

## Making Deposits on Factory Ordered EVs

If you place a deposit on a factory ordered EV (refundable or non-refundable) with a dealership, please note:

If the dealership is guaranteeing you an incentive, they should add you to their waitlist within the Dealer Portal (an online tracking system provided by SCRAP-IT). When they add you to the Dealer Portal waitlist, you will receive an official email confirmation. Alternately, when you are removed from a Dealer Portal waitlist, you will receive an email confirmation that you have been removed as well.

If the dealership cannot add you to their Dealer Portal waitlist, then it's because they don't have any available incentives remaining. You can still be added to any manual waitlist they have, however, SCRAP-IT has no responsibility for any additional waitlists a dealership may have.

Dealerships know exactly how many incentives they have left at any given time, therefore, if you're speaking to a sales person who is asking you to make a deposit make sure you find out if you are going to be on the Dealer Portal waitlist, or not. They should be up front about this. If you think they are not, then ask.

It is up to you whether or not you want to make a deposit (refundable or not) and be added to a waitlist. If you decide to "take the risk" and place a factory order for an EV, then you are doing that with the understanding that SCRAP-IT will not be responsible for the outcome.

It is true that from time to time incentives that were previously "reserved" or "unavailable" become available again (customers back out of sales, old vehicles don't qualify, EVs are not delivered on time, buyers change their minds, and customers decide to sell their old vehicle instead of scrapping it, etc). This is often the reason why a dealership may ask if you want to put your name on what might be considered a "back-up" waitlist. This is something you choose to do at your own risk.

We strongly recommend you DO NOT give a dealership a non-refundable deposit *unless you are certain you want to do so*. This is **not** an illegal practice provided they disclose the fact that the deposit is non-refundable. Make sure that you get any arrangement you make with a dealership in writing. SCRAP-IT cannot be responsible for negotiations or deals made between yourself and the dealership.

