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HOUSE BILL NO. 436**AMENDMENT IN THE NATURE OF A SUBSTITUTE**(Proposed by the Senate Committee on Transportation
on February 17, 2000)

(Patron Prior to Substitute—Delegate Wardrup)

*A BILL to amend and reenact §§ 46.2-1530, 46.2-1930, 46.2-1992.23, and 46.2-1993.23 of the Code of Virginia, relating to motor vehicle, T & M vehicle, trailer, and motorcycle buyer's orders.***Be it enacted by the General Assembly of Virginia:****1. That §§ 46.2-1530, 46.2-1930, 46.2-1992.23, and 46.2-1993.23 of the Code of Virginia are amended and reenacted as follows:**

§ 46.2-1530. Buyer's order.

A. Every motor vehicle dealer shall complete, in duplicate, a buyer's order for each sale or exchange of a motor vehicle. A copy of the buyer's order form shall be made available to a prospective buyer during the negotiating phase of a sale and prior to any sales agreement. The completed original shall be retained for a period of four years in accordance with § 46.2-1529, and a duplicate copy shall be delivered to the purchaser at the time of sale or exchange. A buyer's order shall include:

1. The name and address of the person to whom the vehicle was sold or traded.
2. The date of the sale or trade.
3. The name and address of the motor vehicle dealer selling or trading the vehicle.
4. The make, model year, vehicle identification number and body style of the vehicle.
5. The sale price of the vehicle.
6. The amount of any cash deposit made by the buyer.

7. A description of any vehicle used as a trade-in and the amount credited the buyer for the trade-in. The description of the trade-in shall be the same as outlined in subdivision 4 of this subsection.

8. The amount of any sales and use tax, title fee, uninsured motor vehicle fee, registration fee, or other fee required by law for which the buyer is responsible and the dealer has collected. Each tax and fee shall be individually listed and identified.

9. The net balance due at settlement.

10. Any item designated as "processing fee," and the amount charged by the dealer, if any, for processing the transaction. As used in this section processing includes obtaining title and license plates for the purchaser.

11. Any item designated as "dealer's business license tax," and the amount charged by the dealer, if any.

12. For sales involving dealer-arranged financing, the following notice, printed in bold type no less than ten-point: "THIS SALE IS CONDITIONED UPON APPROVAL OF YOUR PROPOSED RETAIL INSTALLMENT SALE CONTRACT AS SUBMITTED TO OR THROUGH THE DEALER. IF THAT PROPOSED RETAIL INSTALLMENT SALE CONTRACT IS NOT APPROVED UNDER THE TERMS AGREED TO WITH THE DEALER, YOU MAY CANCEL THIS SALE AND ANY DOWN PAYMENT AND/OR TRADE-IN YOU SUBMITTED WILL BE RETURNED TO YOU, PROVIDED THAT ANY VEHICLE DELIVERED TO YOU BY THE DEALER PURSUANT TO THIS AGREEMENT IS RETURNED TO THE DEALER IN THE SAME CONDITION AS DELIVERED TO YOU, NORMAL WEAR AND TEAR EXCEPTED, WITHIN TWENTY-FOUR HOURS OF WRITTEN OR ORAL NOTICE TO YOU OF THE CREDIT DENIAL."

13. For sales of used motor vehicles, the disclosure required by § 46.2-1529.1.

If the transaction does not include a policy of motor vehicle liability insurance, the seller shall stamp or mark on the face of the bill of sale in boldface letters no smaller than eighteen point type the following words: "No Liability Insurance Included."

A completed buyer's order when signed by both buyer and seller may constitute a bill of sale.

B. The Board shall approve a buyer's order form and each dealer shall file with each *original* license application, ~~or renewal~~, its buyer's order form, on which the processing fee amount is stated.

C. If a processing fee is charged, that fact and the amount of the processing fee shall be disclosed by the dealer. Disclosure shall be by placing a clear and conspicuous sign in the public sales area of the dealership. The sign shall be no smaller than eight and one-half inches by eleven inches and the print shall be no smaller than one-half inch, and in a form as approved by the Board.

§ 46.2-1930. Buyer's order.

A. Every T&M vehicle dealer shall complete, in duplicate, a buyer's order for each sale or exchange of a vehicle. A copy of the buyer's order form shall be made available to a prospective buyer during the negotiating phase of a sale and prior to any sales agreement. The completed original shall be retained for a period of four years in accordance with § 46.2-1929, and a duplicate copy shall be delivered to the

60 purchaser at the time of sale or exchange. A buyer's order shall include:

61 1. The name and address of the person to whom the vehicle was sold or traded.

62 2. The date of the sale or trade.

63 3. The name and address of the T&M vehicle dealer selling or trading the vehicle.

64 4. The make, model year, vehicle identification number and body style of the vehicle.

65 5. The sale price of the vehicle.

66 6. The amount of any cash deposit made by the buyer.

67 7. A description of any vehicle used as a trade-in and the amount credited the buyer for the trade-in.

68 The description of the trade-in shall be the same as outlined in subdivision 4 of this subsection.

69 8. The amount of any sales and use tax, title fee, uninsured vehicle fee, registration fee, or other fee
70 required by law for which the buyer is responsible and the dealer has collected. Each tax and fee shall
71 be individually listed and identified.

72 9. The net balance due at settlement.

73 10. Any item designated as "processing fee," and the amount charged by the dealer, if any, for
74 processing the transaction. As used in this section processing includes obtaining title and license plates
75 for the purchaser.

76 11. Any item designated as "dealer's business license tax," and the amount charged by the dealer, if
77 any.

78 12. For sales involving dealer-arranged financing, the following notice, printed in bold type no less
79 than ten-point: "THIS SALE IS CONDITIONED UPON APPROVAL OF YOUR PROPOSED RETAIL
80 INSTALLMENT SALE CONTRACT AS SUBMITTED TO OR THROUGH THE DEALER. IF THAT
81 PROPOSED RETAIL INSTALLMENT SALE CONTRACT IS NOT APPROVED UNDER THE
82 TERMS AGREED TO WITH THE DEALER, YOU MAY CANCEL THIS SALE AND ANY DOWN
83 PAYMENT AND/OR TRADE-IN YOU SUBMITTED WILL BE RETURNED TO YOU, PROVIDED
84 THAT ANY VEHICLE DELIVERED TO YOU BY THE DEALER PURSUANT TO THIS
85 AGREEMENT IS RETURNED TO THE DEALER IN THE SAME CONDITION AS DELIVERED TO
86 YOU, NORMAL WEAR AND TEAR EXCEPTED, WITHIN TWENTY-FOUR HOURS OF WRITTEN
87 OR ORAL NOTICE TO YOU OF THE CREDIT DENIAL."

88 If the transaction does not include a policy of liability insurance, the seller shall stamp or mark on
89 the face of the bill of sale in boldface letters no smaller than eighteen point type the following words:
90 "No Liability Insurance Included."

91 A completed buyer's order when signed by both buyer and seller may constitute a bill of sale.

92 B. The Commissioner shall approve a buyer's order form and each dealer shall file with each *original*
93 license application; ~~or renewal~~, its buyer's order form, on which the processing fee amount is stated.

94 C. If a processing fee is charged, that fact and the amount of the processing fee shall be disclosed by
95 the dealer. Disclosure shall be by placing a clear and conspicuous sign in the public sales area of the
96 dealership. The sign shall be no smaller than eight and one-half inches by eleven inches and the print
97 shall be no smaller than one-half inch, and in a form as approved by the Commissioner.

98 § 46.2-1992.23. Buyer's order.

99 A. Every trailer dealer shall complete, in duplicate, a buyer's order for each sale or exchange of a
100 vehicle. A copy of the buyer's order form shall be made available to a prospective buyer during the
101 negotiating phase of a sale and prior to any sales agreement. The completed original shall be retained
102 for a period of four years in accordance with § 46.2-1992.22, and a duplicate copy shall be delivered to
103 the purchaser at the time of sale or exchange. A buyer's order shall include:

104 1. The name and address of the person to whom the vehicle was sold or traded.

105 2. The date of the sale or trade.

106 3. The name and address of the trailer dealer selling or trading the vehicle.

107 4. The make, model year, vehicle identification number and body style of the vehicle.

108 5. The sale price of the vehicle.

109 6. The amount of any cash deposit made by the buyer.

110 7. A description of any vehicle used as a trade-in and the amount credited the buyer for the trade-in.

111 The description of the trade-in shall be the same as outlined in subdivision 4 of this subsection.

112 8. The amount of any sales and use tax, title fee, uninsured motor vehicle fee, registration fee, or
113 other fee required by law for which the buyer is responsible and the dealer has collected. Each tax and
114 fee shall be individually listed and identified.

115 9. The net balance due at settlement.

116 10. Any item designated as "processing fee," and the amount charged by the dealer, if any, for
117 processing the transaction. As used in this section processing includes obtaining title and license plates
118 for the purchaser.

119 11. Any item designated as "dealer's business license tax," and the amount charged by the dealer, if
120 any.

121 12. For sales involving dealer-arranged financing, the following notice, printed in bold type no less

than ten-point: "THIS SALE IS CONDITIONED UPON APPROVAL OF YOUR PROPOSED RETAIL INSTALLMENT SALE CONTRACT AS SUBMITTED TO OR THROUGH THE DEALER. IF THAT PROPOSED RETAIL INSTALLMENT SALE CONTRACT IS NOT APPROVED UNDER THE TERMS AGREED TO WITH THE DEALER, YOU MAY CANCEL THIS SALE AND ANY DOWN PAYMENT AND/OR TRADE-IN YOU SUBMITTED WILL BE RETURNED TO YOU, PROVIDED THAT ANY VEHICLE DELIVERED TO YOU BY THE DEALER PURSUANT TO THIS AGREEMENT IS RETURNED TO THE DEALER IN THE SAME CONDITION AS DELIVERED TO YOU, NORMAL WEAR AND TEAR EXCEPTED, WITHIN TWENTY-FOUR HOURS OF WRITTEN OR ORAL NOTICE TO YOU OF THE CREDIT DENIAL."

A completed buyer's order when signed by both buyer and seller may constitute a bill of sale.

B. The Commissioner shall approve a buyer's order form and each dealer shall file with each *original* license application, ~~or renewal~~, its buyer's order form, on which the processing fee amount is stated.

C. If a processing fee is charged, that fact and the amount of the processing fee shall be disclosed by the dealer. Disclosure shall be by placing a clear and conspicuous sign in the public sales area of the dealership. The sign shall be no smaller than eight and one-half inches by eleven inches and the print shall be no smaller than one-half inch, and in a form as approved by the Commissioner.

§ 46.2-1993.23. Buyer's order.

A. Every motorcycle dealer shall complete, in duplicate, a buyer's order for each sale or exchange of a vehicle. A copy of the buyer's order form shall be made available to a prospective buyer during the negotiating phase of a sale and prior to any sales agreement. The completed original shall be retained for a period of four years in accordance with § 46.2-1993.22, and a duplicate copy shall be delivered to the purchaser at the time of sale or exchange. A buyer's order shall include:

1. The name and address of the person to whom the vehicle was sold or traded.
2. The date of the sale or trade.
3. The name and address of the motorcycle dealer selling or trading the vehicle.
4. The make, model year, and vehicle identification number.
5. The sale price of the vehicle.
6. The amount of any cash deposit made by the buyer.
7. A description of any vehicle used as a trade-in and the amount credited the buyer for the trade-in. The description of the trade-in shall be the same as outlined in subdivision 4 of this subsection.
8. The amount of any sales and use tax, title fee, uninsured motor vehicle fee, registration fee, or other fee required by law for which the buyer is responsible and the dealer has collected. Each tax and fee shall be individually listed and identified.
9. The net balance due at settlement.
10. Any item designated as "processing fee," and the amount charged by the dealer, if any, for processing the transaction. As used in this section processing includes obtaining title and license plates for the purchaser.
11. Any item designated as "dealer's business license tax," and the amount charged by the dealer, if any.

12. For sales involving dealer-arranged financing, the following notice, printed in bold type no less than ten-point: "THIS SALE IS CONDITIONED UPON APPROVAL OF YOUR PROPOSED RETAIL INSTALLMENT SALE CONTRACT AS SUBMITTED TO OR THROUGH THE DEALER. IF THAT PROPOSED RETAIL INSTALLMENT SALE CONTRACT IS NOT APPROVED UNDER THE TERMS AGREED TO WITH THE DEALER, YOU MAY CANCEL THIS SALE AND ANY DOWN PAYMENT AND/OR TRADE-IN YOU SUBMITTED WILL BE RETURNED TO YOU, PROVIDED THAT ANY VEHICLE DELIVERED TO YOU BY THE DEALER PURSUANT TO THIS AGREEMENT IS RETURNED TO THE DEALER IN THE SAME CONDITION AS DELIVERED TO YOU, NORMAL WEAR AND TEAR EXCEPTED, WITHIN TWENTY-FOUR HOURS OF WRITTEN OR ORAL NOTICE TO YOU OF THE CREDIT DENIAL."

If the transaction does not include a policy of liability insurance, the seller shall stamp or mark on the face of the bill of sale in boldface letters no smaller than eighteen point type the following words: "No Liability Insurance Included."

A completed buyer's order when signed by both buyer and seller may constitute a bill of sale.

B. The Commissioner shall approve a buyer's order form and each dealer shall file with each *original* license application, ~~or renewal~~, its buyer's order form, on which the processing fee amount is stated.

C. If a processing fee is charged, that fact and the amount of the processing fee shall be disclosed by the dealer. Disclosure shall be by placing a clear and conspicuous sign in the public sales area of the dealership. The sign shall be no smaller than eight and one-half inches by eleven inches and the print shall be no smaller than one-half inch, and in a form as approved by the Commissioner.