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# **Vehicle Inspections for Dealers**

Information Pack

  
**RAA**

## What is an RAA Vehicle Inspection?

It's an inspection that will provide your customers with an accurate summary of the current condition of the vehicle and means that customers won't have to delay the sales process by arranging their own inspection.

Our advice is to keep any existing process regarding 'in-house' vehicle assessments. If the vehicle is inspected by RAA when it is first received it may have a list of faults on the report that will have to be explained later to a potential purchaser. It is better to have it inspected at the end of your pre-sale preparation process so that your sales staff have a 'clean' report with which to sell the vehicle.

## What does the inspection cover?

It will check and evaluate the condition of the key components of a vehicle including the engine, gearbox, clutch, cooling system, steering, brakes, suspension, drive shafts, electrical, security, wheels and tyres, underbody, interior trim, and body work.

The professionally presented report is completed electronically and will be automatically and immediately emailed to you upon completion.

## How does RAA rate an inspection?

RAA's Vehicle Inspection reports use a simple traffic light system to give a general overview of the vehicle after inspection, displayed at the front of the report.

The traffic light system displays the following:



**Stop:**

The cost of repairs and/or the risk of future reliability/safety should be considered against the value of this vehicle and long-term ownership, unless it is intended for restoration and all costs are taken into consideration.



**Caution:**

If reported defects are repaired effectively and regular servicing maintained, the vehicle should provide reliable service. If purchasing privately without South Australian "Dealer Statutory Warranty", all defects should be costed for repair prior to purchase. If purchasing from a dealer, roadworthy defects must be repaired at cost to dealer prior to sale.



**Go:**

Any items reported should only require routine maintenance, adjustments or minor repairs to maintain reliable service.

## Why do we offer vehicle inspections for dealers?

We recognise that RAA members benefit from the opportunity to be able to buy used vehicles that have been inspected by RAA.

Vehicle inspections can be used as a constructive selling tool for dealers. Being able to display the RAA Inspected Vehicle labels on your cars will communicate to your customers that your dealership takes pride in selling good quality vehicles. In addition, dealers are able to close a sale without the customer requiring additional time to carry out their own inspection. The positive association with RAA reaffirms the dealer's reputability and sets them apart from the competition.

## What does a vehicle inspection offer your business?

- A comprehensive, independent report on each vehicle.
- Credibility, given that your business is prepared to have their vehicles inspected by RAA.
- If the report is conducted prior to a vehicle being put up for sale, you can fix any deficiencies it highlights and be confident of getting the best price for each vehicle.
- A value added closing tool your sales staff can rely on.

## Communicate your use of RAA Vehicle Inspections



Yard signage

### Yard signage

- This signage can be displayed by dealers to promote their use of RAA Vehicle Inspections.
- It must not be displayed externally facing (e.g. on exterior fencing), only internally facing.
- Dealers may only display the yard signage if there is at least one vehicle offered for sale that has undergone an RAA Vehicle Inspection.
- Two yard signs will be provided to dealers upon signing a Vehicle Inspections agreement with RAA.
- All requests for additional yard signage must be approved by RAA. Please consult your Business Development Manager.

### Vehicle Inspection label

- Vehicle Inspection labels are applied by RAA Vehicle Inspectors to vehicles that have been inspected.
- They must be removed by the dealer after three months or 500km, whichever occurs first.



Vehicle Inspection label – front

“This vehicle has been inspected by RAA to give you peace of mind. Ask us for a copy of the Vehicle Inspection report. Questions about the report? Contact RAA’s Technical Advisory Service on 8202 4689.”

- The above wording can be used for online sales listings.
- Variations of the above wording must be sent to RAA for approval prior to use.
- Reference to RAA Vehicle Inspections must be removed from online listings by the dealer after three months or 500km, whichever occurs first.
- Dealers may use photos that show the vehicle windscreen banner displayed on the inside of the vehicle’s windscreen.



Vehicle windscreen banner

### Vehicle windscreen banner

- A vehicle windscreen banner can be applied to the windscreen of a vehicle that has been inspected by RAA within the last three months.
- It must be applied on the inside of the windscreen to ensure it is not stolen and used by unauthorised parties.
- The banner must be removed by the dealer after three months or 500km, whichever occurs first.
- Twenty vehicle windscreen banners will be provided to dealers upon signing a Vehicle Inspections agreement with RAA.
- All requests for additional vehicle windscreen banners must be approved by RAA. Please consult your Business Development Manager.

Date _____	No. _____
Odometer reading _____	
Vehicle inspector _____	
The report on the condition of this vehicle is valid for three months or 500km, whichever occurs first.	
<b>Questions about the report? Contact our Technical Advisory Service on 8202 4689.</b>	
	

Vehicle Inspection label – back

**// Motoring**

**// Insurance**

**// Security**

**// Travel**

## Let's connect

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