

## Price Negotiations

Some customers believe that dealerships are not willing to negotiate the price, or, that because of the incentives, the dealerships are not willing to negotiate the price. We understand this to be true in some cases.

Dealerships are independent businesses and SCRAP-IT does not influence or control how dealerships conduct their business.

SCRAP-IT simply does not have enough incentives for the demand that we have for them. Also, when the new program started on January 15, 2018 there were not enough EVs available in the BC marketplace to meet the supply needs, leaving many customers “looking” for electric vehicles or considering placing deposits on factory ordered EVs.

Neither the dealerships, nor SCRAP-IT could have predicted the sudden increase in volume (demand for electric vehicles) that we are seeing in 2018. It is far exceeding the volumes we have seen in the past.

This type of scenario often results in little to no room to negotiate on price and as previously stated, this is not something that SCRAP-IT has any control over.

With the extremely lucrative incentives currently available for new EVs we do know that there is no negotiation required to get the price of a new EV reduced by \$11,000\*

*(\*The combination of CEVforBC point of sale discount, and the SCRAP-IT rebate)*

