

Volvo European delivery.



**You're a sophisticated car-buyer at home.
Don't be an innocent abroad.**



There are as many European delivery plans as there are European makes of cars.

And while they all save you money on the **car**, they all take away part of your savings – in varying chunks – for delivery charges, home-shipment charges and other “incidental” charges.

What they don't take away, they can tie up. Example: Any German-made car delivered in Germany is subject to an export deposit which you pay when you take delivery and get back when you leave the country.

So it pays to ask questions before it's too late for the answers to do you any good.



To pick up a Volvo in far-away Europe, start at your neighborhood Volvo dealer. (To see how Volvo saves you big headaches, read the small print.)

Where to arrange for European delivery – Any authorized Volvo dealer in the U.S. will handle an overseas order for you. And since he knows the product best and probably will be servicing the car when you bring it back, it's best to deal with him.

How to arrange it – See your Volvo dealer and pick your model, color and accessories. Tell him where you wish to take delivery and when. He'll ask you to sign an order form, registration documents and a check for \$300. (Your deposit.) That's it.

When to pay for it – Full payment is required at least 30 days before you take delivery in Europe (45 days before U.S. delivery on cars shipped directly to the U.S. from the factory and 60 days before delivery elsewhere).

What about auto registration? – The factory arranges tax-free registration for all Western European deliveries at no additional charge. However, in some locales (such as Geneva) you'll pay a minor road tax.

As a general rule, Western European registration is valid for the length of your insurance coverage, but no longer than 12 months. If you take delivery outside Western Europe you must arrange your own registration.

What about insurance? – Insurance is compulsory throughout Europe. Since European delivery involves complex registration, the Volvo factory can save you a good deal of time, trial and error by arranging coverage for your entire trip. Coverage includes third party liability of \$500,000, \$100 deductible collision and comprehensive. The policy is valid in all of Western Europe, part of Eastern Europe, the Near East and Northern Africa with a deductible of \$200 for the latter two areas.

How far in advance should you order? – Order as early as you can. For factory delivery, at least five weeks ahead of the delivery date. Give us seven to 10 weeks for delivery in other European cities. Figure 14 weeks for U.S. delivery and 16 to 18 elsewhere in the world. If you're ordering a Volvo with overseas specifications, add 5 weeks to all of the preceding figures.

But, and this is important, factory delivery of certain models can normally be made in less time from a buffer stock. Check with your dealer concerning model and color availability.

Your order's cabled to the factory the day it's received. You and your dealer will get written confirmation of your order and payment conditions within 10 days after placing your order.

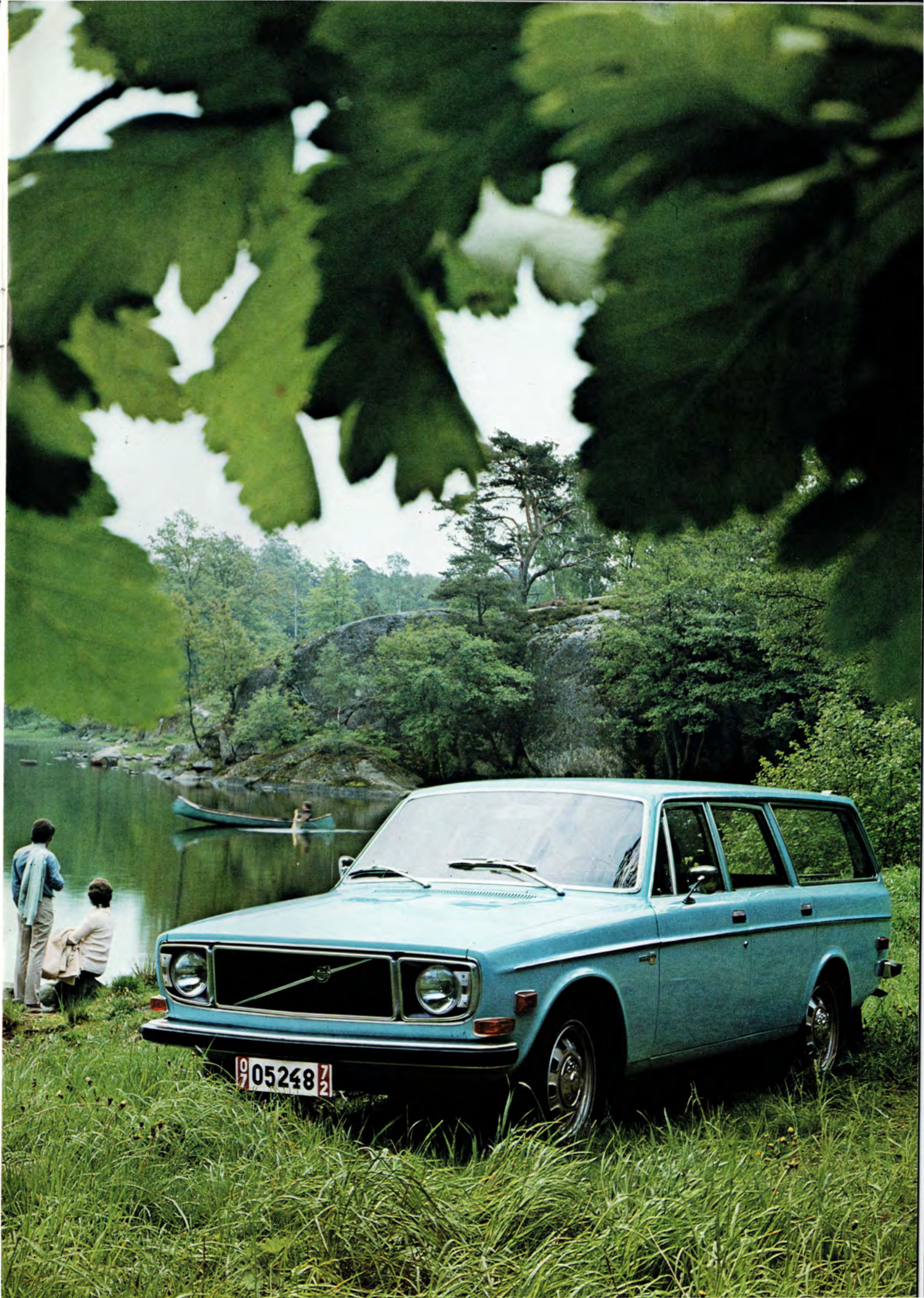
If you change your order – Be sure to order carefully. It's difficult (and can be costly) to make changes once an order's been confirmed. Often changes can't be made after a certain time without incurring an order cancellation and/or delays in delivery.

What about cancellation? – If you should decide to cancel an order before your full payment due date, there's no charge. But if you cancel after that date you must pay a cancellation charge of \$50. If the car's already left the factory, you must pay the \$50 plus double delivery charges. If the car's been registered, \$50 plus double delivery charges plus the cost of registration plus one month's insurance.

How about a trade-in? – Your Volvo dealer can work it out. But unless you trade in your present car on the spot, you must understand that used car values can decrease between now and the time you actually make the trade. Which makes it difficult to set a firm price in advance.

What about financing? – Your Volvo dealer will be happy to arrange it.

Would it be cheaper if you waited till you got to Europe to order? – No. The European delivery plan prices are the same throughout the world regardless of where you order. And since the Volvos that European dealers stock are not built to American specifications, you'd have to wait just as long to get a Volvo you could legally register in the States.



You save money when you take delivery at our factory outlet: Our factory.

There's no delivery charge when you pick up your car at the Volvo factory in Gothenburg, Sweden.

And since the airplane fare to Gothenburg is the same as many Western European cities which are commonly visited, you don't have to spend a lot extra on planes in order to save something extra on your Volvo.

Once you take delivery at our new tourist delivery center, you can drive away and explore Scandinavia. Or sail away in a fast, modern car ferry for Denmark, Holland, Germany or England. The ferry dock is less than 10 minutes from the delivery center.

You can explore the entire United States in confidence, too. Your Volvo will be fully equipped to meet all current U.S. federal and state safety and exhaust emission regulations.



Your reception will be warm. But not prolonged.

It takes about an hour to get in and out of our new tourist reception center in Gothenburg.

While your Volvo's being washed, shined and gassed, you can shower and shave, your family can get a bite to eat and the kids can nap on cots. We can even arrange a guided tour of the factory for you.

And when your car's ready to go, we'll give you a guided tour of the car. We'll explain every switch and button. We'll give you a practice drive if you want one.

We'll give you road maps, a list of all European Volvo dealers, a copy of the Volvo Home Shipment Plan folder which tells how to get your Volvo back home and a warranty booklet that includes a free 1,500-mile inspection coupon. Your warranty will be valid for 6 months unlimited mileage while driving abroad and 12 months unlimited mileage when driving in North America.

Then we'll ask if there's anything else we can do for you.



When you arrive in Gothenburg, please call 53 01 91 so we can pick you up and bring you to our Tourist Delivery Center.



At the Tourist Delivery Center you will take delivery of your car, be presented with the covering documents, obtain technical information, be able to buy extras, rest and enjoy a cup of coffee.



Before you inspect your car, our specialist will introduce to you the Instruction Book, the Warranty and Service Booklet, the registration documents, the international insurance and the Volvo Home Shipment Program.



You will now get acquainted with your Volvo, its controls, instruments and other features will be demonstrated and, finally, a test drive.



Here goes another happy Volvo owner.

15 Alternatives to Gothenburg delivery.

If you can't take free delivery at the Volvo factory, then it's easy to arrange to pick up your car in one of these other cities:

AMSTERDAM	LUXEMBOURG
BRUSSELS	MUNICH
COPENHAGEN	OSLO
FRANKFURT	PARIS
GENEVA	STOCKHOLM
HELSINKI	VIENNA
LISBON	ZURICH
LONDON	

(See the price folder accompanying this booklet for delivery charges.)

The people who turn over your Volvo to you are authorized Volvo tourist delivery agents.

So they're used to dealing with Americans. And they all speak English fluently. So when you ask a question, you won't get a shrug for an answer.

They'll give you all the documents you'd get at the factory. Plus the same free tankful of gas.

What if you want to take delivery at a certain time in a specific place, for instance at your villa on the Italian Riviera? That, too, can be arranged. (Write us telling exactly where you'll be – and when – and we'll give you the delivery costs.)

In fact, we can deliver your Volvo almost anywhere in Western Europe except Spain. And except for the points shown above, which use normal business hours, we can deliver your Volvo any day of the week. Even holidays. Unless you're in Zermatt, Switzerland or Portofino, Italy. They don't allow cars in Zermatt and Portofino.

And if you wish to take delivery of your Volvo on another continent, this can be arranged too.



● LISBON

LONDON

● AMSTERDAM

● BRUSSELS

● PARIS

● FRANKFURT

LUXEMBOURG

MUNICH

● VIENNA

● ZÜRICH

● GENEVA

COPENHAGEN

● GOTHENBURG

● OSLO

● STOCKHOLM

● HELSINKI

When you ship your Volvo home, you won't be taken.

If you leave it in Gothenburg, we'll ship it back to New York (Port Newark), Baltimore or Portsmouth, Va. free. Or to West Coast ports for only \$100.

If you don't plan to end your vacation in Gothenburg, you can still send your Volvo back from any one of our 31 other European drop-off points for about 1/2 what it would cost to do it yourself. (See folder for cities and shipping charges.)

Our single rate includes preparing your Volvo for ocean shipment, documentation, European port charges and marine insurance while it's in-transit. In short, everything to get it to the United States. There are no extras.

You can also have a Volvo shipped home without ever having seen it in Europe. (Home shipment rates are the same as if you'd taken physical possession of the car.) However, ordering of such a car must be incidental to a trip outside of North America and proof of your presence abroad will be required.

If you're in the States when you order your Volvo shipped home, you must obtain a "Certificate of Presence Abroad" which attests to the fact that you actually visited Europe after you ordered your car. This certificate must be notarized in Europe. The factory won't ship your car until it's been received. You'll get the Certificate of Presence when you receive the confirmation of your order.

In most major U.S. ports we can arrange services for the clearance of a car through Customs, survey and release from the steamship company and delivery preparation. Charges run approximately \$50-\$80. All cars imported into the U.S. are subject to the payment of duty at the rate prevailing at the time of importation. The duty rate is a percentage of the car's value as determined by the age, usage and condition of the car. (See your Volvo dealer to determine the current rate.)

You should also check with your Volvo dealer or Volvo, Inc. to determine if your car will be subject to the 7 percent excise tax. If the tax is applicable, it will be based upon dutiable value of the car plus shipment to the U.S., plus duty, plus port clearance charges.

If there's anything else you'd like to know about having a Volvo delivered outside the United States, write to: Tourist & Diplomat Sales Dept, Volvo Inc., Rockleigh, N.J. 07647, USA and we'll fill you in.







VOLVO

AB VOLVO GÖTEBORG SWEDEN

