



Recreation Vehicle Dealers Association of Alberta

Consignment Sales

The risk when you consign your property for sale is very real. Remember you are giving something valuable to a stranger; trusting them to hold it and sell it for you.

What may happen if they sell your property and you do not receive your share of the selling price?

You may end up losing your property and the money from the sale.

Consignment sale dealers must rely on being able to sell your goods at a price that will provide you with the money that you expect, pay their expenses and still leave them a profit. If they are faced with financial difficulties, they might use the money for other purposes instead of paying you.

Protect yourself by learning how consignments work.

Find out about the consignment sale dealer!

Ø How long has the consignment sale dealer been in business?

Ø Is the dealer properly licensed? You can call Alberta Motor Industry Council (AMVIC) at 780-466-1140 or toll-free at 1-877-979-8100

*Note: Telephone numbers are for the Edmonton area.

Ø Is the business limited to only consignment sales or does the dealer also sell their own inventory?

Ø You can ask if they are a member of an industry association such as the Recreation Vehicle Dealers Association of Alberta (RVDA of Alberta) or Motor Dealers Association of Alberta (MDAA).

Ø Check out the dealer with the industry association and heck on the dealer's reputation by asking friends and relatives for recommendations. You can also call the Better Business Bureau.

Know what you expect from the sale!

Establish for yourself what your property is worth.

Ø Get independent estimates or appraisals.

Ø Check the classified ads for the price of similar items.

Ø Visit a number of dealerships that sell similar items to find comparison prices.

When you decide to sell your property on consignment, you should know the amount you expect to receive from the sale.

Remember the consignment dealer needs to make a profit also.

Get a Written Agreement

For all consignments there should be a written agreement so that both you and the dealer know what to expect. The agreement is a contract and each party has rights and responsibilities.

Some things to look for in the agreement are:

Ø A full description of the property being placed on consignment:

- the make, model, color, size, serial number, or
- for artwork; title; medium; size; framed/unframed; and
- any other descriptions.

Ø The amount you expect to receive from the sale and the amount or percentage the dealer will receive.

Ø What the consignment dealer is going to do to sell your item.

Ø What the dealer is authorized to do on your behalf without notifying you and what the dealer needs your prior permission to do.

Ø Specific written agreement on:

- who is to pay for any work or repairs done to the property;
- who is to pay any shipping or delivery costs;
- who pays for lien checks and,

importantly, who is responsible for paying for insurance against theft or damage to the item while it is on consignment

Ø Time limits are crucial to any agreement:

- the agreement should state the length of time the dealer has authority to sell your item and,
- if your property is sold, when does the dealer have to pay your share?

After you consign your property, be sure to keep in contact with the dealer.

Visit the dealer's location often to confirm your property is there. Find out what the dealer has done to sell the item. If you are asked to accept less than the agreed amount, ask to see the purchaser's offer before you make a decision. Be sure you're confident of the value of a trade-in before you accept a trade instead of money.

Do not forget, if you borrowed money to buy the item, when it's sold you must repay the loan to have any lien discharged.

Source: Heads-Up "Partners in Community" – Edmonton Motor Dealers' Association, Motor Dealers Association Of Alberta, Recreation Vehicle Dealers Association of Alberta and the Edmonton Police Service.

RVDA Members - Consignment Sales

ArrKann Trailer & RV Centre 780-440-4811 Edmonton, Alberta

Bruce's RV Parts & Service Ltd. 403-529-5213 Medicine Hat, Alberta

Bucars RV Centre 403-207-1666 Balzac, Alberta

Canadian Leisure RV Inc. 403-243-9900 Calgary, Alberta

Capital City RV Vacation Ltd. 780-413-9944 Edmonton, Alberta

Carefree Coach & RV Ltd. 780-438-2008 Edmonton, Alberta

Designer Coachworks 403-250-2409 Calgary, AB

Eldorado R.V. Sales Ltd. 403-329-3933 Lethbridge, Alberta
Field of RV Dreams Stadium Ltd. (Occasionally) 403-262-2121 Calgary, Alberta
Fraserway RV Centre Ltd. 780-447-5681 Edmonton, Alberta
Guarantee RV Centre Inc. 403-273-1000 Calgary, Alberta
Happy Camper RV Ltd. 780-723-2355 Edson, Alberta
Holiday RV & Auto Centre 403-548-7087 Redcliff, Alberta
McGoverns RV Centre 780-539-1814 Grande Prairie, Alberta
Mountain's Edge RV & Leisure 780-865-1031 Hinton, Alberta
Northern Lights R.V. Sales 780-944-9169 Edmonton, Alberta
Novak R.V. Ltd. 403-250-8017 Calgary, Alberta
Otto Mobiles Edmonton (1984) Ltd. 780-469-2345 Edmonton, Alberta
Outback Country RV Corp. 780-417-3949 Sherwood Park, Alberta
Parkview RV Centre 780-352-6633 Wetaskiwin, Alberta
Pauls RV Service 403-823-7112 Drumheller, Alberta
R.V. Lifestyles Inc. 403-291-0077 Calgary, Alberta
Scougall's R.V. Centre 403-553-3111 Fort MacLeod, Alberta
Sellers RV Center Ltd. 306-825-8963 Lloydminster, Saskatchewan
Smyl R.V. Centre 780-645-3035 St. Paul, Alberta
Sterling Trailer Sales 403-526-0187 Dunmore, Alberta
Tee Pee Trade & RV 780-672-9298 Camrose, Alberta
Uncle Ben's RV & Auto 403-347-5546 Red Deer County, Alberta
Vellner Leisure Products 403-343-1464 Red Deer, Alberta
Vision R.V. Corporation 780-962-0012 Spruce Grove, Alberta