

How to Buy a Car in USA and Ship it Overseas



**SECRETS REVEALED ON HOW OVERSEAS CAR
DEALERSHIPS BUY IN USA, SHIP OVERSEAS & SELL**

ABOUT THE AUTHOR

FRANCISCO MEZA is a very passionate and influential writer. During his time as a professional web developer, he has built and marketed websites for many business owners. Over the years he has become an expert on how to find legit businesses to buy from. He has taught many people through different channels on how to build an online business.

Francisco's passions are Internet Marketing, Guitar and the San Diego Padres (Baseball).

In this eBook, Francisco will show you how the top auto purchasers in Europe, Australia and Latin America buy vehicles online without ever being in the United States and have them shipped overseas.

ACKNOWLEDGEMENTS

This eBook could not have been written without help from the founder of Ship Overseas, Jack Friedman. Combined with Jack's superb knowledge and Francisco's internet research skills, a secret was discovered which is being released for free to people whom take in interest in shipping cars overseas.

Many people will be able to start or grow their business of buying cars in the US and importing them into their own countries.

The staff at Ship Overseas, Inc was very helpful for providing up to date changes regarding import tax, vehicle restrictions and documents for all countries.

Whether we ever meet in person, on the internet or never hear from you, this eBook was written for all people in other countries who want to find a safe way to ship cars overseas for business or simply to their loved ones.

From all of us to all of you, happy times!

DISCLAIMER

All information provided in this eBook is subject to change. Neither the author nor Ship Overseas, Inc is an attorney or a CPA. We recommend seeking your own legal advice by a competent lawyer. Neither the author nor Ship Overseas, Inc is responsible for any outcomes outlined in this eBook.

CHAPTER 1

FINDING A SAFE INTERNATIONAL CAR SHIPPING COMPANY

This section will show you how to verify if an [International Car Shipping](#) Company is legit. All 3 steps must be verified for each company you are seeking to do business with to reduce any risk, especially for people located in countries outside USA. If the car shipping company can pass all three steps, you are using a safe company.

STEP 1

Better Business Bureau (BBB) – The BBB is a nationally recognized company which focuses on maintaining an ethical marketplace where buyers & sellers can trust each other. This is a very popular website which everyone in the United States knows about.

- 1) Go to the [BBB website](#)
- 2) Enter the Business Type, Name, URL or Phone under “Search For”
- 3) The City and State or Postal Code are optional
- 4) Important: Click the box for “BBB Accredited”
- 5) If the name of the company you are researching shows, this company passes the first step.
- 6) Click the listing to view its details

STEP 2

Federal Maritime Commission (FMC) – “The Federal Maritime Commission (FMC) is an independent regulatory agency responsible for the regulation of oceanborne transportation in the foreign commerce of the U.S.” - [fmc.gov](#)

- 1) Go to the [FMC Ocean Freight Forwarders](#) website.
- 2) Under Search, select “Organization Name” and type in the name of the international car shipping company.
- 3) If you see the company is there, they passed the second step.

STEP 3

Whois – A whois search will give you the ownership information for a particular website. It usually shows the name of the company or person who owns the website AND what country they are in. This is important because if you are in a South American country and want to ship a car from USA, using a whois will show if the website is based in the USA. For instance, one of the top ranking websites in Google for the keyword phrase “International Car Shipping” doesn’t even exist in the United States. This website is based out of the UK. In this case, that UK company wouldn’t pass step three.

- 1) Go to the [Domain Tools Whois](#) website
- 2) Enter the website of the car shipping company
- 3) Under the tab “Whois Record” you will see the Registrant information and where they are located.

- 4) Under the tab “Registration” you will see the date when the website was created. Make sure the site has been around for more than a year.
- 5) Under the tab “Server Stats” you will see what country the website’s IP Location.
- 6) If the car shipping company’s name matches the Whois record & is located in USA, it passes step three.

It is important that all 3 steps are met. This will ensure you are working with a safe international car shipping company.

CHAPTER 2

YOUR COUNTRY'S IMPORT TAX (DUTIES), PERMITS & REGULATIONS

This subject is complex since it talks about import taxes for different countries. Rather than listing information for 100 different countries, we break down the information into two parts: 1) People in the US 2) People OUTSIDE of the US. This chapter is a guide for people who are exporting a car from the US to the correct places regarding a country's import tax, permits, and vehicle import regulations. Depending on the country and its trade agreement with the United States, import taxes can make importing a car virtually impossible. Meanwhile, other countries have free trade. Generally the import tax is going to be based off the value of the car using the [Kelly Blue Book \(KBB\)](#).

- 1) People in the US – Many people who live in the US are sending a car to their loved ones residing in another country. Since regulations vary greatly per country, it is best to contact the country's embassy. Most are located in Washington, DC.

Example: A son living in the US wants to [ship a car to Germany](#). His parents live in Munich, Germany. This son would call the German Embassy (German Consulate) located in Washington, DC. As funny as it may seem, this is not to be confused with calling the US Embassy.

- 2) People OUTSIDE the US – Many people in foreign countries buy cars from the internet on websites like eBay Motors. Some people buy classic cars while others buy brand new cars. Some countries refer the phrase “import tax” as “import duties”. Either way, no country will import a car duty free. Here is how you find out what government website to call.

We will use Germany as an example. This will work for your country as well. We want to filter the results in Google to display German government websites only.

Type into Google: germany import duty inurl:.gov

Make sure there are no spaces between inurl.gov. By doing this search using the inurl:.gov, we are telling Google to display URLs with .gov only. To be more specific, we are telling Google to search for “germany import duty” for websites that have .gov in the URL. This is illustrated below. Most of the people you talk to from these websites will be able to guide you to the correct department.

Germany Example:

The screenshot shows a Google search for "germany import duty inurl:.gov". The search bar contains the query, and the results page displays several links from government websites. The first result is "Trade Regulations and Standards -- U.S. Commercial Service Germany" from buyusa.gov. The second is "TTBGov Germany" from www.ttb.gov. The third is "A guide for international post users - HM Revenue & Customs" from customs.hmrc.gov.uk. The fourth is "GERMANY - Office of Technology and Electronic Commerce" from web.ita.dot.gov. The fifth is "HM Revenue and Customs forms required to register an imported ..." from www.direct.gov.uk. The search results are annotated with yellow circles highlighting the domain names in the URLs.

Here is another example, but for Nigeria:

The screenshot shows a Google search for "nigeria import tax inurl:.gov.ng". The search bar contains the query, and the results page displays several links from the Nigerian Customs Administration website. The first result is "Import Prohibition List - Nigeria Customs Administration" from www.customs.gov.ng. The second is "Nigeria Customs Administration" from www.customs.gov.ng. The third is "Nigeria Customs Administration" from www.customs.gov.ng. The search results are annotated with yellow circles highlighting the domain names in the URLs.

This example uses Australia:

The screenshot shows a Google search for "australia import tax inurl:.gov.au". The search bar contains the query, and the results page displays several links from the Australian Customs and Border Protection Service website. The first result is "Importing Goods to Australia - australia.gov.au" from australia.gov.au. The second is "Import - australia.gov.au" from australia.gov.au. The third is "[PDF] Importing Goods By Post - FAQ" from www.customs.gov.au. The fourth is "importing a motor vehicle" from www.customs.gov.au. The search results are annotated with yellow circles highlighting the domain names in the URLs.

CHAPTER 3

FINDING A CAR ONLINE

Before starting our search, it is important to protect yourself from unscrupulous sellers. A car fax is used to show the background of a particular vehicle. It is very similar to doing a background check on a person. A CarFax will show you Title Problems, Ownership History, Accidents and Car Service. Go to the [CarFax](#) website to find more. Here is a [sample CarFax report](#).

Many online dealerships already have a CarFax available for a vehicle. Make sure to ask them for it. If they don't, then you have to get the VIN# for the car you are interested in buying.

Craigslist.org

Craigslist is in the top 10 websites for the United States. You can probably get a smoking deal here. Many people who own cars post them on Craigslist. Sometimes it's a little old lady getting rid of a car. Other times it's a college graduate who bought a new car & needs to sell the old one.

Pros:

- It has the best deals.
- Search by "For Sale by Owner". This is usually where you can get the best deals.
- Search by "For Sale by Dealer"
- Search by both "Owner + Dealer"
- There may be some desperate private sellers who need to sell their cars at any cost. These people will give you smoking deals because many don't know the real value of their car.

Cons:

- Some scams from Nigerian people asking for Western Union Payment.
- They are not expert car sellers.
- Not enough pictures, but you can have them email more.
- Many "For Sale by Owners" do not include their phone number, so you will have to email.

How to use Craigslist:

Many people filter the Craigslist results. This will save time for people who do not want to see certain results. For example, a person wants a 2005 Honda Civic and needs to [ship a car to Saudi Arabia](#), but cannot import a salvage title vehicle. This person would filter the results to eliminate all ads that have a salvage title by typing a minus sign before salvage, like this: -salvage. This would also apply if someone is [shipping a car to UK](#). It is illustrated below:

san diego craigslist > [all for sale / wanted](#)

all san diego city of san diego north SD county east SD county south SD county

for sale / wanted

search for: in: title only entire page

price: has image

sort by **most recent** [best match](#) [low price](#) [high price](#)

Found: 80 Displaying: 1 - 80

May 27 - [2005 Honda Civic Sdn 4dr Car VP \(only 50640 miles\) - \(San Diego\)](#) [cars & trucks - by dealer](#) [img](#)

May 27 - [2005 Honda Civic Sdn - \\$12995 \(San Diego, CA\)](#) [cars & trucks - by dealer](#) [img](#)

May 27 - [2005 HONDA Civic EX Coupe 2D - \\$10995 \(Fullerton\)](#) [cars & trucks - by dealer](#) [img](#)

May 27 - [2005 NISSAN MURANO S~VERY RARE PEARL WHITE!~CLEAN TITLE!~LOW MILES!~ -](#)

Type in the minus sign before a word to filter results. In this case, the word salvage will not be in any ads.

eBay Motors

Ship Overseas, Inc has many customers who are international car buyers. These customers buy through eBay Motors and have us ship their cars overseas.

This secret strategy alone can make someone wealthy.

There is a testimonial on [Ship Overseas](#) home page by Fred Poelsma. He built a dealership in the Netherlands buying classic cars in the US through eBay Motors. After every purchase, we pick up his classic cars from places he has never heard of. Once he receives the classic car in the Netherlands, he sells them. He doesn't even need to repair them. Fred Poelsma is always [shipping a car to Netherlands](#).

[eBay Motors](#) is a very popular & safe website to use. There are many more pros than cons.

Pros:

- Shows the Kelly Blue Book value right on the results page
- Shows the feedback left from previous buyers for each seller
- Shows a lot of pictures of the vehicle
- Easy to communicate with
- Free AutoCheck for many cars. This is very similar to a CarFax.
- Search by "For Sale by Owner"
- Search by "For Sale by Dealer"

Cons:

- Most sellers can't quote international car shipping rates
- Payment must be made in full.
- Immediate payment is sometimes required by sellers to make sure an item is paid for before they ship it.

Here is a quick tip when searching for cars on eBay Motors. Use the minus sign before a word to filter it out (like the example in Craigslist). If you want to see results for a 2005 Honda Civic without a salvage title, type: 2005 Honda Civic -salvage. An example is illustrated below.

The screenshot shows the eBay Motors search interface. At the top, there are tabs for 'Vehicles for Sale', 'Specs & Photos', 'Price Research', and '13 Reviews 5/5'. A search bar contains the text '2005 honda civic -salvage'. A yellow tooltip points to the search bar with the text: 'Filter results the same way as Craigslist. In this case, the results will not display any ads with the word salvage.' Below the search bar, there are options for 'Cars & Trucks' and a 'Search' button. The search results show '16 matches found for: 2005 honda civic -salvage, 2005, Honda, Civic'. On the left, there is a 'Cars & Trucks Finder' sidebar with filters for 'Make' (Honda), 'Model' (Civic), 'Model Year' (2005), and 'Distance' (Any miles of 92118). The main results area shows a table of featured items with columns for 'Year', 'Mileage', and 'Location'. The first item is a 'Honda : Civic SPECIAL EDITION NO RESERVE NICE GAS SAVER' with 2005 year, 138,125 miles, and location in Plant City, FL. The second item is a 'Honda : Civic EX Special E Florida One Owner New Car Trade' with 2005 year, 85,208 miles, and location in Bonita Springs, FL.

Recommended Online Car Dealerships

At Ship Overseas, we have many car dealerships that have us ship cars overseas to their customers abroad. Many of them have been using our service for years.

Pros:

- Lots of pictures
- Professional and reliable service
- Works with international car buyers

- Open on Weekends

Cons:

- Less of a selection (except for Enterprise Car Sales & CarMax)

Here are some of the companies who we recommend:

1. Streetside Classics, a [Classic Car Dealership](#) with 2 large showrooms
2. St. Louis Car Museum, an [Online Vintage Car Dealership](#). They sell many high end vintage cars going back to 1911.
3. Thiel Motors is an [online car dealership](#) selling many types of cars.
4. [Enterprise Car Sales](#) (owned by Enterprise Rent a Car) sells used car dealership. They have fixed pricing on all their cars.
5. [CarMax](#) sells new and used cars. They are huge, but normally sell to people in person.

CHAPTER 4

ARRANGING PAYMENT FOR THE CAR

PayPal - Many car sellers will accept payment in multiple ways. One very safe way to make payment is through PayPal. If you are buying a car through Craigslist, use this payment method. PayPal will protect the buyer because the seller of the car must provide the Original Title of Ownership. If the seller cannot produce this, a case can be opened and PayPal will give the buyer back ALL the money.

Bank Transfer - Bank transfer is also a safe way to make a payment, but only to a reputable online car dealership. Get a copy of their business license. Only transfer money if the name of the company on the business license matches the name on the bank account.

Escrow Company - Another form of payment can be made through an escrow company. Using an escrow company will cost more because they charge fees. Most sellers are not going to want to exercise this option because the car has to be sent first without them receiving payment.

No financing is offered for international car buyers.

International buyers do not have to pay any sales tax in the United States!

CHAPTER 5

INTERNATIONAL CAR SHIPPING RATE FACTORS

There are many factors to consider when getting [international car shipping rates](#). For the optional services, a person must decide if these additional costs will save them money later on.

Year, Make and Model – The cost of shipping will depend on the type of car. Generally the larger the vehicle is, the higher the cost. A car with a higher value, like an exotic car, will also cost more to ship. The miles on the car don't matter.

Transport Truck (optional service) – A transport truck can be used to get a car from anywhere in the United States to one of the major shipping ports departing for your country. If you are nearby one of the shipping docks, you can save the cost of getting a transport truck by taking the car yourself. Many people are far from the shipping ports or are in other countries. In this case, a car transporter would be the solution for getting a car to the departure port of choice. Here are a few things to consider if you are taking the car yourself: Gas, Time, Loss of Pay, Airfare, Hotel, Food, Miles on your car. These costs are usually more than getting a transport truck to deliver your car. Paying for the transport truck may be an upfront cost, but in the end it should save many people money.

Distance to Destination Country – When a professional buyer purchases a car over the internet, they normally try to buy in an area closer to the destination country. This only applies if time is a factor. If you are not in a rush to ship your car overseas from the US, then it doesn't matter if you are shipping from the East Coast or West Coast.

Some countries, like South Africa and Switzerland are landlocked. People from the surrounding countries would pick up their car at the arrival port and drive it back to the destination country. This eliminates the cost of having it put on a container and trucking it back.

Marine Insurance (optional service) – While marine insurance is not required, it is highly recommended especially for luxury and exotic cars. All cars will be blocked and braced before shipping occurs, but there will be movement while out to sea. If there are large swells in the ocean, the car is subject to higher risk of damage. Most likely there won't be any damages to the car, but if you want peace of mind, we highly recommend getting marine insurance.

CHAPTER 6

ARRANGING PAYMENT TO THE INTERNATIONAL CAR SHIPPING COMPANY

There are four ways to pay an [international car shipping company](#). Make sure all 3 steps in Chapter 1 are met before making payment. If they are met, all four payment methods are viable. To further reduce risk, make sure the name of the company the one you are cutting the payment to.

Credit Card - This is the safest method of payment. A professional car shipping company will run an authorization on your credit card to see 'if' the funds are available. Once the booking number is confirmed, the car shipping company will charge your credit card.

PayPal - PayPal is a 3rd party credit card processing company. They will not give the shipping company any financial information. The car shipping company would send an invoice to the owner which would have to be paid. The entire payment is upfront. You will be supplied with a booking number after.

Bank Transfer - When making payment using a bank transfer, all funds are paid upfront. To better protect yourself, make sure the name of the company is on the bank account you are depositing to.

Western Union – This form of payment is used by many people who are in 3rd world countries. All money has to be paid upfront. If one chooses to use this payment method, make sure to cut the Western Union Money Order to the name of the company and not to a person.

CHAPTER 7

TITLE OF OWNERSHIP, BILL OF SALE, BILL OF LADING & KEYS

Once payment has been arranged, everything else is simple. If you are in the United States, this chapter is simple. However if you purchased a car over the internet through Craigslist.com, eBay Motors or one of the recommended online car dealerships, the paperwork & keys must be shipped to the car shipping company.

If the owner of the vehicle bought the car over the internet and is in a country outside the US prior to shipping the car, the Title of Ownership from the car dealer and a Bill of Sale indicating the amount will be needed. The Title of Ownership must be sent to the international car shipping company in its original form and the Bill of Sale is sent to the new owner. There can be no liens on the Title of Ownership.

After the sailing, the international car shipping company will return the original Title of Ownership via FedEx Express International mail with signature confirmation. These documents will be sent from the car shipping company to the owner or consignee. The Title of Ownership will need to be presented when the car is picked up.

The [Bill of Lading](#), which will be handled by the car shipping company, will show the names of the authorized people who can pick up the car. A copy of the Bill of Lading will be sent to the owner or consignee. The person picking up the car will have to provide valid identification. Nobody else is permitted to pick up the car except for the owner or the consignee named on the Bill of Lading.

The keys will be transported along with the car. Many car dealerships only have one copy, but if they can provide two copies, the international car shipping company can mail a set back along with the Title of Ownership.

Import taxes are normally paid at the arrival port. As each country has its own set of import tax and regulations, the amount will vary greatly. The amount of import tax should already be known from Chapter 2. Bring a little more cash just in case an unforeseen circumstance arises, especially if you are in a 3rd world country.

Storage fees will apply so it is strongly recommended to pick up the car as soon as possible.

If you need any help acquiring the paperwork from any car dealership or private seller and you want us to get involved, contact us immediately.

CHAPTER 9

SELLING YOUR CAR

Once you sell your first car, repeating the full process from buying to selling will be easy. The methods outlined throughout this eBook are safe. If the car you bought is for personal use and you fail to sell it, you really have nothing to lose; just keep the car.

The methods in this eBook can make many people grow a business fast with nearly no risk. Many of our repeat customers started off buying one car and shipping it overseas. The US is still one of the largest producers and consumers of motor vehicles in the world.

Sell your car through Google by leveraging Craigslist.org!

Here are some helpful hints for selling your car. You will not need to create a website to sell your car. This tip will surely blow away your competition. If you don't believe me, write a fake ad and test it yourself to see how many phone calls you get. It is absolutely 100% free! We are going to leverage one of the largest website to get your car on Google.

1. Take great pictures and record a video of the car.
2. Go to YouTube and create an account & upload the video. Make sure it is public so anyone can watch the video of your car. Once the video is live, copy the URL.
3. Go to Craigslist.org and create an account. You will need a valid email address and possibly go through a phone verification. This is to reduce spammers.
4. After selecting your country and city in Craigslist.org, select the following: Post to Classifieds (top left hand corner), For Sale, Cars & Trucks - by owner,
5. When writing the ad, fill in the areas like the image below:

your city craigslist > for sale / wanted > cars & trucks - by owner

Posting Title: **Price:** \$\$\$ - **Specific Location:**

Reply to:
 hide anonymize (your email will show as: sale-xxxxxxxx@craigslist.org) [?]

Posting Description:
Write a good description of the car here.
Put the link of the ~~youtube~~ video here.
Put your phone number here like this: <h1>Call 555-555-5555</h1>

ok for others to contact you about other services, products or commercial interests

Once you click the “Continue” button, you will be able to preview your ad. You may need to verify the ad in your email if you didn’t set up an account with Craigslist.

By following these simple steps, your Craigslist ad will rank in Google. If, for example, you post an ad on Craigslist in Germany, then it will show up on google.de.

In other countries, like UK and Australia, they may have a similar website like Craigslist.org.

This process can be repeated for motorcycles, heavy construction machinery and even boats!

From all of us to all of you, Happy Shipping!