

Group purchase of Nissan Leafs

Several AEVA members have discussed the possibility of a group purchase of Nissan Leafs. AEVA Tasmania agreed at their meeting on Wednesday, 2 December to facilitate this process. AEVA has no pecuniary interest in this transaction, on the part of either buyers or seller.

To proceed, we need to establish who is seriously interested in participating in a group purchase of some of the remaining Nissan Leaf cars in Australia. These were built in 2012, are in the colours of black or cayenne red, with a 24 kWhr battery and current list price \$39,900. Some initial purchasers paid up to \$51,000 when these were first available (2013), with the asking price being reduced in two steps since then.

As a group purchase there is the potential to receive a significant discount (perhaps up to 10%). However, as a bulk purchase the dealer offers a discount on the basis that buyers come committed, with funds available and accept the vehicles as offered (i.e. no custom colours or fitout) without further negotiation.

Nissan has made an initial offer to sell six cars at \$37,406 (6.25% off retail price). If we get a larger number of buyers, we **may** be able to get a larger discount. If there are not at least six, they will presumably want a price higher than the \$37,406.

Different buyers may have a different price at which they are prepared to buy. The proposed process is as follows:

1. All potentially interested buyers satisfy themselves that the 2012 Leaf is an appropriate car for their needs and that they are happy with the vehicle before they make any offer. You may do this by contacting Keith McIntyre at DJ Motors or a willing Leaf owner. Leaf owners may offer more 'real world' experience with the cars and make no commission or other inducement.
2. Willing buyers then need to decide the maximum price that they are prepared to pay to purchase the vehicles on offer and ensure that they can make the payment should that price be accepted.
3. Buyers then submit a price offer and their preferred colour, either Cayenne Red or Black.
4. All offers will be compiled up to the closing date of 18 January 2016, after which the number of offers at each price will be totalled.

5. A summary of offers will be submitted to DJ Nissan. It may look like this entirely hypothetical example.

Price	Number of offers	Total offers at or above price point
\$37,406	7	7
\$37,000	2	9
\$36,500	3	12
\$36,000	2	14

Note: If there are not 6 offers at \$37,406, it is unlikely that there will be any sale. However, if more than 6 offers come in, including others at lower prices, then a lower price **may** be accepted if there are enough offers.

6. DJ Nissan decides what offer they will accept, given the numbers at each price point. This decision will be made by DJ Motors/Nissan Australia and communicated when available, hopefully by late January 2016. DJ Nissan may not accept any offer if there are not enough bids at a high enough price.
7. Only at this point will the names and contact details of the qualifying buyers be given to DJ Nissan to complete the sales. Acceptances will then be made at the relevant price point, with all those offering that price or more paying a deposit (probably 10%, or another amount that DJ may specify) for a car at the price accepted.
8. The deposit shall be paid within 7 days of receipt by the buyer of the acceptance advice from DJ Motors, or such other terms as DJ Motors may require.
9. All those offering less than the accepted price will not get a car.
Except: If there is a withdrawal of any offer(s) (failure to pay the deposit in time) by those originally at or above the accepted price, those offering just less than the accepted price will be given one chance to increase their offer to the accepted price.
10. Final payment will be due upon handover. This will depend on delivery time from the mainland but nominally might be about late February.
11. DJ has the right to not proceed if the number providing deposits falls below the original number offered and accepted as of late January or such date as they may determine.
12. In the example above, if DJ decides to sell 12 Leafs at \$36,500 each, then the 9 buyers offering more will also get their Leaf at \$36,500. This makes it 'safe' for a prospective purchaser to offer their genuinely highest price without paying more than they 'need' to. In this example, those that offer only \$36,000 would miss out.

If you decide that you wish to participate, you are asked to email AEVA (Tas) Chair Penny Cocker chair@tas.aeva.asn.au **AND** AEVA (Tas) Secretary Christopher Walkden secretary@tas.aeva.asn.au with your details, price offer and preferred colour by 18 January 2016.