



DAMIEN  
COLE  
GROUP

# DAMIEN COLE GROUP

ABN: 23 008 957 739

**9277 1500**

ALL HOURS

16 Hyne Road,  
South Guildford 6055  
Western Australia  
Fax: (08) 9277 1800



## Vehicle Disposal Policy

As at: 22 January 2018

Damien Cole Group has operated in the management and sale of wheeled equipment for now 52 years.

In 1985 (33 years ago), we changed the way we dispose of our used wheeled assets to the secondary market.

### *These are our guidelines:*

1. We purchase all assets, new from local suppliers.
2. We generally buy the highest specification vehicle available.
3. We commission the vehicles ready to work in our own facility.
4. We carefully select any outside suppliers and do not shop around on price (see our Supplier's Policy, written 1985 also).
5. Since we have to manage the vehicles for three to five years, we build quality and durability into them, at every level (experience has taught us quite a bit in 51 years).
6. When we decommission a vehicle, we remove the sign writing, re-buff the paintwork, service the vehicle, make sure it is thoroughly clean, full of fuel, with a near new battery, good tyres, good spare wheel and tyre, and check that there are no mechanical faults with the vehicle on delivery.
7. We guarantee clear title at all times.

This is the way we operate our vehicles, and this is the way we sell them. We have a large client base of vehicle buyers who get lasting value out of the vehicles, they purchase from us. Many are repeat buyers.

If we sell a vehicle with any faults we detail and disclose the faults when we offer the vehicle.

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At times our vehicles, seem a little more expensive than others, but not always. We set our prices at a rate that represents a fair commercial return for us, and lasting value in the hands of the next user. We don't have a yard full of vehicles, we generally only offer one or two vehicles at any given time.

We only sell commercial vehicles, and thus, we only sell business to business. Many years ago we worked out that all business people are too busy, to negotiate or ratchet the price down. We set our prices, and every buyer is confident that we have offered them the lowest price up front. We do not penalise those who don't have the time or the capacity to play games negotiating back and forth (because we don't have time either).

We have no idea, that our Sales Policy is correct or not, all we know is that it works for us, and our now thousands of buyers, in all those years.

Damien Cole  
Created 1985  
Updated December 2016

*\*Note; most of our clients who require Finance use Scott Green at Security Allied Finance.*

## Scott Green DipFMBM

Account Executive

Security Allied Finance Pty Ltd Trading as **Allied Finance (WA)**

**Australian Credit Licence No. 390506**

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