot be achieved quickly, the auctioneer will likely declare the vehicle to be a 'no-sale'. We understand this does not give you a lot of time to think, which is why it is recommended that you attend the auction to see bidding activity, and see how hard the auctioneers work to achieve your minimum selling price. Should you change your mind after your vehicle has been declared 'no-sale', we will make every effort to speak with the previous highest bidder to see if they are still interested in purchasing your vehicle at their

highest offer. Time is of the essence. Buyers are in the Public Auction lanes to buy a car; a car is sold every minute on average. Once bidding ends and a vehicle is not declared as “sold” by our auctioneer, the highest bidder is no longer legally required to honor his/her bid. The auction is also not liable for a lost sale.

8) Can I attend the auction, to see bidding activity?

- a. Yes, you can attend any of our Public Auction sales. In fact, we strongly encourage it.

9) How will I know at what time my vehicle will be offered in the Public Auctions? I don't necessarily want to be around for the entire event.

- a. Ask your auction representative what ‘run number’ your vehicle will be issued. The good news is that if your vehicle qualifies for the **ADESA Fleet Advantage** program, it will be offered early run numbers which are generally regarded as preferred. Run numbers are in numerical order, run # 1 is the first vehicle in the event, and run #25 is the 25th vehicle in the event. It takes approximately one minute per vehicle, so run #25 will likely be offered at anytime 25 minutes after the first vehicle is offered. You should try to be in the lanes at least 15 minutes before your vehicle is offered to make sure you don't miss it.

10) Should I have the vehicle professionally cleaned or repaired before bringing to the auction?

- a. Presenting your vehicle in the best possible light is highly recommended, within reason. The vehicle should be clean (at a minimum all of your personal belongings must be removed, vehicle should be de-trashed, vacuumed, washed and wiped). If you are comfortable with doing a little extra cleaning yourself, you should. We also offer several different cleaning packages for you, from basic wash and vacuum, to a full reconditioning process which includes wash windows, shampoo carpets and seats, wash exterior, dress tires, waxing and mechanical buffing of paint.
- b. ADESA has mechanics and service bays in most cities, able to perform work on your vehicle prior to sale. If you recently invested money in your vehicle, you should let the auction know so that they can include the information in the announcements. Things like new tires, new battery, new brakes, new exhaust all help bidders evaluate your vehicle. You will need to provide proof of work/purchase to auction.

11) Should I fill up the gas tank before dropping off the vehicle at auction?

- a. No, this is not necessary. You should however, ensure there is at least a quarter tank of gas in your tank. Your vehicle will need to be moved around on our property and through our auction lanes. Should the vehicle run out of gas while it is in our possession, we will charge a service fee, plus gas charges (fees vary by City)

12) What happens if the minimum selling price is not achieved, and I want to remove my vehicle from the property?

- a. No problem. You will need to inform auction employees that you would like to do this after the event. You will be responsible for paying any fees agreed to during the check-in process at the auction (if any). Once these fees are paid (if any), you will receive a gate-pass which you will need to present to security prior to being allowed off the property with your vehicle. The VIN on the gate-pass must correspond to the VIN plate of the vehicle you are attempting to remove from the property. Security will also likely ask you to open your trunk and look inside the vehicle, to ensure no auction property was stored in or left inside your vehicle by mistake.

13) I also have a snow blower and a generator that I would like to sell – how do I do this?

- a. The same process applies as with a vehicle, although it is much more difficult to establish fair market values on specialty equipment.

- b. You can sell just about any equipment related to the automotive industry, any pleasure crafts and equipment (light duty – Heavy duty). Snow plows, trailers, RV's, any size watercraft, motorcycles, ATV's, golf carts, snow machine, bobcat, loader, dump truck, etc. Just call and ask if we can sell your item – odds are we can.

14) I have an old stereo that I would like to sell in the auction – can I do this?

- a. Our Auction consignment focus is squarely on our strength; Serving the automotive industry. You will not find perfumes paintings and mattresses in our public auctions. Unfortunately, we do not accept stereos and various household items from the public at this time. We will, from time to time, sell various items on behalf of institutional partners who require special services or auction events.

15) I have an expensive classic / collector car/truck in fully restored condition that I now want to sell; can you feature it in your auctions?

- a. Yes, we love classic / collector cars/trucks and luxury vehicles. Contact the auction and ask to speak with the sales manager to see if there is an opportunity to feature your vehicle before and during our next auction event.

16) I recently inherited a large boat which is currently stored at a local marina; how could I sell this boat at your auction?

- a. Call the Auction Sales Manager to discuss fees for bringing the boat to our facilities, or, for our inspectors to go out to the boat and perform a 'remote sale' inspection through our online auctions.

17) I sold my vehicle – now what?

- a. Congratulations – how was THAT for an exciting experience? The auctioneer will have clearly said "Sold" at the end of bidding. You simply need to go home now, or stay with us for the rest of the event. Buyers have two business days to finalize the purchase. The auction will remit the funds to you by cheque within the agreed upon timelines, minus any fees you agreed to during the check-in process.