

## 19.04 Vehicle Pricing and Display

### Policy:

It is the policy of Licking/Knox Goodwill Industries, Inc. to follow all State and Federal regulations when pricing and displaying any vehicle on the Used Car Lot and to implement certain controls in order to supply the greatest amount of monetary benefit to the organization and a fair price to the consumer.

### Procedure

Vehicles located on the Used Car Lot will be for sale purposes only. Only vehicles located on the Used Car Lot property may be shown for sale to a potential buyer as per Ohio law.

Only vehicles that have a completed Valuation Assessment Form and are listed as a current asset in the records of the Director of Finance may be offered for sale.

The sale price of a vehicle will be determined by using private party price found in either the Kelly Blue Book or NADA Guide. The listed sale price will take into consideration any costs incurred for repairs and maintenance (refer to Policy & Procedure 19.02, *Used Vehicle Assessment.*)

Every vehicle for sale on the Used Car Lot will have a federally mandated *Buyer's Guide* as well as the vehicle number and price posted in a prominent location on the vehicle.

Any vehicle for sale on the Used Car Lot will clearly state on the *Buyer's Guide* that it will be sold 'AS IS, NO WARRANTIES'.

No vehicle shall be sold for less than the total amount (including labor) invested in the vehicle unless approved by the Director of Retail or CEO/President. Sale discounts in excess of 10% over the original sale price must be approved by the appropriate Retail Coordinator, the Director of Retail, or the CEO/President.