



## **Cross Border Shopping Cost Comparison Sheet**

*With the current US dollar exchange rate, there are more consumers purchasing RVs in the US instead of at their local Canadian dealer. While this practice may initially seem attractive, there are numerous hidden costs and future costs that will ultimately result in disadvantages for the consumer. Consumers should consider the following factors before making a decision.*

### **Advantages for purchasing your RV at your local dealership:**

1. You will benefit from priority servicing.
2. You will be able to get servicing covered by your manufacturer's warranty.
3. You will receive a thorough Pre-Delivery inspection, conducted to ensure that the unit is user ready.
4. You will ensure that you comply with the appropriate provincial standards such as CSA Z240.
5. Numerous Dealerships will offer Roadside Assistance Packages and extended Warranty Programs.
6. Your local dealer will offer an in-depth customer orientation to ensure that you are comfortable and familiar with the workings of your unit.
7. You will be able to resell or trade your unit in.
8. You will have legal recourse should there be any unresolvable issues. Consumer protection legislation often only covers transactions that occur in your own province.
9. Numerous provinces have motor vehicle industry councils which ensure that dealerships and their staff are trained and registered.

### **Disadvantages for purchasing your RV over the internet or in the US:**

1. You may have difficulty finding a dealership to service the unit.
2. You may have difficulty having manufacturer's warranty work done.
3. Your unit may not comply with appropriate provincial standards such as CSA Z240.
4. You will not qualify for Roadside Assistance Packages and extended Warranty Programs.
5. You may not benefit from a customer orientation.
6. You may not see the unit you are purchasing until after the sale is complete.
7. You may not be able to trade the unit in.

8. You will have to pay importation and inspection costs. All vehicles imported into Canada must pass a federal inspection from the registrar of imported vehicles prior to registration. Numerous models will require modifications to the units in order to meet Canadian regulations.

The following is a sample work sheet that may be used to calculate cost differences:

	Cost Comparison	Difference
US price		
Dealer Freight Charges		
Dealer Documentation		
Sub total		
Exchange Rate		

Canadian Price	\$ xx.xx	
Pick up distance (miles)		
Freight difference \$1.55/mile	\$ xx.xx	
Basic/complete PDI difference	\$ xx.xx	
Interior Exterior cleaning	\$ xx.xx	
CSA	\$ xx.xx	
Customer Orientation	\$ xx.xx	
Importation Costs	\$ xx.xx	
Net Cost		