

6. Time to bid

The auctioneer has a 'bird's eye' view of the proceedings from the rostrum, so he shouldn't miss you when you put your hand up to bid.

You don't have to start the bidding; you can come in with a bid at any time. Generally, the price can increase as much as €100 for newer cars or as little as €50 for older cars.

At some time the auctioneer may declare the car 'on sale' or 'on the market'. This means it has reached its reserve price, or the minimum amount the vendor is willing to accept – and the car is yours at the fall of the hammer!

If yours is the highest bid, hold up your buyer's number and go immediately to the office.

7. Vehicles will be sold either outright or provisionally

Outright

This means that the payment you make is a part payment for the vehicle. Your invoice and vehicle documents will be available within 10 minutes at the front counter, where the remaining balance can be paid.

Provisionally

This means that the car on which you have won the bid has not reached its reserve price, and is sold to you 'PROVISIONALLY'. The auctioneer will contact the vendor to ask if he'll accept the bid, or will negotiate a price in between. It may be the following day before clearance is given. The money you have paid is a deposit and if your bid is unsuccessful this will be refunded to you by cheque or put toward another vehicle of your choice.

MAKE SURE WE HAVE YOUR CORRECT TELEPHONE NUMBER SO WE CAN CONTACT YOU WITH AN OUTCOME.

8. Paying for the car

Settlement of your account may be made in cash, by Banker's Draft, by Building Society or Finance Company cheque made payable to Wilsons Auctions Limited. All vehicles must be paid for within 24 hours of purchase. We also accept Switch/Delta and major credit cards (credit card charge applies). If you have any questions about payment contact the cashier before bidding for the car.

9. Collecting your car

You will be issued with a receipt and a pass-out, which should be presented to security.

10. Conditions of sale

These are the terms on which vehicles are bought or sold and are legally binding. All auction sales are conducted in accordance with the company's conditions of entry and sale, which are displayed at the Auction premises and within your catalogue (additional copies free of charge).

ADDITIONAL SERVICES

1. Refurbishment / Valeting

Our vehicle refurbishment facility Re: Route is at your disposal to enhance the look of your purchase.

2. Transport

Delivery of your vehicle can be arranged on request.

For more details on any of these services, please ask our customer service staff or pickup a leaflet from the counter.

4 WAYS TO GET YOUR CATALOGUE

Catalogues available from 1pm on day of sale

1. Call in

We're open 9am to 6pm Mon–Fri

2. Phone

See contact numbers below

3. e mail

dublin@wilsonsauctions.com

4. Online

www.wilsonsauctions.com

6 BRANCHES

REPUBLIC OF IRELAND - Dublin

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NORTHERN IRELAND - Mallusk

22 Mallusk Road, Newtownabbey,
Co Antrim, BT36 4PP

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NORTHERN IRELAND - Portadown

65 Seagoe Industrial Estate, Portadown,
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ENGLAND - Telford

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Shropshire, TF1 5YL

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Clwyd, CH5 2TB

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WILSONS
AUCTIONS

BUYER'S GUIDE

WWW.WILSONSAUCTIONS.COM

WHAT IS AN AUCTION?

Quite simply, an auction acts as an agency between someone who wants to sell a car, and someone who wishes to buy it.

Motor auctions allow companies, organizations, utilities of all sizes and those people in the car trade to quickly and efficiently dispose of their surplus vehicles.

At our purpose-built complexes, with their rows of cars and specialised auction halls, you have an excellent way to find a huge selection of vehicles at a fraction of retail prices.

WHY BUY AT AN AUCTION?

An auction provides an excellent platform to pick up a great value vehicle – with added peace of mind.

At Wilsons Auctions our fully automated systems provide direct links to HPI and Experian databases. All vehicles are automatically checked for previous outstanding finance.

You can expect to see many of the most popular makes and models at every auction. At the top of the auction range you'll pay trade prices for nearly new cars – saving you a lot of money. At the bargain basement you can safely buy a perfectly serviceable vehicle for less than €500, sometimes a lot less. Company cars have in the main been well serviced as part of their maintenance agreements.

WHERE DO THE CARS COME FROM?

- **Private Owners**
For people who want to sell their cars without the hassle of selling privately.
- **Ex-Fleet and Company Cars**
Many of the vehicles within our range of cars are ex-fleet or company cars from major businesses looking to replace their current fleet and sell existing models. Most cars come with full service histories.
- **Main Dealer Part Exchange**
These are cars that are taken in part-exchange against new or newer cars.
- **Main Dealer Ex-Retail Stock**
These are vehicles surplus to requirements after stock rotation on dealer forecourts.
- **Bank and Finance Cars**
These are end-of-contract, lease and finance repossessions from major financial institutions.

BUYING AT AUCTION - AT A GLANCE

1. Research
2. The Auction itself
3. Information on the vehicle
4. Choosing your car
5. Found that one you want
6. Make your bid
7. Sold - outright or provisionally
8. Payment
9. Collection!

HOW TO BUY AT AN AUCTION

Here are a few key points that will help you on your way to the car you want.

1. Do some research

First: about your ideal car

- Know your preferences for a particular make or type of car (make, model, age, engine size, colour).
- Familiarise yourself with the prices you would expect to pay for those types of cars depending on the different date of registrations. (If you do not know this, ask one of our sales staff for price guide information.)
- Allocate yourself a budget. Know exactly how much you have to spend.

Second: about our auction venues and procedures

- Familiarise yourself with the layout of our premises. We have auctions daily and our restaurant facilities are open to everyone.
- All vehicles are available for visual inspection during auction opening hours. Determine a day you want to come down, look at local press for details of upcoming events, posters in foyer, or visit our website www.wilsonsauctions.com
- Ask a member of staff to explain the auction process to you.

2. Auction process

The procedures for buying and selling cars at auction are quite straightforward, once you take a little time to become acquainted with them.

Arrive in good time

- we recommend normally an hour before the auction starts

Pick up a catalogue and copy of terms and conditions

- these are available on the day of sale and will show you all the cars allocated for this sale

Look at our cars in the display area

- these are divided into rows depending on age and which sale they will be in

Register for a buyer's number

- Register with a member of staff at the office (minimum deposit €500 cash).

3. Information on the window

On each car window, you will be able to see a sticker indicating the make, model, date of registration and any relevant information available on the car often concerning additional extras. Also you will see details about the selling description:

Sold as seen

- No test drive given: these vehicles are purchased as they are seen including all possible faults. All visible items are sold as they are presented.

Speedometer readings

- This information is also supplied on the windscreen display. Mileage is noted as:
 1. CORRECT (and therefore warranted)
 2. NOT CHECKED (not guaranteed as accurate)
 3. INCORRECT (not accurate)The auctioneer at the rostrum may also announce this.

4. Choosing your car

When making further enquiries about your choice of cars, please take down as many details as possible such as registration number, lot number and make. Our Customer Service Advisors can then provide all information that we have on the vehicle as well as an Auctioneer's estimate on the price it might reach.

5. When you've found the car you want

Follow it into the appropriate auction hall where cars will be offered in lot number order. It will be called in sequence of lot numbers as per the catalogue.