



**YOUR
A-Z
GUIDE**

**TO
CAR
&
TRUCK**

IMPORTATION



**DAT SERVICES LTD
REPORT**



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DAT SERVICES LTD. YOUR GLOBAL EXPORT SPECIALIST



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ABOUT THE COMPANY

WHO WE ARE

DAT Services Ltd started in 2012 at the peak of an exciting era when Peugeot 406 was the most wanted export car in Nigeria. We lead in export to Africa at the time. That was how our reputable name was made. We continue to be the most reliable exporter for used cars, parts, and we have grown to commercial vehicles. We now deal in left hand trucks, pickups and heavy machinery.

MISSION

Our mission at DAT Services Ltd is simple, to provide high quality service for all our valued clients and achieve long partnerships with them. We go above and beyond to cater to each customer's specific needs. Through open communication and exceptional service, we hope you'll find what you're looking for. We pride ourselves with our in depth knowledge in vehicle sourcing, delivery and shipping service.

VISION

To be a leader in making import assistance for cars, trucks and heavy machinery for our customers.



*Dat
Services
Ltd*



INTRODUCTION

Greetings to you,

Thank you for downloading “Your A-Z guide to Car & Truck Importation”

In this guide we will discuss all the steps involved in importing different types of vehicles. It is meant to aid a beginner to find their best footing in this area.

We are looking forward to you getting through this guide, so you too can buy yourself a car, add new stock to your dealership, start a trucking business or whatever it is you wish to pursue with importing.

You are going to learn how to easily import to your destination country. The key to being rapidly successful in importation is **RESEARCH!**

Planning and understanding the processes involved in it will save you time and mostly money. We will show you how to map out your journey avoiding major pitfalls.

This is important right now because if you don't learn to master importation you could waste money on people doing it for you, being a victim of scam or simply not growing as a business if you wish to increase your fleet.



LOOKING FOR THE CAR OR TRUCK

In today's digital world, goods and services have become far more accessible than ever. In what seems to be a mystical world behind imports and exports, we would like to deliver this guide in an easy to digest manner. This will allow you to quickly make use of the information and you can get importing.

Let's take you on the journey exactly the way it would normally play out.

So you are looking for a car or pickup or truck. You will either go on Facebook or a used car sales website. As you are not in the country where the vehicle is located, you will only have the pictures and description of the advertisement to go by.

At this stage you may request more pictures if they were not provided. This applies to commercial vehicles as well.

Our truck customers are sometimes particular about the sound of the engine, smoke coming from the fuel tank and will request for a video of the engine running.

So do your due diligence, ask questions if you are in doubt. Once you are satisfied with your chosen vehicle, then you can progress to the next stage.

As you will be importing, the seller will advise you on the shipping cost, the date the ship will sail and the estimated time of arrival. At this point, the seller will also inform you of how they accept their payment. It could be a deposit with the balance to be paid at an agreed time or full payment upfront.

Now if you are like most people, you will be asking yourself 'how do I know this is not a scam?' 'how can I verify the condition of the vehicle? Is it as advertised?

Understandably, you are right to feel one if not all of the above.

Firstly, you have not met the person or company that is selling the car.

Secondly, you have not seen the car.

Thirdly, you are meant to make payment for the car and shipping before it gets to you?

That's enough to pump the breaks on the whole idea and just source a car locally right? Well, all of the cars that are now 'local' had to be imported at some point. Believe it or not, someone had to go through that process.

To overcome these valid fears you have to do your research. If you are buying from a company, they are likely to have a website, they will be a registered business and some may have social media platforms. If buying from an individual, it's best to have someone to physically verify the car for you or make use of a video call.

Pictures should verify the condition of the vehicle as they should include any wear and tear. A credible seller will include pictures of dents and scratches.

The biggest hurdle tends to be payment. In the world of commerce, whenever there is a sale of goods, payment must take place in order for goods to be exchanged. This is not a new rule. This guide's purpose is not to tell you what to do. If you have done enough research and you are happy to go ahead you will. If you are still unsure after your research and all you can see is risk, it maybe that importing is not for you.

Once your mind is at peace and you are ready to proceed with the transaction, then payment arrangements are made.

As soon as the payment has been confirmed, the next stage will be delivering the car to the port. That completes the first and the most courageous step. Well done to you!p. Well done to you!



SHIPPING

Great, you have decided on the vehicle and you are happy with your new purchase.

Now its time for it to go to the port. If the seller is providing shipping service like DAT Services does, the necessary details to receive and clear your vehicle i.e. name, address and details of the car also known as consignee details will be collected. Otherwise, your shipper will do this.

There's 2 types of shipping. RoRo and Container Shipping

RoRo is the most commonly used. It stands for Roll on Roll off. Basically the car will be rolled into the ship and rolled off the ship.

Container shipping is when a buyer wants their items to be loaded on a container. Buyers that opt for this option do so to offer a greater protection against theft and damage to their cars.

If you buy a truck, you may want to have other items shipped along with it such as a small car or a van or truck parts. This is referred to as loading, which has an additional fee.

Be aware that 4x4's, vans, pickups and trucks must go on the weybridge to ensure they do not overweigh. If your vehicle has been loaded with additional items and goes over the manufacturing maximum capacity then a fee will be charged by the port..

Cost of shipping is determined by the size of the vehicle. For example a truck can be from £2300 or more. Cars can start from £500. You are usually informed of this cost at the time you are showing interest to the car. If the seller does not provide shipping, then you will need to source a shipper who will advise you of the cost and the necessary steps.

At DAT Services Ltd, we like to take pictures of the vehicles at the port with their destination sticker on the windscreen to confirm to our customers that the car is at the port and ready for sailing for your peace of mind. Other companies may operate differently but it is within your right to request this especially if you have not dealt with the company before

Also this gives both parties (buyer and seller) the visual assurance of the condition of the car before it is transported to the ship. This is the last point of contact the seller or shipper will have to the car.

CLEARING

It is important to mention that as the buyer, you are responsible for clearing your vehicle therefore must know the cost of custom duty in advance .

In addition, having a Clearing Agent that has either been recommended or you know to be experienced will make this stage seamless.

There's 2 types of clearing documents.

Bill of lading (BOL) This comes in a form of paper. Depending who handles your shipping, this can be couriered to you which incurs a postage fee.

The second type is Telex - this is an electronic BOL and is in a form of email. It is quicker and the shipping line charges a fee to release it.

Clearing can begin from when the ship is still out at sea by using the draft BOL.

When your vehicle arrives, you want to avoid a situation where by your car enters demurrage.

This means the vehicle is not cleared in time and the owner of the vehicle is charged for storage.

It is important to be at the port when your car arrives as this can avoid your car being damaged.

Once the Clearing Agent is done doing their paperwork, then, the keys to your purchase will be handed to you!





CONVERSION

This will only apply if you have purchased a vehicle from a country that does not drive on the same side. e.g. UK cars are right hand, if they are purchased by a West African country, the vehicle would have to be converted to the appropriate side.

It is highly recommended you find someone who is experienced in converting cars. You would not want to get through the whole process and get to this stage and not find the right person to do the job.

When buying your vehicle, do your research and find out if you can find the dashboard, to ensure it is readily available.

To give you an idea of how often people convert vehicles, DAT Services operates in the UK, therefore most cars we sell are right hand. That means all the Peugeots, Toyotas, Nissans and other cars that we have sold have been converted in their destination countries. In 2012 we exported over 100 cars and continued to grow this number in following years.

That's to tell you the sheer volume of cars that have been sold to be eventually be converted. In addition, there's a large number of other companies selling to Africa, which would indicate a large number of customers going through this conversion process.

Now you can enjoy your car!

CONCLUSION

Congratulations, you have completed the first step in being a successful importer. It is important that you continue to educate yourself in all the areas you wish to grow in.

Research, research, research!

We look forward to hearing from you whether you need advice or for your first purchase. Hope to hear from you soon.

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