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THE  
BEGINNER'S  
GUIDE TO  
IMPORTING  
EXPORTING  
AUTOMOBILES

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# THE BEGINNER'S GUIDE TO IMPORTING/EXPORTING AUTOMOBILES

6<sup>th</sup> Edition  
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<b>TABLE OF CONTENTS</b>
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SECTION		PAGE
	INTRODUCTION	4
I	GETTING STARTED	6
II	HOW TO SELECT A COUNTRY	8
III	THE US GOVERNMENT WANTS TO HELP YOU	11
IV	WHAT VEHICLES TO SELL	15
V	HOW TO BUY VEHICLES AT WHOLESALE	17
VI	TAXES AND IMPORT DUTIES	19
VII	HOW TO RECEIVE OVERSEAS PAYMENTS	20
VIII	IMPORTING VEHICLES	21
IX	HOW TO SHIP VEHICLES OVERSEAS	23
X	SUMMARY – THE 9 STEP PROCESS	38
XI	CONCLUSION	39

APPENDIX I - EXPORT GLOSSARY
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40
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## INTRODUCTION

You are about to enter a very exciting and large marketplace – a worldwide one, in fact! Every country in the world has vehicles that are in demand in the US; at the same time, American vehicles are in high demand in foreign countries. Find the right match of markets and you're on the way to making a lot of money in the business of importing/exporting vehicles.

And vehicles are not just cars, but include a wide variety of forms of transportation, such as:

Airplanes	Motor Homes
Automobiles	Motorcycles
Boats	Tractors
Buses	Trucks
Construction Equipment	

**Right now**, you are holding in your hands the **best guide** available to making money importing/exporting vehicles. In this manual, I'll take you step by step through the process. You'll discover:

- ⇒ Importing vs. exporting: which is the best?
- ⇒ How to choose the best countries for your business.
- ⇒ How to select the right vehicles for purchase/sale.
- ⇒ How to determine the price to buy and sell.
- ⇒ How to make the best deals.
- ⇒ How to ship your export/import.
- ⇒ How to get the U.S. government's help with your business.

### ***HOW MUCH MONEY WILL I MAKE?***

I wish there was an easy answer to this question. There is not. Why? As in any business, there are many factors that can affect your profits. They are:

- The country (or countries) selected.
- The import/export requirements of each country.
- The purchase prices negotiated for the vehicles.
- The shipping prices arranged.
- Whether you buy/sell direct or through a middle-man or dealer.

Sounds complex? It won't be because as you read this booklet, you'll get all the information and resources you'll need to guide you through the process.