

Automall Network Launches Brokering Service To Help American Consumers Import Cars From Canada

Canadian Dealer Leverages Strong US Dollar To Save Americans Money And Streamline The Process

Toronto, ON ([PRWEB](#)) February 22, 2016 -- When the Canadian dollar was near par with the US dollar in 2008 – 2010, Automall Network founder and President Viraf Baliwalla, added importing vehicles to his company's car buying services to help Canadian customers save money. Automall Network, an auto broker with a dealer's license, developed a just-in-time turnkey solution which included sourcing a vehicle in the US, either at dealerships or wholesale auctions, having the vehicle independently inspected by a licensed mechanic, reviewing the vehicle history, checking for recalls, transporting the vehicle to Canada and managing all the regulatory requirements. Clients simply picked up their car in Toronto or it was shipped to the client's home anywhere in the country.

"The large disparity in vehicle prices between Canada and the US combined with the strong Canadian currency made it dramatically less expensive for Canadians to buy cars from the US, especially higher end vehicles like Porsche, BMW and Mercedes" says Baliwalla. "Savings on the higher end vehicles often ranged between \$10,000 and \$15,000. However, at the height, we were also bringing across Toyota Corollas which were typically \$15,000 vehicles and still saving clients \$2,000 after all was said and done".

Now that the tides have turned and the US dollar is so much stronger, Automall Network has reverse engineered their service to offer Americans similar benefits. Sources estimate that American dealers and wholesalers are importing approximately 200,000 used vehicles per year due to the exchange rate.

"Now American consumers will be able to buy direct using Automall Network's services" says Baliwalla.

Take, for example, a 2014 Ford Escape AWD Titanium with approximately 30,000 miles. In the US, the average price of this vehicle is currently \$25,400 US while in Canada, the same vehicle with approximately 45,000 km has an average price of approximately \$27,500 CDN, even less if properly negotiated. At the current exchange rate of 73 cents, this works out to \$20,075 US, a savings of \$5,325 US. The savings would be even higher after negotiation. As well, the newer the car, the bigger the savings.

Also consider a 2014 Toyota Camry LE Sedan with similar mileage. The average price is \$17,530 US while in Canada, the same vehicle is selling for \$21,800 CDN. After conversion, that works out to \$13,432 US, a savings of \$4,098 US.

"Not every car will make sense for Americans to import" says Baliwalla "Each request has to be researched separately to ensure it is worthwhile, both financially and from a regulatory standpoint. But that is all included in the service we provide".

For used cars, Automall Network offers two tiers of service. If the customer does the legwork to find the vehicle they want, then Automall Network can do the negotiation only for \$195. If they cannot save at least \$400, they do not charge. For those that would prefer to have Automall Network source the vehicle, the charge is \$799 if the vehicle is already in the US or \$1500 if it ends up being imported. There is a \$150 deposit with the balance upon completion. The customer pays separately for Automall Network's fee, and reimburses

Automall Network at cost for the vehicle itself.

"Step 1 is to research both sides of the border to determine whether it makes sense financially. A market snapshot report is generated which helps determine a realistic budget. The customer also gets our 'what-if' calculator to provide a reasonably accurate ballpark of what the total overall cost would be".

If the client approves and wants to proceed, then Automall Network will conduct a daily search and forward vehicles worth considering to the client for approval. Once approved, they will then negotiate a price subject to an independent inspection and a review of the VIN history.

So what if it turns out that importing doesn't make sense? Has the \$150 deposit gone to waste?

"Not at all" says Baliwalla. "We apply it towards finding a vehicle already in the US. The customer still saves money as we would negotiate a trade price with the selling dealer plus we make sure the vehicle is properly inspected and the history is checked. It prevents consumers from making purchase decisions that result in buyer's remorse later".

Automall Network also handles new car purchases and leases. For \$75, they provide a "Best Price Report" which identifies the best prices their mystery shoppers have found in the client's market for any vehicle. Now that the client knows the target price, they can then negotiate their best deal with any dealer they wish. For the convenience of those that don't have the time or patience for negotiating, Automall Network offers a new car Full Concierge Service for \$295 where they will negotiate the value of the new car, extra dealer fees and the value of the trade-in, if there is one.

"Unfortunately, new cars cannot be imported across borders so this is a local service only" says Baliwalla.

In 2016, experts say the US dollar will get even stronger, making it a very smart financial move to consider Canadian for your next vehicle.

Automall Network is a Canadian licensed dealer, serving clients in both Canada and the United States, however they don't operate like a dealer; they work for the buyer to help clients save money and time on their next new or used car purchase or lease. They help clients save money on their next car as well get more for their trade-ins.

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