HLS 10RS-1475 ORIGINAL

Regular Session, 2010

1

HOUSE BILL NO. 1222

BY REPRESENTATIVE ARNOLD

MOTOR VEHICLES: Provides relative to the distribution and sale of motor vehicles

AN ACT

2 To amend and reenact R.S. 32:1252(27), 1254(A)(19), (B), (C)(introductory paragraph) and 3 (9) and (10), (D)(introductory paragraph) and (7), (E)(7) and (9)(d), (F)(introductory 4 paragraph) and (4), (J)(introductory paragraph) and (5), (L)(introductory paragraph) 5 and (5), and (N), 1255(A), 1261(1)(a)(introductory paragraph), (I), (vii), and (viii), 6 (b), (d), (e), (g) through (I), (k)(i)(introductory paragraph) and (ii), (n), and (p), 7 (2)(introductory paragraph), (a) through (e), (f)(introductory paragraph), (ii), and 8 (iv), (g), and (i), (3), (4)(a), (b), and (d), (5)(a), (b), and (d), and (7), 1261.1, 9 1262(A)(1) and (B)(3), 1263, 1264, and 1268(A)(1)(introductory paragraph), (a), and 10 (d), and (2), (B), and (C)(1), to enact R.S. 32:1252(51) and (52) and 1260(E) and (F), 11 and to repeal R.S. 32:1268.1, relative to the Motor Vehicle Commission; to provide 12 for definitions; to provide for changes to licensure for persons licensed by the 13 commission; to provide for changes to licensure requirements; to provide for change 14 to insurance requirements; to provide for additional penalties and relief for the 15 commission; to provide for changes to unauthorized acts of licensee of the 16 commission; to provide for changes to termination requirements of a licensee of the 17 commission; and to provide for related matters. Be it enacted by the Legislature of Louisiana: 18 19 Section 1. R.S. 32:1252(27), 1254(A)(19), (B), (C)(9) and (10), (D)(introductory 20 paragraph) and (7), (E)(7) and (9)(d), (F)(introductory paragraph) and (4), (J)(introductory

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CODING: Words in struck through type are deletions from existing law; words <u>underscored</u> are additions.

1	paragraph) and (5), (L)(introductory paragraph) and (5), and (N), 1255(A),
2	1261(1)(a)(introductory paragraph), (i), (vii), and (viii), (b), (d), (e), (g) through (i),
3	(k)(i)(introductory paragraph) and (ii), (n), and (p), (2)(introductory paragraph), (a) through
4	(e), (f)(introductory paragraph), (ii), and (iv), (g), and (i), (3), (4)(a), (b), and (d), (5)(a), (b),
5	and (d), and (7), 1261.1, 1262(A)(1) and (B)(3), 1263, 1264, and 1268(A)(1)(introductory
6	paragraph), (a), and (d), and (2), (B), and (C)(1) are hereby amended and reenacted and R.S.
7	32:1252(51) and (52) and 1260(E) and (F) are hereby enacted to read as follows:
8	§1252. Definitions
9	The following words, terms, and phrases, when used in this Chapter, shall
10	have the meanings respectively ascribed to them in this Section, except where the
11	context clearly indicates a different meaning:
12	* * *
13	(27) "Motorcycle" means a motor vehicle having a seat or saddle for the use
14	of the rider and designed to travel on not more than three wheels in contact with the
15	ground but excluding a tractor and electric-powered scooters not required to be
16	registered.
17	* * *
18	(51) "Vehicle" means any motor vehicle, specialty vehicle, or recreational
19	product subject to regulation by this Chapter.
20	(52) "Dealer" means any person licensed to sell a motor vehicle or
21	recreational product subject to regulation by this Chapter.
22	§1254. Application for license; requirements for licensure; contents; licenses;
23	franchise filings
24	A. The following persons shall be licensed by the commission in order to
25	engage in business in the state of Louisiana, regardless of whether or not said person
26	maintains or has a place or places of business in this state, and it is a violation of this
27	Chapter to operate without first obtaining a license:
28	* * *

1	(19) Auto shows, trade shows, and exhibitions, including promotors
2	promoters and nonresident exhibitors.
3	B.(1)(a) All applications for license or licenses shall be accompanied by the
4	appropriate fee or fees in accordance with the schedule set out in R.S. 32:1255. In
5	the event any application is denied and the license applied for is not issued, the entire
6	license fee shall be returned to the applicant. All such fees shall be nonrefundable.
7	Except as provided in Paragraph (2) of this Subsection, all licenses issued under the
8	provisions of this Chapter in accordance with the geographical location of the
9	licensee will be for the year beginning and ending as follows:
10	1st Commission DistrictApril 1 through March 31.
11	2nd Commission DistrictMay 1 through April 30.
12	3rd Commission DistrictJune 1 through May 31.
13	4th Commission DistrictJuly 1 through June 30.
14	5th Commission DistrictAugust 1 through July 31.
15	6th Commission DistrictSeptember 1 through August 31.
16	7th Commission DistrictOctober 1 through September 30.
17	8th Commission DistrictNovember 1 through October 31.
18	(b) Except that commencing January 1, 2011, licenses shall be issued for a
19	term of two years initially staggering the two-year license so Commission Districts
20	1, 3, 5, and 7 will be issued a one-year license in 2011 and a two-year license
21	thereafter. Recreational product license fees shall be prorated to cover the period
22	from December 31, 2010, until license renewal.
23	(2) The license of any recreational products dealer or shall expire December
24	31, 2010, and the license of any licensee who does not maintain a place of business
25	in this state shall expire on December thirty-first of each year.
26	C. General licensing and compliance requirements for all license applicants
27	and holders:
28	* * *

1	(9) All licensees are required to furnish and keep in force required liability
2	insurance coverage or liability protection provided by a liability trust fund as
3	authorized by R.S. 22:46(9)(d) on vehicles in accordance with the financial
4	responsibility laws of the state of Louisiana. All applications for license pursuant
5	to this Chapter shall include evidence the applicant has insurance covering its place
6	of business and its operation that complies with the financial responsibility laws of
7	this state and as determined by the applicant and its insurance agent, that is necessary
8	to provide coverage to the place and nature of the business sought to be licensed to
9	protect the applicant and the consumers of this state. Failure to maintain such
10	insurance or liability protection shall result in the immediate suspension of license,
11	which suspension shall be effective as of the date of said failure to maintain said
12	liability insurance coverage or liability protection until proof of the required liability
13	insurance or liability protection is furnished to the commission. If no proof is
14	furnished to the commission within thirty days, the license of said licensee shall be
15	revoked. Recreational product dealers selling all-terrain vehicles shall not be
16	required to furnish and keep in force the minimum garage liability insurance
17	coverage on all-terrain vehicles offered for sale unless the vehicles are utilized on the
18	streets and roadways for demonstration or any other purpose.
19	(10) All foreign corporations persons seeking or maintaining a license under
20	this Chapter must be registered to do business in this state with the secretary of state.
21	Evidence showing such registration shall be furnished by such applicant or licensee.
22	* * *
23	D. Additional licensing and compliance requirements for manufacturers,
24	distributors, wholesalers, converters or secondary manufacturers, distributors or
25	wholesalers, factory branches and distributor branches:
26	* * *
27	(7) Upon execution of a franchise, or addendum thereto, with a motor

vehicle dealer, recreational products dealer, or specialty vehicle dealer, the

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manufacturer, <u>distributor</u>, <u>wholesaler</u>, or a convertor or secondary manufacturer shall immediately file with the commission a copy of the franchise or addendum.

E. Additional licensing and compliance requirements for motor vehicle and recreational products dealers.

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(7) All motor vehicle or recreational products dealers shall furnish evidence that they currently have garage liability insurance or liability protection provided by a liability trust fund as authorized by R.S. 22:46(9)(d) covering their place of business. The required insurance policy or liability protection shall have limits of not less than one hundred thousand dollars for bodily injury to one person, three hundred thousand dollars per accident, and fifty thousand dollars for property damage dealer applications for license pursuant to this Chapter shall include evidence the applicant has insurance covering its place of business and its operation that complies with the financial responsibility laws of this state and as determined by the applicant and its insurance agent, that is necessary to provide coverage to the place and nature of the business sought to be licensed to protect the applicant and the consumers of this state. Said insurance or liability protection shall be maintained throughout the period of licensure. Failure to maintain such insurance or liability protection shall result in the immediate suspension of license, which suspension shall be effective as of the date of said failure to maintain said <del>liability</del> insurance coverage or liability protection until proof of the required garage liability insurance or liability protection is furnished to the commission. Should no proof of insurance or liability protection provided by a liability trust fund as authorized by R.S. 22:46(9)(d) be furnished to the commission within thirty days, the license of said such licensee shall be revoked. Recreational products dealers selling all-terrain vehicles shall not be required to furnish and keep in force the minimum garage liability insurance coverage on all-terrain vehicles offered for sale unless the vehicles are utilized on the streets and roadways for demonstration or any other purpose.

\* \* \*

1 (9)

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(d) Notwithstanding any other provisions of law to the contrary, any motor vehicle or recreational products dealer holding a license hereunder shall not be required to obtain a license as a motor vehicle lessor, used motor vehicle dealer, or specialty vehicle dealer or converter, when modifying or selling those vehicles or products he is duly franchised and licensed to sell, provided such operations are conducted from the location from which saidsuch motor vehicle or recreational products dealer is licensed to do business.

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F. Additional licensing and compliance requirements for used motor vehicle facilities operated by new motor vehicle dealers, motor vehicle lessors and specialty vehicle dealers:

\* \* \*

(4) All used motor vehicle facilities licensed by the commission shall furnish evidence that they currently have garage liability insurance or liability protection provided by a liability trust fund as authorized by R.S. 22:46(9)(d) covering their places of business. The required insurance policy or liability protection shall have limits of not less than one hundred thousand dollars for bodily injury to one person, three hundred thousand dollars per accident, and fifty thousand dollars for property damage: in their application for license pursuant to this Chapter evidence the applicant has insurance covering its place of business and its operation that complies with the financial responsibility laws of this state and as determined by the applicant and its insurance agent, that is necessary to provide coverage to the place and nature of the business sought to be licensed to protect the applicant and the consumers of this state. Said insurance or liability protection shall be maintained throughout the period of licensure. Failure to maintain such insurance or liability protection shall result in the immediate suspension of license, which suspension shall be effective as of the date of said failure to maintain said liabilitysuch insurance coverage or

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the diability protection until proof of the required garage liability insurance or liability protection is furnished to the commission. Should no proof of insurance or liability protection provided by a liability trust fund as authorized by R.S. 22:46(9)(d) be furnished to the commission within thirty days, the license of saidsuch licensee shall be revoked. Recreational product dealers selling all-terrain vehicles shall not be required to furnish and keep in force the minimum garage liability insurance coverage on all-terrain vehicles offered for sale unless the vehicles are utilized on the streets and roadways for demonstration or any other purpose.

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J. Additional licensing and compliance requirements for motor vehicle lessors:

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(5) All motor vehicle lessors shall furnish evidence that they currently have garage liability or other general liability insurance covering their place of business. The policy must have limits of not less than one hundred thousand dollars for bodily injury to one person, three hundred thousand dollars per accident and fifty thousand dollars for property damage. in their application for license pursuant to this Chapter shall include evidence the applicant has insurance covering its place of business and its operation that complies with the financial responsibility laws of this state and as determined by the applicant and its insurance agent, that is necessary to provide coverage to the place and nature of the business sought to be licensed to protect the applicant and the consumers of this state. SaidSuch insurance must be maintained throughout the period of licensure. Failure to maintain such insurance shall result in the immediate suspension of license, which suspension shall be effective as of the date of said failure to maintain said liabilitysuch insurance coverage until proof of the required garage liability insurance is furnished to the commission. Should no proof of insurance be furnished to the commission within thirty days, the license of saidsuch licensee shall be revoked.

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L. Additional licensing and compliance requirements for specialty vehicle dealers::

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(5) All specialty vehicle dealers shall furnish evidence that they currently have garage liability insurance covering their place of business. The policy must have limits of not less than one hundred thousand dollars for bodily injury to one person, three hundred thousand dollars per accident and fifty thousand dollars for property damage. in their application for license pursuant to this Chapter evidence the applicant has insurance covering its place of business and its operation that complies with the financial responsibility laws of this state and as determined by the applicant and its insurance agent, that is necessary to provide coverage to the place and nature of the business sought to be licensed to protect the applicant and the consumers of this state. Said insurance must be maintained throughout the period of Failure to maintain such insurance shall result in the immediate suspension of license, which suspension shall be effective as of the date of said failure to maintain said liabilitysuch insurance coverage until proof of the required garage liability insurance is furnished to the commission. If no proof of insurance is furnished to the commission within thirty days, the license of saidsuch licensee shall be revoked.

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N. Any person who sells or offers to sell new motor vehicles, recreational products, or specialty vehicles, or leases, rents, or offers to lease or rent new motor vehicles, recreational products, or specialty vehicles, or conducts and designs advertising, participates in special sales events on behalf of licensees, and which is not a licensee of the commission shall, nonetheless, be subject to the provisions of Chapter 6 of Title 32 and the rules and regulations of the commission which pertain to the regulation of advertising.

§1255. Fees; penalties

1	A. To defray the cost of issuing licenses and administering this Chapter, the
2	commission shall fix reasonable fees to be assessed under this Chapter-as follows:
3	(1) The license for each manufacturer, distributor, converter, motor vehicle
4	lessor franchisor, or wholesaler, and factory branch or distributor branch, shall not
5	exceed one thousand dollars for each year covered by the license.
6	(2) The license for each motor vehicle dealer, specialty vehicle dealer,
7	recreational products dealer, motor vehicle lessor, used motor vehicle dealer, factory
8	representative, broker, distributor representative, or lease facilitator shall not exceed
9	three hundred dollars for each year covered by the license.
10	(3) The license fee for each motor vehicle salesman and motor vehicle lessor
11	agent shall not exceed thirty dollars for each year covered by the license.
12	(4) The fee for motor vehicle sales and shows at off-site locations auto shows,
13	trade shows, and expositions shall not exceed five hundred dollars.
14	(5) The fee for satellite warranty and repair centers shall not exceed three
15	hundred dollars for each year covered by the license.
16	* * *
17	§1260. Penalties; other relief
18	* * *
19	E. In addition to the penalties provided pursuant to this Chapter, the
20	commission is expressly empowered and authorized, after following the procedures
21	of this Chapter, to order the repurchase of all vehicles, signs, special tools, and
22	automotive equipment and pay the costs to the licensee for the cost of transporting,
23	handling, packing, and loading of vehicles, parts, signs, tools, and equipment subject
24	to the repurchase requirements of R.S. 32:1268.
25	F. Upon the failure of any person to comply with any order of the
26	commission issued as a result of a violation of this Chapter, or a rule or regulation
27	adopted by the commission, the commission is authorized to file civil proceedings
28	to enforce its order in the Twenty-fourth Judicial District Court for the Parish of
29	Jefferson by rule to show cause conducted pursuant to the relevant provisions of the

1	Louisiana Code of Civil Procedure. The commission shall be entitled to recover
2	from such party all costs of the proceeding, including but not limited to court costs,
3	discovery costs, and reasonable attorney fees incurred by the commission in
4	enforcing its order.
5	§1261. Unauthorized acts
6	It shall be a violation of this Chapter:
7	(1) For a manufacturer, a distributor, a wholesaler, distributor branch, factory
8	branch, converter or officer, agent, or other representative thereof:
9	(a) To induce or coerce, or attempt to induce or coerce, any licensee or
10	specialty vehicle dealer:
11	(i) To order or accept delivery of any recreational product, motor vehicle or
12	vehicles, appliances, equipment, parts or accessories therefor, or any other
13	commodity or commodities which shall not have been voluntarily ordered.
14	* * *
15	(vii) To participate in an advertising group or to participate monetarily in an
16	advertising campaign or contest or to purchase any promotional materials,
17	showroom, or other display decorations or materials at the expense of such motor
18	vehicle dealer or specialty dealer licensee.
19	(viii) To adhere to performance standards that are not applied uniformly to
20	other similarly situated motor vehicle dealers or specialty dealers <u>licensees</u> . Any
21	such performance standards shall be fair, reasonable, equitable, and based on
22	accurate information. If dealership performance standards are based on a survey, the
23	manufacturer, converter, distributor, wholesaler, distributor branch, or factory branch
24	shall establish the objectivity of the survey process and provide this information to
25	any motor vehicle dealer or specialty vehicle dealer licensee of the same line make
26	covered by the survey request. Each response to a survey used by a manufacturer in
27	preparing an evaluation or performance-rating of a motor vehicle dealer licensee
28	shall be made available to that motor vehicle dealer licensee, or it cannot be used by
29	the manufacturer. However, if a customer requests that the manufacturer or

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distributor not disclose the consumer's identity to the dealer, the manufacturer may withhold the consumer's identity in providing the survey response to the dealer, and the manufacturer may use the response. Any survey used must have the following characteristics:

\* \* \*

(b) To refuse to deliver to any duly licensed motor vehicle dealer licensee having a franchise or contractual arrangement for the retail sale of new motor vehicles sold or distributed by such manufacturer, distributor, wholesaler, distributor branch or factory branch, any motor vehicle, publicly advertised for immediate delivery, within sixty days after such dealer's order shall have been received.

\* \* \*

(d) To unfairly, without just cause and due regard to the equities of said dealer, cancel the franchise of any motor vehicle dealer licensee. Failure to meet performance standards based on a survey of sales penetration in a regional, national, territorial, or other geographic area shall not be the sole cause for cancellation of a franchise. The nonrenewal of a franchise or selling agreement with said dealer or his successor without just provocation or cause, or the refusal to approve a qualified transferee or qualified successor to the dealer-operator as provided for in the franchise or selling agreement, or solely for failure to meet performance standards based on a survey of sales penetration in a regional, national, territorial, or other geographic area, shall be deemed an evasion of this Paragraph and shall constitute an unfair cancellation, regardless of the terms or provisions of such franchise or selling agreement. However, at least ninety-days notice must be given to the dealer of any cancellation or nonrenewal of a franchise except for a cancellation arising out of the financial default of the motor vehicle dealer or fraudulent activity of the dealer principal which results in the conviction of a crime punishable by imprisonment.

(e) To refuse to extend to a motor vehicle dealer <u>licensee</u> the privilege of determining the mode or manner of available transportation facility that said dealer

desires to be used or employed in making deliveries of <del>new motor</del> vehicles to him or it.

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- (g) To delay, refuse, or fail to deliver motor vehicles in reasonable quantities relative to the new motor vehicle dealer's licensee's facilities and sales potential in the relevant market area. This Subparagraph shall not be valid, however, if such failure is caused by acts or causes beyond the control of the manufacturer, distributor, or other such party.
- (h) To ship or sell motor vehicles to a motor vehicle dealer or recreational products to a licensee prior to the motor vehicle dealer licensee having been granted a license by the commission to sell such motor vehicles.
- (i) To unreasonably withhold consent to the sale, transfer, or exchange of the franchise to a qualified transferee capable of being licensed as a new motor vehicle dealer in this state, provided the transferee meets the criteria generally applied by the manufacturer in approving new motor vehicle dealers and agrees to be bound by all the terms and conditions of the standard franchises.

\* \* \*

(k)(i) To sell or offer to sell a new or unused motor vehicle <u>or recreational</u> <u>product</u> directly to a consumer except as provided in this Chapter, or to compete with a <u>new motor vehicle dealer licensee</u> in the same line makes, models, or classifications operating under an agreement or franchise from the aforementioned manufacturer. A manufacturer shall not, however, be deemed to be competing when any one of the following conditions are met:

\* \* \*

(ii) After any of the conditions have been met under Subitems (aa) and (bb) above, of this Item the commission shall allow the manufacturer of new motor vehicles to compete with new motor vehicle dealers licensees of the same-line makes, models, or classifications under an agreement or franchise from said manufacturer for longer than two years when, in the discretion of the commission,

1	the best interest of the manufacturer, consuming public, and new motor vehicle
2	dealer <u>licensees</u> are best served.
3	* * *
4	(n) To fail to designate and provide to the commission in writing the
5	community or territory assigned to a motor vehicle dealer licensee.
6	* * *
7	(p) To unreasonably discriminate among competing, similarly-situated, same
8	line make motor vehicle dealers in the sales of vehicles, in the availability of such
9	vehicles, in the terms of incentive programs or sales promotion plans, or in other
10	similar programs.
11	* * *
12	(2) For a motor vehicle dealer, specialty vehicle dealer, <u>recreational product</u>
13	dealer, used motor vehicle dealer, or a motor vehicle salesman:
14	(a) To require a purchaser of a new motor vehicle, as a condition of sale and
15	delivery thereof, to also purchase special features, appliances, accessories, or
16	equipment not desired or requested by the purchaser; however, this prohibition shall
17	not apply as to special features, appliances, accessories, or equipment which are
18	permanently affixed to the vehicle.
19	(b) To represent and sell as a new motor vehicle any motor vehicle, the legal
20	title of which has been transferred by a manufacturer, distributor, or dealer to an
21	ultimate purchaser.
22	(c) To resort to or use any false or misleading advertisement in connection
23	with his business as such motor vehicle dealer or motor vehicle salesman.
24	(d) To sell or offer to sell makes, models, or classifications of new motor
25	vehicles for which no franchise and license to sell is held.
26	(e) Except as otherwise approved by the commission, to sell or offer to sell
27	a motor vehicle from an unlicensed location.
28	(f) To deliver to a prospective purchaser a new or a used motor vehicle on

a sale conditioned on financing, i.e., a spot delivery, except on the following terms

1	and conditions which shall be in writing and shall be a part of the conditional sales
2	contract or other written notification signed by the purchaser:
3	* * *
4	(ii) That the motor vehicle being offered for trade-in by the purchaser shall
5	not be sold by the motor vehicle dealer until the conditional sale is complete.
6	* * *
7	(iv) That if the conditional sale is not completed, the motor vehicle dealer
8	shall immediately refund to the purchaser upon return of the vehicle all sums placed
9	with the dealership as a deposit or any other purpose associated with the attempted
10	sale of the vehicle.
11	* * *
12	(g) To pay a fee to any person in return for the solicitation, procurement, or
13	production by that person of prospective purchasers for new and used motor
14	vehicles, except to a salesman licensed under the provisions of this Chapter.
15	* * *
16	(i) When selling a motor vehicle to a consumer, to assess any consumer
17	services fees, which shall include fees for treating the interior upholstery of the
18	vehicle, oil changes, roadside assistance, dealer inspections, or any other service
19	offered by the dealer, without allowing the buyer to refuse such services and be
20	exempt from payment for such services. The provisions of this Subparagraph shall
21	not apply to dealer-added options or accessories which are permanently affixed to
22	the vehicle.
23	* * *
24	(3) For a motor vehicle <u>or recreational product</u> lessor or motor vehicle lessor
25	agent:
26	(a) To represent and sell as a new motor vehicle any motor vehicle which has
27	been used or intended to be used and operated for leasing and rental purposes.
28	(b) To resort to or use any false or misleading advertising in connection with
29	the business of leasing or renting motor vehicles.

2	licensed for such activity.
3	(d) To rent or lease any motor vehicle which has been located within the this
4	state of Louisiana for a period of thirty days or more, unless such motor vehicle has
5	been issued a Louisiana license plate by, and all license fees and taxes have been
6	paid to, thethis state of Louisiana.
7	(e) To pay a fee to any person in return for the solicitation, procurement, or
8	production by that person of prospective lessees of motor vehicles, unless the person
9	receiving the fee is a lease facilitator who holds a valid license as provided by this
10	Chapter and a valid appointment from the motor vehicle lessor as provided by R.S.
11	32:1266(B)(1). The fees prohibited by this Subparagraph shall not include amounts
12	paid to a motor vehicle dealer as part of the consideration for the sale or assignment
13	of a lease or leased vehicle or other amounts paid to the motor vehicle dealer who
14	transfers the title on the vehicle or assigns the lease contract to the motor vehicle
15	lessor.
16	(f) To fail to fully and completely explain each charge listed on a retail
17	buyer's or lessee's order or vehicle invoice or leasing agreement prior to the lease of
18	a vehicle.
19	(g) When leasing a motor vehicle to a consumer, to assess any consumer
20	services fees, which shall include fees for treating the interior upholstery of the
21	vehicle, oil changes, roadside assistance, dealer inspections, or any other service
22	offered by the motor vehicle lessor, without allowing the consumer to refuse such
23	services and be exempt from payment for such services. The provisions of this
24	Subparagraph shall not apply to motor vehicle lessor-added options or accessories
25	which are permanently affixed to the vehicle.
26	(4) For a lease facilitator:
27	(a) To hold himself out to any person as a "leasing company", "leasing
28	agent", "lease facilitator", or similar title, directly or indirectly engaged in the
29	business of a lease facilitator, or otherwise engaged in the solicitation or procurement

(c) To lease, rent, sell, or offer to sell a motor vehicle from a location not

1	of prospective lessees for motor vehicles not titled in the name of and registered to
2	the lease facilitator, without holding a valid lease facilitator license and being in
3	compliance with the terms of this Chapter.
4	(b) To sell or offer to sell a new motor vehicle.
5	* * *
6	(d) To sign a motor vehicle manufacturer's statement of origin to a vehicle,
7	accept an assignment of a manufacturer's statement of origin to a vehicle, or
8	otherwise assume any element of title to a new motor vehicle.
9	* * *
10	(5) For a broker:
11	(a) To hold himself out to any person as a "broker", "purchasing company",
12	"sales agent", or similar title, engaged in the business of broker, or otherwise
13	engaged in the solicitation or procurement of prospective purchasers for motor
14	vehicles not titled in the name of and registered to the broker, unless the broker holds
15	a valid broker license and is in compliance with the terms of this Chapter.
16	(b) To sell, or offer to sell, or display a new motor vehicle.
17	* * *
18	(d) To sign a motor vehicle manufacturer's statement of origin to a vehicle,
19	accept an assignment of a manufacturer's statement of origin to a vehicle, or
20	otherwise assume any element of title to a new motor vehicle.
21	* * *
22	(7) For any employee of a motor vehicle dealer, specialty vehicle dealer, or
23	used motor vehicle dealer licensed by the commission, licensee while acting in the
24	scope of his employment, to accept any payment, commission, fee, or compensation
25	of any kind from any person other than the employing dealer licensee, unless
26	saidsuch payment is fully disclosed to and approved by the employing dealer
27	<u>licensee</u> .
28	§1261.1. Indemnification of franchised dealers

Notwithstanding the terms of any franchise agreement, each manufacturer or converter shall indemnify and hold harmless its franchised dealers against any judgment for damages, including but not limited to court costs and reasonable attorney fees of the dealer, arising out of complaints, claims, or lawsuits including but not limited to strict liability, negligence, misrepresentation, express or implied warranty, or rescission of sale to the extent that the judgment arises out of alleged defective or negligent manufacture, assembly, or design of motor vehicles, speciality vehicle, recreational product, parts, or accessories, or other functions by the manufacturer of converter, which are beyond the control of the dealer.

§1262. Warranty; compensation; audits of dealer records

A.(1) It shall be a violation of this Chapter for a manufacturer of motor vehicles, a distributor, a wholesaler, distributor branch or factory branch, or officer, agent or other representative thereof to fail to adequately and fairly compensate its dealers for labor, parts, and other expenses incurred by such dealer to perform under and comply with a manufacturer's or a distributor's warranty agreement.

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(3) A manufacturer or distributor shall not deny a claim solely based on a motor vehicle dealer's incidental failure to comply with a specific claim processing requirement, or a clerical error, or other administrative technicality.

22 \* \* \*

§1263. Motor vehicle repairs

Suppliers of mechanical repairs and services for motor vehicles for any vehicle subject to regulation pursuant to this Chapter shall provide each consumer with an itemized bill indicating repairs and services performed, parts replaced, or materials used, the total labor charge, and the identity of the mechanic, repairman, or supplier who performed the work. However, nothing in this Section shall prohibit a supplier of mechanical repairs and services from charging a service fee for the use

of shop supplies such as rags, fender covers, small amounts of fluid, or other items which are not itemized, provided that saidsuch fee does not exceed five percent of the total invoice for mechanical repairs or thirty-five dollars, whichever is less. \$1264. Damage disclosure

A. Whenever a new motor vehicle subject to regulation pursuant to this Chapter is sold to any person, the seller shall notify the purchaser of any body damage or mechanical damage which the vehicle has sustained that exceeds six percent of the manufacturer's suggested retail price. Such notice shall be in writing and a copy thereof shall be delivered to the purchaser prior to or simultaneous with transfer of the vehicle title.

B. This Section shall apply to all instances of vehicular body or mechanical damage to new motor vehicles and to all actions involving such damage, notwithstanding the application of other codal, statutory, or regulatory provisions, including but not limited to Civil Code Articles 2520 et seq.

\* \* \*

§1268. Requirements upon termination; penalty; indemnity

A.(1) In the event the licensee ceases to engage in the business of being a motor vehicle, recreational vehicle, or specialty vehicle dealer, or ceases to sell a particular make of motor vehicle, recreational product, or specialty vehicle and after notice to the manufacturer, converter, distributor, or representative by registered or certified mail or commercial delivery service with verification of receipt, within thirty days of the receipt of the notice by the manufacturer, converter, distributor, or representative, the manufacturer, converter, distributor, or representative shall repurchase:

(a) All new motor <u>vehicle</u>, <u>recreational product</u>, and specialty vehicles of the current and last prior model year delivered to the licensee and parts on hand that have not been damaged or substantially altered to the prejudice of the manufacturer while in the possession of the licensee. The motor <u>vehicle</u>, <u>recreational product</u> and specialty vehicles and parts shall be repurchased at the cost to the licensee which

shall include without limitation freight and advertising costs, less all allowances paid to the dealer, except that new automobiles shall be purchased on the schedule as follows:

\* \* \*

- (d) The manufacturer, converter, distributor, or representative shall pay to the dealer the costs of transporting, handling, packing, and loading of <u>recreational</u> <u>product</u>, motor <u>and speciality</u> vehicles, or parts, signs, tools, and equipment subject to repurchase.
- (2) The manufacturer or converter shall make the required repurchase after the dealer terminates his franchise and within thirty days of the submission to it, by registered or certified mail, return receipt requested, or commercial delivery service with verification of receipt, of a final inventory of motor vehicles and parts on hand.
- B. Failure to make said repurchase without just cause shall subject the manufacturer or converter to a penalty of one and one-half percent per month, or fraction thereof, of the inventory value or returnable recreational product, speciality and motor vehicles, and parts, signs, special tools, and automotive service equipment, payable to the dealer, as long as said repurchase is not made.
- C.(1) Upon the involuntary termination, nonrenewal, or cancellation of any franchise by the manufacturer or converter, except for termination, nonrenewal, or cancellation resulting from a felony conviction, notwithstanding the terms of any franchise, whether entered into before or after the enactment of this Chapter or any of its provisions, the new motor vehicle, recreational product, or specialty vehicle dealer shall be allowed fair and reasonable compensation by the manufacturer or converter as agreed by the parties, or lacking agreement, as determined by the commission, for the dealership facilities if the facilities were required to be purchased or constructed as a precondition to obtaining the franchise or to its renewal; provided that if such facilities were leased and the lease were required as a precondition to obtaining the franchise or to its renewal, then the manufacturer or

1 converter shall be liable for one year's payment of the rent or the remainder of the

2 term of the lease, whichever is less.

3 \* \* \*

4 Section 2. R.S. 32:1268.1 is hereby repealed in its entirety.

## **DIGEST**

The digest printed below was prepared by House Legislative Services. It constitutes no part of the legislative instrument. The keyword, one-liner, abstract, and digest do not constitute part of the law or proof or indicia of legislative intent. [R.S. 1:13(B) and 24:177(E)]

Arnold HB No. 1222

**Abstract:** Provides relative to the distribution and sale of motor vehicles.

Proposed law provides for the definition of "vehicle" and "dealer".

<u>Present law</u> (R.S. 32:1254(A)(19)) provides for licensing of auto shows including promoters and nonresident exhibitors.

Proposed law retains present law but includes trade shows and exhibitions.

<u>Present law</u> (R.S. 32:1254(B)(1)) provides that if an application is denied, the license fee is returned to the applicant.

<u>Proposed law</u> instead makes the license fee nonrefundable.

<u>Present law</u> (R.S. 32:1254(B)(1)) provides for staggering the date of issuance of licenses based on geographical location of the licensee.

<u>Proposed law</u> retains <u>present law</u> with respect to staggering the dates of license issuance but beginning Jan. 1, 2011, the duration of the licenses will be staggered from one to two years based on geographical location of the licensee.

<u>Present law</u> (R.S. 32:1254(B)(2)) provides that the license of a recreational products dealer shall expire each year on December 31.

<u>Proposed law</u> instead provides that a license of a recreational products dealer expires on December 31, 2010.

<u>Present law</u> (R.S. 32:1254(D)(7)) requires a manufacturer or a convertor or secondary manufacturer to immediately file with the commission a copy of a franchise with a motor vehicle dealer, recreational products dealer, or speciality vehicle dealer.

<u>Proposed law</u> retains <u>present law</u> but adds a distributor and wholesaler as to the filing requirement.

<u>Present law</u> (R.S. 32:1254(C)(9), (E)(7), (F)(4), (J)(5), and (L)(5)) requires all motor vehicle or recreational products dealers, used motor vehicle facilities, motor vehicle lessors, speciality vehicle dealers to furnish evidence that they currently have garage liability insurance or liability protection provided by a liability trust fund covering their place of business. Provides that the required insurance policy or liability protection shall have limits of not less than \$100,000 for bodily injury to one person, \$300,000 per accident, and \$50,000 for property damage.

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CODING: Words in struck through type are deletions from existing law; words <u>underscored</u> are additions.

<u>Present law</u> (R.S. 32:1254(C)(9), (E)(7), and (F)(4)) provides that recreational products dealers selling all-terrain vehicles shall not be required to furnish and keep in force the minimum garage liability insurance coverage on all-terrain vehicles offered for sale unless the vehicles are utilized on the streets and roadways for demonstration or any other purpose.

<u>Proposed law</u> instead requires all motor vehicle or recreational products dealers, used motor vehicle facilities, motor vehicle lessors, speciality vehicle dealers to carry insurance that covers its place of business and that complies with the financial responsibility laws of this state as determined by the applicant and its insurance agent.

<u>Present law</u> (R.S. 32:1254(E)(9)(d)) provides that a motor vehicle or recreational products dealer shall not be required to obtain a license as a motor vehicle lessor, used motor vehicle dealer, or speciality vehicle dealer or converter, when modifying or selling those vehicles or products he is licensed to sell, provided it is conducted at his licensed place of business.

<u>Proposed law</u> retains <u>present law</u> but exempts recreational products dealers from this provision.

<u>Present law</u> (R.S. 32:1254(N)) provides that non-licensees shall be subject to the provisions of <u>present law</u>.

<u>Proposed law</u> retains <u>present law</u> but includes persons conducting or designing advertising or participating in special sales events on behalf of licensees.

<u>Present law</u> (R.S. 32:1255(A)) provides for a maximum on fees for each licensee.

<u>Proposed law</u> retains <u>present law</u> but specifies that these fees shall not exceed the maximum for each year covered by the license.

<u>Present law</u> (R.S. 32:1255(A)(4)) provides for a fee of \$500 for motor vehicle sales and shows at off-site locations.

<u>Proposed law</u> applies the fee to auto shows, trade shows, and expositions.

<u>Proposed law</u> (R.S. 32:1260(E)) authorizes the commission to order the repurchase of all vehicles, signs, special tools, and automotive equipment and pay the costs to the licensee for the cost of transporting, handling, packing, and loading of vehicles, parts, signs, tools, and equipment subject to repurchase requirements.

<u>Proposed law</u> (R.S. 32:1260(F)) provides that upon the failure of any person to comply with any order of the commission, or a rule or regulation adopted by the commission, the commission is authorized to file civil proceedings to enforce its order in the 24th JDC by rule to show cause. Further provides that the commission shall be entitled to recover from such party all costs of the proceeding, including court costs, discovery costs, and reasonable attorney fees incurred by the commission in enforcing its order.

<u>Present law</u> (R.S. 32:1261) references motor vehicle dealers or speciality vehicle dealers through various parts of R.S. 32:1261.

<u>Proposed law</u> changes <u>present law</u> to licensee to reference vehicle or dealer in their respective spots.

<u>Present law</u> (R.S. 32:1261.1) provides for indemnification for judgments arising out of alleged defective or negligent manufacture, assembly, or design of motor vehicles, parts, or accessories.

<u>Proposed law</u> retains <u>present law</u> but includes speciality vehicles and recreational products.

<u>Present law</u> (R.S. 32:1263) provides that suppliers of mechanical repairs and services for motor vehicles to provide each consumer with an itemized bill.

<u>Proposed law</u> retains <u>present law</u> but clarifies the bill is for any vehicle subject to regulation pursuant to <u>present law</u>.

<u>Present law</u> (R.S. 32:1268) provides for termination requirements for motor vehicle and speciality vehicle dealer regarding repurchase of parts and products.

<u>Proposed law</u> retains <u>present law</u> but includes recreational vehicle dealers and recreational products respectively.

<u>Present law</u> (R.S. 32:1268.1) provides for provisions of manufacturer mandatory repurchases when the dealers licensed by the commission cease to do business in the state.

## Proposed law deletes present law.

(Amends R.S. 32:1252(27), 1254(A)(19), (B), (C)(intro. para.) and (9) and (10), (D)(intro. para.) and (7), (E)(7) and (9)(d), (F)(intro. para.) and (4), (J)(intro. para.) and (5), (L)(intro. para.) and (5), and (N), 1255(A), 1261(1)(a)(intro. para.), (i), (vii), and (viii), (b), (d), (e), (g)-(i), (k)(i)(intro. para.) and (ii), (n), and (p), (2)(intro. para.), (a)-(e), (f)(intro. para.), (ii), and (iv), (g), and (i), (3), (4)(a), (b), and (d), (5)(a), (b), and (d), and (7), 1261.1, 1262(A)(1) and (B)(3), 1263, 1264, and 1268(A)(1)(intro. para.), (a), and (d), and (2), (B), and (C)(1); Adds R.S. 32:1252(51) and (52) and 1260(E) and (F); Repeals R.S. 32:1268.1)