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**HOUSE BILL NO. 1243****AMENDMENT IN THE NATURE OF A SUBSTITUTE**(Proposed by the House Committee on Transportation  
on February 8, 1996)

(Patron Prior to Substitute—Delegate Robinson)

*A BILL to amend and reenact §§ 46.2-1900, 46.2-1907, 46.2-1909 through 46.2-1912, 46.2-1916, 46.2-1918, 46.2-1919, 46.2-1927, 46.2-1930, 46.2-1931, 46.2-1933, 46.2-1943, 46.2-1944, 46.2-1947, 46.2-1948, 46.2-1950, 46.2-1951, 46.2-1952, 46.2-1953, 46.2-1955, 46.2-1956, 46.2-1975, 46.2-1976, 46.2-1977, 46.2-1979, 46.2-1985, and 46.2-1988 of the Code of Virginia; to amend the Code of Virginia by adding in Title 46.2 chapters numbered 19.1, consisting of articles numbered 1 through 9, consisting of sections numbered 46.2-1992 through 46.2-1992.85, and 19.2, consisting of articles numbered 1 through 9, consisting of sections numbered 46.2-1993 through 46.2-1993.82; and to repeal §§ 46.2-1902, 46.2-1903, 46.2-1942, and 46.2-1961 of the Code of Virginia, relating to T&M vehicle dealers, trailer dealers, and motorcycle dealers; penalties.*

**Be it enacted by the General Assembly of Virginia:**

**1. That §§ 46.2-1900, 46.2-1907, 46.2-1909 through 46.2-1912, 46.2-1916, 46.2-1918, 46.2-1919, 46.2-1927, 46.2-1930, 46.2-1931, 46.2-1933, 46.2-1943, 46.2-1944, 46.2-1947, 46.2-1948, 46.2-1950, 46.2-1951, 46.2-1952, 46.2-1953, 46.2-1955, 46.2-1956, 46.2-1975, 46.2-1976, 46.2-1977, 46.2-1979, 46.2-1985, and 46.2-1988 of the Code of Virginia are amended and reenacted and that the Code of Virginia is amended by adding in Title 46.2 chapters numbered 19.1, consisting of articles numbered 1 through 9, consisting of sections numbered 46.2-1992 through 46.2-1992.85, and 19.2, consisting of articles numbered 1 through 9, consisting of sections 46.2-1993 through 46.2-1993.82, as follows:**

**CHAPTER 19.  
T&M DEALERS.**

§ 46.2-1900. Definitions.

Unless the context otherwise requires, the following words and terms for the purpose of this chapter shall have the following meanings:

"Certificate of origin" means the document provided by the manufacturer of a new T&M vehicle, or its distributor, which is the only valid indication of ownership between the manufacturer, its distributor, its franchised T&M vehicle dealers, and the original purchaser not for resale.

"Dealer-operator" means the individual who works at the established place of business of a dealer and who is responsible for and in charge of day-to-day operations of that place of business.

"Distributor" means a person who sells or distributes new T&M vehicles pursuant to a written agreement with the manufacturer, to franchised T&M vehicle dealers in the Commonwealth.

"Distributor branch" means a branch office maintained by a distributor for the sale of T&M vehicles to T&M vehicle dealers or for directing or supervising, in whole or in part, its representatives in the Commonwealth.

"Distributor representative" means a person employed by a distributor or by a distributor branch, for the purpose of making or promoting the sale of T&M vehicles or for supervising or contacting its dealers, prospective dealers, or representatives in the Commonwealth.

"Factory branch" means a branch office maintained by a person for the sale of T&M vehicles to distributors or for the sale of T&M vehicles to T&M vehicle dealers, or for directing or supervising, in whole or in part, its representatives in the Commonwealth.

"Factory representative" means a person employed by a person who manufactures or assembles T&M vehicles, or by a factory branch for the purpose of making or promoting the sale of its T&M vehicles, or for supervising or contacting its dealers, prospective dealers, or representatives in the Commonwealth.

"Factory repurchase T&M vehicle" means a T&M vehicle sold, leased, rented, consigned, or otherwise transferred to a person under an agreement that the T&M vehicle will be resold or otherwise retransferred only to the manufacturer or distributor of the T&M vehicle, and which is reacquired by the manufacturer or distributor, or its agents.

"Family member" means a person who either (i) is the spouse, child, grandchild, spouse of a child, spouse of a grandchild, brother, sister, or parent of the dealer or owner, or (ii) has been employed continuously by the dealer for at least five years.

"Franchise" means a written contract or agreement between two or more persons whereby one person, the franchisee, is granted the right to engage in the business of offering and selling, servicing, or offering, selling, and servicing new T&M vehicles of a particular line-make or late model or factory repurchase T&M vehicles of a particular line-make manufactured or distributed by the grantor of the

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59 right, the franchisor, and where the operation of the franchisee's business is substantially associated with  
60 the franchisor's trademark, trade name, advertising, or other commercial symbol designating the  
61 franchisor, the T&M vehicle or its manufacturer or distributor. The term shall include any severable part  
62 or parts of a franchise agreement which separately provides for selling and servicing different line-makes  
63 of the franchisor.

64 "Franchised late model or factory repurchase T&M vehicle dealer" means a dealer in late model or  
65 factory repurchase T&M vehicles, including a franchised new T&M vehicle dealer, that has a franchise  
66 agreement with a manufacturer or distributor of the line-make of the late model or factory repurchase  
67 T&M vehicles.

68 "Franchised T&M vehicle dealer" or *"franchised dealer"* means a dealer in new T&M vehicles that  
69 has a franchise agreement with a manufacturer or distributor of new T&M vehicles.

70 "Independent T&M vehicle dealer" means a dealer in used T&M vehicles.

71 "Late model T&M vehicle" means a T&M vehicle of the current model year and the immediately  
72 preceding model year.

73 "Manufacturer" means a person engaged in the business of constructing or assembling new T&M  
74 vehicles and, in the case of motor homes, also means a person engaged in the business of  
75 manufacturing engines, power trains, or rear axles, when such engines, power trains, or rear axles are  
76 not warranted by the final manufacturer or assembler of the motor home.

77 "*Motor home*" means a motor vehicle with a normal seating capacity of not more than ten persons,  
78 including the driver, designed primarily for use as living quarters for human beings.

79 "Motor vehicle dealer," ~~means "motor vehicle manufacturer," "motor vehicle factory branch," "motor~~  
80 ~~vehicle distributor," "motor vehicle distributor branch," "motor vehicle factory representative," and~~  
81 ~~"motor vehicle distributor representative" mean the same as provided in § 46.2-100, except for the~~  
82 ~~purposes of this chapter it shall not include (i) trailers and semitrailers; (ii) mobile homes, sales of~~  
83 ~~which are regulated under Chapter 4.2 (§ 36-85.16 et seq.) of Title 36; (iii) motor homes; (iv)~~  
84 ~~motorcycles; (v) nonrepairable vehicles, as defined in § 46.2-1600; or (vi) salvage vehicles, as defined in~~  
85 ~~§ 46.2-1600 46.2-1500.~~

86 "New T&M vehicle" means any T&M vehicle which (i) has not been previously sold except in good  
87 faith for the purpose of resale, (ii) has not been used as a rental, driver education, or demonstration  
88 T&M vehicle, or for the personal and business transportation of the manufacturer, distributor, dealer, or  
89 any of his employees, (iii) has not been used except for limited use necessary in moving or road testing  
90 the T&M vehicle prior to delivery to a customer, (iv) is transferred by a certificate of origin, and (v) has  
91 the manufacturer's certification that it conforms to all applicable federal T&M vehicle safety and  
92 emission standards. Notwithstanding provisions (i) and (iii), a T&M vehicle that has been previously  
93 sold but not titled shall be deemed a new T&M vehicle if it meets the requirements of provisions (ii),  
94 (iv), and (v) of this definition.

95 "Relevant market area" means as follows:

96 1. In metropolitan localities with a population of 250,000, the relevant market area shall be a circular  
97 area around an existing franchised dealer not to exceed a radius of ten miles, but in no case less than  
98 seven miles.

99 2. If the population in an area within a radius of ten miles around an existing franchised dealer is  
100 less than 250,000, but the population in an area within a radius of fifteen miles around an existing  
101 franchised dealer is 150,000 or more, the relevant market area shall be that area within the fifteen-mile  
102 radius.

103 3. In all other cases the relevant market area shall be an area within a radius of twenty miles around  
104 an existing franchised dealer or the area of responsibility defined in the franchise, whichever is greater.  
105 In any case where the franchise agreement is silent as to area responsibility, the relevant market area  
106 shall be the greater of an area within a radius of twenty miles around an existing franchised dealer or  
107 that area in which the franchisor otherwise requires the franchisee to make significant retail sales or  
108 sales efforts.

109 In determining population for this definition, the most recent census by the U.S. Bureau of the  
110 Census or the most recent population update, either from the National Planning Data Corporation or  
111 other similar recognized source, shall be accumulated for all census tracts either wholly or partially  
112 within the relevant market area.

113 "Retail installment sale" means every sale of one or more T&M vehicles to a buyer for his use and  
114 not for resale, in which the price of the T&M vehicle is payable in one or more installments and in  
115 which the seller has either retained title to the goods or has taken or retained a security interest in the  
116 goods under form of contract designated either as a security agreement, conditional sale, bailment lease,  
117 chattel mortgage, or otherwise.

118 "Sale at retail" or "retail sale" means the act or attempted act of selling, bartering, exchanging, or  
119 otherwise disposing of a T&M vehicle to a buyer for his personal use and not for resale.

120 "Sale at wholesale" or "wholesale" means a sale to T&M vehicle dealers or wholesalers other than to

consumers, or a sale to one who intends to resell.

"T&M vehicle" means ~~trailers, semitrailers, motor homes, and motorcycles but not mobile homes,~~ sales of which are regulated under Chapter 4.2 (§ 36-85.16 et seq.) of Title 36 *travel trailers as defined in this section.*

"T&M vehicle dealer" or "dealer" means any person who:

1. For commission, money, or other thing of value, buys, sells, exchanges, either outright or on conditional sale, bailment lease, chattel mortgage, or otherwise or arranges or offers or attempts to solicit or negotiate on behalf of others a sale, purchase, or exchange of an interest in new T&M vehicles, new and used T&M vehicles, or used T&M vehicles alone, whether or not the T&M vehicles are owned by him;

2. Is wholly or partly engaged in the business of selling new T&M vehicles, new and used T&M vehicles, or used T&M vehicles only, whether or not the T&M vehicles are owned by him; or

3. Offers to sell, sells, displays, or permits the display for sale, of five or more T&M vehicles within any twelve consecutive months.

The term "T&M vehicle dealer" does not include:

1. Receivers, trustees, administrators, executors, guardians, or other persons appointed by or acting under judgment or order of any court or their employees when engaged in the specific performance of their duties as employees.

2. Public officers, their deputies, assistants, or employees, while performing their official duties.

3. Persons other than business entities primarily engaged in the leasing or renting of T&M vehicles to others when selling or offering such vehicles for sale at retail, disposing of T&M vehicles acquired for their own use and actually so used, when the T&M vehicles have been so acquired and used in good faith and not for the purpose of avoiding the provisions of this chapter.

4. Persons dealing solely in the sale and distribution of fire-fighting equipment, ambulances, and funeral vehicles, including T&M vehicles adapted therefor; however, this exemption shall not exempt any person from the provisions of §§ 46.2-1919, 46.2-1920 and 46.2-1949.

5. Any financial institution chartered or authorized to do business under the laws of the Commonwealth or the United States which may have received title to a T&M vehicle in the normal course of its business by reason of a foreclosure, other taking, repossession, or voluntary reconveyance to that institution occurring as a result of any loan secured by a lien on the T&M vehicle.

6. An employee of an organization arranging for the purchase or lease by the organization of T&M vehicles for use in the organization's business.

7. Any person licensed to sell real estate who sells a mobile home or similar vehicle in conjunction with the sale of the parcel of land on which the mobile home or similar vehicle is located.

8. Any person who permits the operation of a T&M vehicle show or permits the display of T&M vehicles for sale by any T&M vehicle dealer licensed under this chapter.

9. An insurance company authorized to do business in the Commonwealth that sells or disposes of T&M vehicles under a contract with its insured in the regular course of business.

10. Any publication, broadcast, or other communications media when engaged in the business of advertising, but not otherwise arranging for the sale of T&M vehicles owned by others.

11. Any person dealing solely in the sale or lease of T&M vehicles designed exclusively for off-road use.

12. Any credit union authorized to do business in Virginia, provided the credit union does not receive a commission, money, or other thing of value directly from a T&M vehicle dealer.

13. Any person licensed as a manufactured home dealer, broker, manufacturer, or salesperson under Chapter 4.2 (§ 36-85.16 et seq.) of Title 36.

"T&M vehicle salesperson" or "salesperson" means any person who is licensed as and employed as a salesperson by a T&M vehicle dealer to sell or exchange T&M vehicles.

"T&M vehicle show" means a display of T&M vehicles to the general public at a location other than a dealer's location licensed under this chapter where the T&M vehicles are not being offered for sale or exchange during or as part of the display.

"Travel trailer" means a vehicle designed to provide temporary living quarters, of such size or weight as not to require special highway movement permits when towed by a motor vehicle and having a gross trailer area less than 320 square feet.

"Used T&M vehicle" means any T&M vehicle other than a new T&M vehicle as defined in this section.

"Wholesale auction" means an auction of T&M vehicles restricted to sales at wholesale.

§ 46.2-1907. Penalties.

Except as otherwise provided in this chapter, any person violating any of the provisions of this chapter may be assessed a civil ~~fine~~penalty not to exceed \$1,000 for any single violation. Civil penalties collected under this chapter shall be deposited into the Transportation Trust Fund.

§ 46.2-1909. Application for license or certificate of dealer registration.

Application for license or certificate of dealer registration under this chapter shall be made to the Commissioner and contain such information as the Commissioner shall require. The application shall be accompanied by the required fee.

The Commissioner shall require, in the application or otherwise, information relating to the matters set forth in § 46.2-1985 as grounds for refusing licenses, certificates of dealer registration, and to other pertinent matters requisite for the safeguarding of the public interest, including, if the applicant is a dealer in new T&M vehicles with factory warranties, a copy of a current service agreement with the manufacturer or with the distributor, requiring the applicant to perform within a reasonable distance of his established place of business, the service, repair, and replacement work required of the manufacturer or distributor by such T&M vehicle warranty. All of these matters shall be considered by the Commissioner in determining the fitness of the applicant to engage in the business for which he seeks a license or certificate of dealer registration.

§ 46.2-1910. Dealers required to have established place of business.

No license shall be issued to any T&M vehicle dealer unless he has an established place of business, owned or leased by him, where a substantial portion of the sales activity of the business is routinely conducted and which:

1. Satisfies all local zoning regulations;
2. Has sales, service, and office space devoted exclusively to the dealership of at least 250 square feet in a permanent, enclosed building not used as a residence;
3. Houses all records the dealer is required to maintain by § 46.2-1929;
4. Is equipped with a desk, chairs, filing space, a working telephone listed in the name of the dealership, and working utilities including electricity and provisions for space heating;
5. Displays a sign and business hours as required by this chapter; and
6. Has contiguous space designated for the exclusive use of the dealer adequate to permit the display of at least ten T&M vehicles.

However, any licensee engaging in business exclusively as a dealer in used mobile homes without inventory need not have contiguous display space and need have only 120 square feet of sales and office space devoted exclusively to its business.

Any ~~dealer~~ person licensed by the Department as a dealer under any provision of this subtitle on or before July 1, 1995June 30, 1996, shall be considered in compliance with subdivisions 2 and 6 of this section for that licensee.

§ 46.2-1911. Dealer-operator to have certificate of qualification.

No license shall be issued to any T&M vehicle dealer unless the dealer-operator holds a valid certificate of qualification issued by the Department. Such certificate shall be issued only on application to the Department, payment of a twenty-five dollar application fee, the successful completion of an examination prepared and administered by the Department, and other prerequisites as set forth in this section. However, any individual who is the dealer-operator of a ~~licensed T&M dealer on July 1, 1995~~ licensed by the Department under any provision of this subtitle on June 30, 1996, shall be entitled to such a certificate without examination on application to the Department made on or before January 1, 19961997.

The Commissioner may establish minimum qualifications for applicants and require applicants to satisfactorily complete courses of study or other prerequisites prior to taking the examination.

§ 46.2-1912. Salesperson to have certificate of qualification.

No license shall be issued to any T&M vehicle salesperson unless he holds a valid certificate of qualification issued by the Department. A certificate shall be issued only on application to the Department, payment of a twenty-five dollar application fee, the successful completion of an examination prepared and administered by the Department, and other prerequisites as set forth in this section. However, any individual who is licensed as a salesperson by the Department under any provision of this subtitle on July 1, 1995June 30, 1996, shall be entitled to such a certificate without examination on application to the Department made on or before January 1, 19961997.

The Commissioner may establish minimum qualifications for applicants and require applicants to satisfactorily complete courses of study or other prerequisites prior to taking the examination.

§ 46.2-1916. Supplemental sales locations.

The Commissioner may issue a license for a licensed T&M vehicle dealer to display for sale or sell T&M vehicles at locations other than his established place of business, subject to compliance with local ordinances and requirements.

A permanent supplemental license may be issued for premises less than 500 yards from the dealer's established place of business, provided a sign is displayed as required for the established place of business. A supplemental license shall not be required for premises otherwise contiguous to the established place of business except for a public thoroughfare.

A temporary supplemental license may be issued for a period not to exceed seven days, provided that

the application is made fifteen days prior to the sale. A temporary supplemental license for the sale of new T&M vehicles may be issued only for locations within the dealer's area of responsibility, as defined in his franchise or sales agreement, unless proof is provided that all dealers in the same line-make in whose areas of responsibility, as defined in their franchise or sales agreements, where the temporary supplemental license is sought do not oppose the issuance of the temporary license.

*However, the application for a temporary supplemental license may be made five business days prior to the sale if the applicant submits evidence that the location is in compliance with all applicable local ordinances and that all other requirements of this section have been met. The application shall include affirmative proof of nonopposition, in the form of letters signed by all dealers in the same line-make in whose areas of responsibility, as defined in their franchise or sales agreements, where the temporary supplemental license is sought, approving the Department's granting the temporary supplemental license.*

A temporary supplemental license for sale of used T&M vehicles may be issued only for the county, city, or town in which the dealer is licensed pursuant to § 46.2-1910, or for a contiguous county, city, or town. Temporary licenses may be issued without regard to the foregoing geographic restrictions where the dealer operating under a temporary license provides notice, at least thirty days before any proposed sale under a temporary license, to all other dealers licensed in the jurisdiction in which the sale will occur of the intent to conduct a sale and permits any locally licensed dealer who wishes to do so to participate in the sale on the same terms as the dealer operating under the temporary license. Any locally licensed dealer who chooses to participate in the sale must obtain a temporary supplemental license for the sale pursuant to this section.

A temporary supplemental license may be issued for the sale of boat trailers at a boat show. Any such license shall be valid for no more than fourteen days. Application for such a license shall be made and such license obtained prior to the opening of the show. Temporary supplemental licenses for sale of boat trailers at boat shows may be issued for any boat show located anywhere in the Commonwealth without notification of or approval by other boat trailer dealers.

§ 46.2-1918. Display of salesperson's license; notice on termination.

No salesperson shall be employed by more than one dealer, unless the dealers are owned by the same person.

Each dealer shall post and maintain in a place conspicuous to the public a list of salespersons employed.

Each salesperson, and each T&M vehicle and motor vehicle factory representative, and distributor representative shall carry his license when engaged in his business and shall display it on request.

Each dealer and each motor vehicle and T&M vehicle manufacturer and distributor shall notify the Department in writing not later than the tenth day of the month following the termination of any licensed salesperson's or representative's employment. In lieu of written notification, the license of the terminated salesperson or representative may be returned to the Department annotated "terminated" on the face of the license and signed and dated by the dealer-operator, owner, or officer.

§ 46.2-1919. License and registration fees; additional to other licenses and fees required by law.

A. The fee for each license and registration year or part thereof shall be as follows:

1. For T&M vehicle dealers, \$100 for each principal place of business, plus \$20 for each supplemental license.

2. For T&M and motor vehicle manufacturers, distributors, and each factory branch and distributor branch, \$100.

3. For T&M and motor vehicle and rebuilder salespersons, factory representatives, and distributor representatives, \$10.

4. For motor vehicle dealers and T&M vehicle dealers licensed in other states, but not in Virginia, a registration fee of \$50.

5. For manufactured home dealers, a registration fee of \$50.

B. The licenses, registrations, and fees required by this chapter are in addition to licenses, taxes, and fees imposed by other provisions of law and nothing contained in this chapter shall exempt any person from any license, tax, or fee imposed by any other provision of law. *However, the Commissioner may waive fees for those licensed under Chapter 15, 19.1, or 19.2 of this title.*

§ 46.2-1927. Bonding requirements for applicants for license.

~~Before the Commissioner shall issue a license under this chapter, the applicant~~ Every applicant for an original, second year renewal, and third year renewal dealer's license shall obtain and file with the Commissioner a bond in the amount of \$25,000. *However, no dealer shall be required to obtain more than one \$25,000 bond for all licenses held under this subtitle. Any dealer who is licensed under Chapter 15 of this title and who obtains a T&M vehicle dealer license under this chapter, shall be exempt from the bond requirements set out in this section. In addition, any person who purchases a T&M vehicle from a dealer who is licensed under Chapter 15 of this title, shall have access to the Motor Vehicle Transaction Recovery Fund as prescribed in Article 3 (§ 46.2-1527 et seq.) of Chapter 15*

305 *of this title.* The bond shall come from a corporate surety licensed to do business in the Commonwealth  
306 and approved by the Attorney General. The bond shall be conditioned on a statement by the applicant  
307 that the applicant will not practice fraud, make any fraudulent representation, or violate any provision of  
308 this chapter in the conduct of the applicant's business. The Commissioner may, without holding a  
309 hearing, suspend the dealer's license during the period that the dealer does not have a sufficient bond on  
310 file.

311 If a person suffers any of the following: (i) loss or damage in connection with the purchase of a  
312 T&M vehicle by reason of fraud practiced on him or fraudulent representation made to him by a  
313 licensed T&M vehicle dealer or one of the dealer's salespersons acting within his scope of employment;  
314 (ii) loss or damage by reason of the violation by a dealer or salesperson of any provision of this chapter  
315 in connection with the purchase of a T&M vehicle; or (iii) loss or damage resulting from a breach of an  
316 extended service contract entered into on or after the effective date of this act, as defined by § 59.1-435,  
317 that person shall have a claim against the dealer and the dealer's bond, and may recover such damages  
318 as may be awarded to such person by final judgment of a court of competent jurisdiction against the  
319 dealer as a proximate result of such loss or damage up to, but not exceeding, the amount of the bond,  
320 from such surety, who shall be subrogated to the rights of such person against the dealer or salesperson.  
321 The liability of such surety shall be limited to actual damages, and shall not include any punitive  
322 damages or attorneys' fees assessed against the dealer or salesperson.

323 The dealer's surety shall notify the Department when a claim is made against a dealer's bond, when a  
324 claim is paid and when the bond is cancelled. Such notification shall include the amount of a claim and  
325 the circumstances surrounding the claim. Notification of cancellation shall include the effective date and  
326 reason for cancellation. The bond may be cancelled as to future liability by the dealer's surety upon  
327 thirty days' notice to the Department.

328 § 46.2-1930. Buyer's order.

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

- 334 1. The name and address of the person to whom the vehicle was sold or traded.
- 335 2. The date of the sale or trade.
- 336 3. The name and address of the T&M vehicle dealer selling or trading the vehicle.
- 337 4. The make, model year, vehicle identification number and body style of the vehicle.
- 338 5. The sale price of the vehicle.
- 339 6. The amount of any cash deposit made by the buyer.
- 340 7. A description of any vehicle used as a trade-in and the amount credited the buyer for the trade-in.  
341 The description of the trade-in shall be the same as outlined in subdivision 4 of this subsection.
- 342 8. The amount of any sales and use tax, title fee, uninsured T&M vehicle fee, registration fee, or  
343 other fee required by law for which the buyer is responsible and the dealer has collected. Each tax and  
344 fee shall be individually listed and identified.
- 345 9. The net balance due at settlement.
- 346 10. Any item designated as "processing fee," and the amount charged by the dealer, if any, for  
347 processing the transaction. As used in this section processing includes obtaining title and license plates  
348 for the purchaser.
- 349 11. Any item designated as "dealer's business license tax," and the amount charged by the dealer, if  
350 any.

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

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

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

365 B. The Commissioner shall approve a buyer's order form and each dealer shall file with each license  
366 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.

§ 46.2-1931. Consignment vehicles; contract.

Any T&M vehicle dealer offering a T&M vehicle for sale on consignment shall have in his possession a consignment contract for the T&M vehicle, executed and signed by the dealer and the consignor. The consignment contract shall include:

1. The complete name, address, and the telephone number of the owners.
2. The name, address, and dealer certificate number of the selling dealer.
3. A complete description of the T&M vehicle on consignment, including the make, model year, vehicle identification number, and body style.
4. The beginning and termination dates of the contract.
5. The percentage of commission, the amount of the commission, or the net amount the owner is to receive, if the T&M vehicle is sold.
6. Any fees for which the owner is responsible.
7. A disclosure of all unsatisfied liens on the T&M vehicle and the location of the certificate of title to the T&M vehicle.
8. A requirement that the T&M vehicle pass a safety inspection prior to sale.

Any dealer offering a T&M vehicle for sale on consignment shall inform any prospective customer that the T&M vehicle is on consignment.

Dealer license plates shall not be used to demonstrate a T&M vehicle on consignment except on (i) T&M vehicles with gross vehicle weight of 15,000 pounds or more and (ii) T&M vehicles on consignment from another licensed T&M vehicle dealer. The owner's license plates may be used if liability insurance coverage is in effect in the amounts prescribed by § 46.2-472. *No vehicles other than T&M vehicles shall be sold on consignment by T&M vehicle dealers.*

§ 46.2-1933. Certain disclosures required by manufacturers and distributors.

T&M vehicle manufacturers and distributors shall affix or cause to be affixed in a conspicuous place to every T&M vehicle offered for sale as a new T&M vehicle a statement disclosing the place of assembly or manufacture of the T&M vehicle. For disclosures of place of assembly, the assembly plant shall be the same as that designated by the T&M vehicle identification number.

The provisions of this section shall apply only to T&M vehicles manufactured for the 1991 or subsequent model years.

§ 46.2-1943. Temporary certificates of ownership.

A. Notwithstanding §§ 46.2-617 and 46.2-628, whenever a dealer licensed by the Department sells and delivers to a purchaser a T&M vehicle, ~~trailer, or semitrailer~~, and is unable at the time of the sale to deliver to the purchaser the certificate of title or certificate of origin for the vehicle because the certificate of title or certificate of origin is lost or is being detained by another in possession or for any other reason beyond the dealer's control, the dealer shall execute, on forms provided by the Commissioner, a temporary certificate of ownership. The certificate shall bear its date of issuance, the name and address of the purchaser, the identification number of the vehicle, the registration number to be used temporarily on the vehicle, the name of the state in which the vehicle is to be registered, the name and address of the person from whom the dealer acquired the vehicle, and whatever other information may be required by the Commissioner. A copy of the temporary certificate and a bona fide bill of sale shall be delivered to the purchaser and shall be in the possession of the purchaser at all times when operating the vehicle. One copy of the certificate shall be retained by the dealer and shall be subject to inspection at any time by the Department's agents. The original of the certificate shall be forwarded by the dealer to the Department directly on issuance to the purchaser if the vehicle is to be titled outside the Commonwealth, along with application for title. The issuance of a temporary certificate of ownership to a purchaser pursuant to this section shall have the effect of vesting ownership to the vehicle in the purchaser for the period that the certificate remains effective.

B. A temporary certificate of ownership issued by a dealer to a purchaser pursuant to this section shall expire on receipt by the purchaser of a certificate of title to the vehicle issued by the Department in the name of the purchaser, but in no event shall any temporary certificate of ownership issued under this section be effective for more than thirty days from the date of its issuance. In the event that the dealer fails to produce the old certificate of title or certificate of origin to the vehicle or fails to apply for a replacement certificate of title pursuant to § 46.2-632, thereby preventing delivery to the Department or purchaser before the expiration of the temporary certificate of ownership, the purchaser's ownership of the vehicle may terminate and the purchaser shall have the right to return the vehicle to the dealer and obtain a full refund of all payments made toward the purchase of the vehicle, less any damage to the vehicle incurred while ownership was vested in the purchaser, and less a reasonable

428 amount for use not to exceed one-half the amount allowed per mile by the Internal Revenue Service, as  
429 provided by regulation, revenue procedure, or revenue ruling promulgated pursuant to § 162 of the  
430 Internal Revenue Code, for use of a personal vehicle for business purposes.

431 C. Notwithstanding subsection B of this section, if the dealer fails to deliver the certificate of title or  
432 certificate of origin to the purchaser within thirty days, a second temporary certificate of ownership may  
433 be issued. However, the dealer shall, not later than the expiration of the first temporary certificate,  
434 deliver to the Department an application for title, copy of the bill of sale, all required fees and a written  
435 statement of facts describing the dealer's efforts to secure the certificate of title or certificate of origin to  
436 the vehicle. On receipt of the title application with attachments as described herein, the Department shall  
437 record the purchaser's ownership of the vehicle and may authorize the dealer to issue a second thirty-day  
438 temporary certificate of ownership. If the dealer does not produce the certificate of title or certificate of  
439 origin to the vehicle before the expiration of the second temporary certificate, the purchaser's ownership  
440 of the vehicle may terminate and he shall have the right to return the vehicle as provided in subsection  
441 B of this section.

442 D. If the dealer is unable to produce the certificate of title or certificate of origin to the vehicle  
443 within the sixty-day period from the date of issuance of the first temporary certificate, the Department  
444 may extend temporary ownership for an additional period of up to ninety days, provided the dealer  
445 makes application in the format required by the Department. If the dealer does not produce the  
446 certificate of title or certificate of origin to the vehicle before the expiration of the additional ninety-day  
447 period, the purchaser's ownership of the vehicle may terminate and he shall have the right to return the  
448 vehicle as provided in subsection B of this section.

449 E. The Commissioner, on determining that the provisions of this section or the directions of the  
450 Department are not being complied with by a dealer, may, after a hearing, suspend the right of the  
451 dealer to issue temporary certificates of ownership.

452 § 46.2-1944. Use of old license plates and registration number on a motor home.

453 An owner who sells or transfers a registered T&M vehicle, ~~trailer, or semitrailer~~ may have the  
454 license plates and the registration number transferred to a T&M vehicle titled in the owner's name  
455 according to the provisions of Chapter 6 (§ 46.2-600 et seq.), which is in a like vehicle category as  
456 specified in § 46.2-694 and which requires an identical registration fee, on application to the Department  
457 accompanied by a fee of two dollars or, if the T&M vehicle requires a greater registration fee than that  
458 for which the license plates were assigned, on the payment of a fee of two dollars and the amount of  
459 the difference in registration fees between the two vehicles, all such transfers to be in accordance with  
460 the regulations of the Department. All fees collected under this section shall be paid by the  
461 Commissioner into the state treasury and shall be set aside as a special fund to be used to meet the  
462 expenses of the Department. For purposes of this section, a T&M vehicle dealer licensed by the  
463 Department may be authorized to act as an agent of the Department for the purpose of receiving,  
464 processing, and approving applications from its customers for assignment of license plates and  
465 registration numbers pursuant to this section, using the forms and following the procedures prescribed by  
466 the Department. The Commissioner, on determining that the provisions of this section or the directions  
467 of the Department are not being complied with by a dealer, may suspend, after a hearing, the authority  
468 of the dealer to receive, process, and approve the assignment of license plates and registration numbers  
469 pursuant to this section.

470 § 46.2-1947. Registration of dealers; fees.

471 Every manufacturer, distributor, or dealer, before he commences to operate T&M vehicles in his  
472 inventory for sale or resale, shall apply to the Commissioner for a dealer's certificate of vehicle  
473 registration and license plates. For the purposes of this article, a vehicle is in inventory when it is  
474 owned by, or assigned to, a dealer and is offered and available for sale or resale. All dealer's certificates  
475 of vehicle registration and license plates issued under this section may, at the discretion of the  
476 Commissioner, be placed in a system of staggered issue to distribute the work of issuing vehicle  
477 registration certificates and license plates as uniformly as practicable throughout the year. Dealerships  
478 which sold fewer than twenty-five vehicles during the last twelve months of the preceding license year  
479 shall be eligible to receive no more than two dealer's license plates; dealerships which sold at least  
480 twenty-five but fewer than fifty vehicles during the last twelve months of the preceding license year  
481 shall be eligible to receive no more than four dealer's license plates. However, dealerships which sold  
482 fifty or more T&M vehicles during their current license year may apply for additional license plates not  
483 to exceed four times the number of licensed salespersons employed by that dealership. Dealerships  
484 which sold fifty or more T&M vehicles during the last twelve months of the preceding license year shall  
485 be eligible to receive a number of dealer's license plates not to exceed four times the number of licensed  
486 salespersons employed by that dealership. A new applicant for a dealership shall be eligible to receive a  
487 number of dealer's license plates not to exceed four times the number of licensed salespersons employed  
488 by that dealership. For the purposes of this article, a salesperson or employee shall be considered to be  
489 employed only if he (i) works for the dealership at least twenty-five hours each week on a regular basis



and (ii) is compensated for this work. All salespersons' or employees' employment records shall be retained in accordance with the provisions of § 46.2-1929. A salesperson shall not be considered employed, within the meaning of this section, if he is an independent contractor as defined by the United States Internal Revenue Code. The fee for the issuance of dealer's license plates shall be thirty dollars per year for the first two dealer's license plates and thirteen dollars per year for each additional dealer's license plate. ~~However, for motorcycle dealers, the fee shall be nine dollars per year for each dealer's license plate.~~

§ 46.2-1948. License under this chapter prerequisite to receiving dealer's license plates; insurance required; Commissioner may revoke plates.

No T&M vehicle manufacturer, distributor, or dealer, unless licensed under this chapter, shall be entitled to receive or maintain any dealer's license plates. It shall be unlawful to use or permit the use of any dealer's license plates for which there is no ~~automobile~~ liability insurance coverage or a certificate of self-insurance as defined in § 46.2-368 on any T&M vehicle. No dealer's license plates shall be issued unless the dealer certifies to the Department that there is ~~automobile~~ liability insurance coverage or a certificate of self-insurance with respect to each dealer's license plate to be issued. Such ~~automobile~~ liability insurance or a certificate of self-insurance shall be maintained for each dealer's license plate for so long as the registration for the dealer's license plate remains valid without regard to whether the plate is actually being used on a T&M vehicle. If insurance or a certificate of self-insurance is not so maintained, the dealer's license plate shall be surrendered to the Department. The Commissioner shall revoke any dealer's license plate for which there is no insurance or a certificate of self-insurance. The Commissioner may also revoke any dealer's license plate that has been used in any way not authorized by the provisions of this title.

§ 46.2-1949. Transferable dealer's license plates.

In lieu of registering each T&M vehicle of a ~~type described in this section~~, a manufacturer, distributor, or dealer owning and operating any T&M vehicle on any highway may obtain a dealer's license plate from the Department, on application therefor on the prescribed form and on payment of the fees required by law. These license plates shall be attached to each T&M vehicle as required by subsection A of § 46.2-711. Each plate shall bear a distinctive number, and the name of the Commonwealth, which may be abbreviated, together with the word "dealer" or a distinguishing symbol indicating that the plate is issued to a manufacturer, distributor, or dealer. Month and year decals indicating the date of expiration shall be affixed to each license plate. Any license plates so issued may, during the calendar year or years for which they have been issued, be transferred from one T&M vehicle to another, used or operated by the manufacturer, distributor, or dealer, who shall keep a written record of the T&M vehicle on which the dealer's license plates are used. This record shall be in a format approved by the Commissioner and shall be open to inspection by any law-enforcement officer or any officer or employee of the Department.

§ 46.2-1950. Dealer's license plates to distinguish between various types of dealers.

The Commissioner shall provide for the issuance of appropriate franchised or independent dealer's license plates so as to distinguish between:

1. ~~Factory dealers;~~
2. ~~Trailer dealers;~~
3. ~~Motor home dealers; and~~
4. ~~Motorcycle dealers~~ *factory dealers and T&M dealers.*

§ 46.2-1951. Dealer's promotional license plates.

In addition to any other license plate authorized by this article, the Commissioner may issue dealer's promotional license plates to a dealership for use on T&M vehicles held for sale or resale in the dealership's inventory. The design of these license plates shall be at the discretion of the Commissioner. These license plates shall be for use as authorized by the Commissioner. For each such license plate issued or renewed, the Commissioner shall charge an annual fee of \$100. Issuance of license plates pursuant to this section shall be subject to the insurance requirement contained in § 46.2-1948. The Commissioner shall limit the validity of any license plate issued under this section to no more than thirty consecutive days. Upon written request from the dealership, the Commissioner may consider an extended use of a license plate issued under this section. The Commissioner's authorization for use of any license plate issued under this section shall be kept in the T&M vehicle on which the license plate is displayed until expiration of the authorization. These license plates shall be included in the number of dealer's license plates authorized under § 46.2-1547 and not in addition thereto.

§ 46.2-1952. Use of dealer's license plates, generally.

Dealer's license plates may be used on T&M vehicles in the inventory of licensed T&M vehicle manufacturers, distributors, and dealers in the Commonwealth when operated on the highways of Virginia by dealers, their spouses, or employees of manufacturers, distributors, and dealers as permitted in this article. Except as otherwise explicitly permitted in this article, it shall be unlawful for any dealer

551 to cause or permit: (i) use of ~~dealer's~~*T&M dealer* license plates on ~~vehicles~~ *any T&M vehicle* other than  
552 ~~those~~ held in inventory for sale or resale; (ii) dealer's license plates to be lent, leased, rented, or  
553 placed at the disposal of any persons other than those permitted by this article to use dealer's license  
554 plates; and (iii) use of dealer's license plates on any vehicle of a type for which their use is not  
555 authorized by this article *other than a T&M vehicle*. It shall be unlawful for any dealer to cause or  
556 permit dealer's license plates to be used on:

- 557 1. Vehicles such as tow trucks, wrecking cranes, or other service vehicles;
- 558 2. Vehicles used to deliver or transport (i) T&M vehicles ; (ii) portions of vehicles; (iii) vehicle  
559 components, parts, or accessories; or (iv) fuel;
- 560 3. Courtesy vehicles; or
- 561 4. Vehicles used in conjunction with any other business.

562 A dealer may permit his license plates to be used in the operation of a T&M vehicle (i) by any  
563 person whom the dealer reasonably believes to be a bona fide prospective purchaser who is either  
564 accompanied by a licensed salesperson or has the written permission of the dealer, or (ii) when the  
565 plates are being used by a customer on a T&M vehicle owned by the dealer in whose repair shop the  
566 customer's T&M vehicle is being repaired. The dealer shall issue to the prospective purchaser or  
567 customer whose T&M vehicle is being repaired a certificate on forms provided by the Department, a  
568 copy of which shall be retained by the dealer and open at all times to the inspection of the  
569 Commissioner or any of the officers or agents of the Department. The certificate shall be in the  
570 immediate possession of the person operating or authorized to operate the T&M vehicle. The certificate  
571 shall entitle the person to operate with dealer's license plates for a specific period of no more than five  
572 days. Not more than two certificates may be issued by a dealer to the same person for successive  
573 periods.

574 § 46.2-1953. Use of dealer's license plates and temporary transport plates on certain vehicles.

575 Notwithstanding the provisions of § 46.2-1952, dealer's license plates or dealer's temporary transport  
576 plates may be used on vehicles being transported (i) *to or* from a ~~T&M~~ vehicle auction or other point of  
577 purchase or sale, (ii) between properties owned or controlled by the same dealership, or (iii) for repairs,  
578 painting, or installation of parts or accessories. This section shall also apply to return trips by such  
579 vehicles.

580 § 46.2-1955. Use of dealer's license plates and temporary transport plates on certain vehicles traveling  
581 from one establishment to another for purpose of having special equipment installed.

582 Notwithstanding the provisions of § 46.2-1952, dealer's license plates or temporary transport plates  
583 may be used on ~~trailers, or semitrailers~~ *T&M vehicles* for the purpose of delivering these T&M vehicles  
584 to another establishment for the purpose of having a ~~fifth wheel, body, work~~ or any special permanently  
585 mounted equipment installed on the T&M vehicles, and for the purpose of returning the T&M vehicle to  
586 the dealer whose plates are attached to the ~~trailer, or semitrailer~~ *T&M vehicle*, whether or not the title to  
587 the T&M vehicle has been retained by the dealer, and no other license, permit, warrant, exemption card,  
588 or classification plate from any other agency of the Commonwealth shall be required under these  
589 circumstances. No other statute or regulation in conflict with the provisions of this section shall be  
590 applicable to the extent of the conflict. This section shall also apply to trips into the Commonwealth by  
591 a T&M vehicle owned and operated outside the Commonwealth to an establishment within the  
592 Commonwealth and to the return trip of that T&M vehicle from the Commonwealth to another state,  
593 provided the operator of the T&M vehicle carries on his person when so operating a bill of sale for the  
594 ~~fifth wheel, body, work~~ or special equipment.

595 § 46.2-1956. Use of dealer's license plates on newly purchased vehicles.

596 Notwithstanding the provisions of § 46.2-1952, any dealer who sells and delivers to a purchaser a  
597 T&M vehicle at a time when the main offices of the Department, its branch offices, or offices of its  
598 local agents, are not open for business and the purchaser is therefore unable to register the T&M vehicle,  
599 may permit the purchaser to use, for a period not exceeding five days, on the newly purchased T&M  
600 vehicle, license plates which have been issued to the dealer, provided that, at the time of the purchase,  
601 the dealer executes in duplicate, on forms provided by the Commissioner, a certificate bearing the date  
602 of issuance, the name and address of the purchaser, the identification number of the T&M vehicle, the  
603 registration number to be used temporarily on the T&M vehicle, the name of the state in which the  
604 T&M vehicle is to be registered, and whatever other information may be required by the Commissioner.  
605 The original of the certificate and a bona fide bill of sale shall be delivered to the purchaser and shall  
606 be in the possession of the purchaser at all times when operating the T&M vehicle under dealer plates.  
607 One copy of the certificate shall be retained by the dealer, filed by him, and shall be subject to  
608 inspection at any time by the Department's agents. If the T&M vehicle is to be titled and registered in  
609 the Commonwealth, application for title and registration shall be made by the purchaser on the first  
610 business day following issuance of the certificate and a copy of the certificate shall accompany the  
611 applications.

612 License plates temporarily used by the purchaser shall be returned to the dealer by the purchaser not

later than five days after the issuance of the certificate.

§ 46.2-1975. Coercion of retail dealer by manufacturer or distributor with respect to retail installment sales contracts prohibited.

A. It shall be unlawful for any manufacturer or distributor, or any officer, agent, or representative of either, to coerce or attempt to coerce any retail T&M vehicle dealer or prospective retail T&M vehicle dealer in the Commonwealth to sell, assign, or transfer any retail installment sales contract obtained by the dealer in connection with the sale by him in the Commonwealth of T&M vehicles manufactured or sold by the manufacturer or distributor, to a specified finance company or class of finance companies or to any other specified persons by any of the following:

1. Any statement, suggestion, promise, or threat that the manufacturer or distributor will in any manner benefit or injure the dealer, whether the statement, suggestion, threat, or promise is expressed or implied or made directly or indirectly.

2. Any act that will benefit or injure the dealer.

3. Any contract, or any expressed or implied offer of contract, made directly or indirectly to the dealer, for handling the T&M vehicle on the condition that the dealer sell, assign, or transfer his retail installment sales contract on the T&M vehicle, in the Commonwealth, to a specified finance company or class of finance companies or to any other specified person.

4. Any expressed or implied statement or representation made directly or indirectly that the dealer is under any obligation whatsoever to sell, assign, or transfer any of his retail sales contracts in the Commonwealth on T&M vehicles manufactured or sold by the manufacturer or distributor to a finance company, or class of finance companies, or other specified person, because of any relationship or affiliation between the manufacturer or distributor and the finance company or companies or the specified person or persons.

B. Any such statements, threats, promises, acts, contracts, or offers of contracts, when their effect may be to lessen or eliminate competition or tend to create a monopoly, are declared unfair trade practices and unfair methods of competition and are prohibited.

C. Any person violating any of the provisions of this article shall be guilty of a Class 1 misdemeanor.

§ 46.2-1976. Other coercion of dealers; transfer, grant, succession to and cancellation of dealer franchises; delivery of T&M vehicles, parts, and accessories.

It shall be unlawful for any manufacturer, factory branch, distributor, or distributor branch, or any field representative, officer, agent, or their representatives:

1. To coerce or attempt to coerce any dealer to accept delivery of any T&M vehicle or T&M vehicles, parts or accessories therefor, or any other commodities, which have not been ordered by the dealer.

2. To coerce or attempt to coerce any dealer to enter into an agreement with the manufacturer, factory branch, distributor, or distributor branch, or representative thereof, or do any other act unfair to the dealer, by threatening to cancel any franchise existing between the manufacturer, factory branch, distributor, distributor branch, or representative thereof and the dealer.

3. To coerce or attempt to coerce any dealer to join, contribute to, or affiliate with any advertising association.

4. To prevent or refuse to approve the sale or transfer of the ownership of a dealership by the sale of the business, stock transfer, or otherwise, or the transfer, sale, or assignment of a dealer franchise, or a change in the executive management or principal operator of the dealership, unless the franchisor provides written notice to the dealer of its objection and the reasons therefor at least thirty days prior to the proposed effective date of the transfer, sale, assignment, or change. No such objection shall be effective to prevent the sale, transfer, assignment, or change if the Commissioner has determined, if requested in writing by the dealer within thirty days after receipt of an objection to the proposed sale, transfer, or change, and after a hearing on the matter, that the failure to permit or honor the sale, transfer, assignment, or change is unreasonable under the circumstances. No franchise may be sold, assigned, or transferred unless (i) the franchisor has been given at least ninety days' prior written notice by the dealer as to the identity, financial ability, and qualifications of the proposed transferee, and (ii) the sale or transfer of the franchise and business will not involve, without the franchisor's consent, a relocation of the business.

5. To grant an additional franchise for a particular line-make of T&M vehicle in a relevant market area in which a dealer or dealers in that line-make are already located unless the franchisor has first advised in writing all other dealers in the line-make in the relevant market area. No such additional franchise may be established at the proposed site unless the Commissioner has determined, if requested by a dealer of the same line-make in the relevant market area within thirty days after receipt of the franchisor's notice of intention to establish the additional franchise, and after a hearing on the matter, that there is reasonable evidence that after the grant of the new franchise, the market will support all of

674 the dealers in that line-make in the relevant market area. Establishing a franchised dealer in a relevant  
675 market area to replace a franchised dealer that has not been in operation for more than two years shall  
676 constitute the establishment of a new franchise subject to the terms of this subdivision. The two-year  
677 period for replacing a franchised dealer shall begin on the day the franchise was terminated, or, if a  
678 termination hearing was held, on the day the franchisor was legally permitted finally to terminate the  
679 franchise. This subdivision shall not apply to (i) the relocation of an existing dealer within that dealer's  
680 relevant market area if the relocation site is to be more than ten miles distant from any other dealer for  
681 the same line-make; (ii) the relocation of an existing dealer within that dealer's relevant market area if  
682 the relocation site is to be more distant than the existing site from all other dealers of the same  
683 line-make in that relevant market area; or (iii) the relocation of an existing new T&M vehicle dealer  
684 within two miles of the existing site of the relocating dealer.

685 6. Except as otherwise provided in this subdivision and notwithstanding the terms of any franchise,  
686 to terminate, cancel, or refuse to renew the franchise of any dealer without good cause and unless (i) the  
687 dealer and the Commissioner have received written notice of the franchisor's intentions at least sixty  
688 days prior to the effective date of such termination, cancellation, or the expiration date of the franchise,  
689 setting forth the specific grounds for the action, and (ii) the Commissioner has determined, if requested  
690 in writing by the dealer within the sixty-day period and, after a hearing on the matter, that there is good  
691 cause for the termination, cancellation, or nonrenewal of the franchise. In any case where a petition is  
692 made to the Commissioner for a determination as to good cause for the termination, cancellation, or  
693 nonrenewal of a franchise, the franchise in question shall continue in effect pending the Commissioner's  
694 decision or, if that decision is appealed to the circuit court, pending the decision of the circuit court. In  
695 any case in which a franchisor neither advises a dealer that it does not intend to renew a franchise nor  
696 takes any action to renew a franchise beyond its expiration date, the franchise in question shall continue  
697 in effect on the terms last agreed to by the parties. Notwithstanding the other provisions of this  
698 subdivision, notice of termination, cancellation, or nonrenewal may be provided to a dealer by a  
699 franchisor not less than fifteen days prior to the effective date of such termination, cancellation, or  
700 nonrenewal when the grounds for such action are any of the following:

701 a. Insolvency of the franchised T&M vehicle dealer or filing of any petition by or against the  
702 franchised T&M vehicle dealer, under any bankruptcy or receivership law, leading to liquidation or  
703 which is intended to lead to liquidation of the franchisee's business;

704 b. Failure of the franchised T&M vehicle dealer to conduct its customary sales and service operations  
705 during its posted business hours for seven consecutive business days, except where the failure results  
706 from acts of God or circumstances beyond the direct control of the franchised T&M vehicle dealer;

707 c. Revocation of any license which the franchised T&M vehicle dealer is required to have to operate  
708 a dealership;

709 d. Conviction of the dealer or any principal of the dealer of a felony.

710 The change or discontinuance of a marketing or distribution system of a particular line-make product  
711 by a manufacturer or distributor, while the name identification of the product is continued in substantial  
712 form by the same or different manufacturer or distributor, may be considered to be a franchise  
713 termination, cancellation, or nonrenewal. The provisions of this paragraph shall apply to changes and  
714 discontinuances made after January 1, 1989, but they shall not be considered by any court in any case in  
715 which such a change or discontinuance occurring prior to that date has been challenged as constituting a  
716 termination, cancellation or nonrenewal.

717 7. To fail to provide continued parts and service support to a dealer which holds a franchise in a  
718 discontinued line-make for at least five years from the date of such discontinuance. This requirement  
719 shall not apply to a line-make which was discontinued prior to January 1, 1989.

720 8. To fail to allow a dealer the right at any time to designate a member of his family as a successor  
721 to the dealership in the event of the death or incapacity of the dealer. It shall be unlawful to prevent or  
722 refuse to honor the succession to a dealership by a member of the family of a deceased or incapacitated  
723 dealer if the franchisor has not provided to the member of the family previously designated by the  
724 dealer as his successor written notice of its objections to the succession and of such person's right to  
725 seek a hearing on the matter before the Commissioner pursuant to this article, and the Commissioner  
726 determines, if requested in writing by such member of the family within thirty days of receipt of such  
727 notice from the franchisor, and after a hearing on the matter before the Commissioner pursuant to this  
728 article, that the failure to permit or honor the succession is unreasonable under the circumstances. No  
729 member of the family may succeed to a franchise unless (i) the franchisor has been given written notice  
730 as to the identity, financial ability, and qualifications of the member of the family in question and (ii)  
731 the succession to the franchise will not involve, without the franchisor's consent, a relocation of the  
732 business.

733 9. To fail to ship monthly to any dealer, if ordered by the dealer, the number of new T&M vehicles  
734 of each make, series, and model needed by the dealer to receive a percentage of total new T&M vehicle  
735 sales of each make, series, and model equitably related to the total new T&M vehicle production or

importation currently being achieved nationally by each make, series, and model covered under the franchise. Upon the written request of any dealer holding its sales or sales and service franchise, the manufacturer or distributor shall disclose to the dealer in writing the basis upon which new T&M vehicles are allocated, scheduled, and delivered to the dealers of the same line-make. If allocation is at issue in a request for a hearing, the dealer may demand the Commissioner to direct that the manufacturer or distributor provide to the dealer, within thirty days of such demand, all records of sales and all records of distribution of all T&M vehicles to the same line-make dealers who compete with the dealer requesting the hearing.

10. To require or otherwise coerce a dealer to underutilize the dealer's facilities.

11. To include in any franchise with a T&M vehicle dealer terms that are contrary to, prohibited by, or otherwise inconsistent with the requirements of this chapter.

12. For any franchise agreement to require a T&M vehicle dealer to pay the attorney's fees of the manufacturer or distributor related to hearings and appeals brought under this article.

13. To fail to include in any franchise with a T&M vehicle dealer the following language: "If any provision herein contravenes the laws or regulations of any state or other jurisdiction wherein this agreement is to be performed, or denies access to the procedures, forums, or remedies provided for by such laws or regulations, such provision shall be deemed to be modified to conform to such laws or regulations, and all other terms and provisions shall remain in full force," or words to that effect.

§ 46.2-1977. Manufacturer or distributor right of first refusal.

Notwithstanding the terms of any franchise agreement, in the event of a proposed sale or transfer of a dealership, the manufacturer or distributor shall be permitted to exercise a right of first refusal to acquire the new T&M vehicle dealer's assets or ownership, if such sale or transfer is conditioned upon the manufacturer's or dealer's entering into a dealer agreement with the proposed new owner or transferee, only if all the following requirements are met:

1. To exercise its right of first refusal, the manufacturer or distributor must notify the dealer in writing within forty-five days of its receipt of the completed proposal for the proposed sale transfer;

2. The exercise of the right of first refusal will result in the dealer's and dealer's owner's receiving the same or greater consideration as they have contracted to receive in connection with the proposed change of ownership or transfer;

3. The proposed sale or transfer of the dealership's assets does not involve the transfer or sale to a member or members of the family of one or more dealer owners, or to a qualified manager or a partnership or corporation controlled by such persons; and

4. The manufacturer or distributor agrees to pay the reasonable expenses, including attorney's fees which do not exceed the usual, customary, and reasonable fees charged for similar work done for other clients, incurred by the proposed new owner and transferee prior to the manufacturer's or distributor's exercise of its right of first refusal in negotiating and implementing the contract for the proposed sale or transfer of the dealership or dealership assets. Notwithstanding the foregoing, no payment of such expenses and attorney's fees shall be required if the dealer has not submitted or caused to be submitted an accounting of those expenses within thirty days of the dealer's receipt of the manufacturer's or distributor's written request for such an accounting. Such accounting may be requested by a manufacturer or distributor before exercising its right of first refusal.

§ 46.2-1979. Warranty obligations.

A. Each T&M vehicle manufacturer, factory branch, distributor, or distributor branch shall (i) specify in writing to each of its T&M vehicle dealers licensed in the Commonwealth the dealer's obligations for preparation, delivery, and warranty service on its products and (ii) compensate the dealer for warranty parts, service and diagnostic work required of the dealer by the manufacturer or distributor as follows:

1. Compensation of a dealer for warranty parts, service and diagnostic work shall not be less than the amounts charged by the dealer for the manufacturer's or distributor's original parts, service and diagnostic work to retail customers for nonwarranty service, parts and diagnostic work installed or performed in the dealer's service department unless the amounts are not reasonable;

2. For purposes of determining warranty parts and service compensation, menu-priced parts or services, group discounts, special event discounts, and special event promotions shall not be considered in determining amounts charged by the dealer to retail customers;

3. Increases in dealer warranty parts and service compensation and diagnostic work compensation, pursuant to this section, shall be requested by the dealer in writing, shall be based on 100 consecutive repair orders or all repair orders over a ninety-day period, whichever occurs first and, in the case of parts, shall be stated as a percentage of markup which shall be uniformly applied to all the manufacturer's or distributor's parts;

4. In the case of warranty parts compensation, the provisions of this subdivision shall be effective only for model year 1992 and succeeding model years;

5. If a manufacturer or distributor furnishes a part to a dealer at no cost for use by the dealer in

797 performing work for which the manufacturer or distributor is required to compensate the dealer under  
798 this section, the manufacturer or distributor shall compensate the dealer for the part in the same manner  
799 as warranty parts compensation, less the wholesale costs, for such part as listed in the manufacturer's  
800 current price schedules. A manufacturer or distributor may pay the dealer a reasonable handling fee  
801 instead of the compensation otherwise required by this subsection for special high-performance complete  
802 engine assemblies in limited production T&M vehicles which constitute less than five percent of model  
803 production furnished to the dealer at no cost, if the manufacturer or distributor excludes such special  
804 high-performance complete engine assemblies in determining whether the amounts requested by the  
805 dealer for warranty compensation are consistent with the amounts that the dealer charges its other retail  
806 service customers for parts used by the dealer to perform similar work; or

807 6. In the case of service work, manufacturer original parts or parts otherwise specified by the  
808 manufacturer or distributor, and parts provided by a dealer either pursuant to an adjustment program as  
809 defined in § 59.1-207.34 or as otherwise requested by the manufacturer or distributor, the dealer shall be  
810 compensated in the same manner as for warranty service or parts.

811 This section does not apply to compensation for parts such as components, systems, fixtures,  
812 appliances, furnishings, accessories, and features that are designed, used, and maintained primarily for  
813 nonvehicular, residential purposes; ~~nor does it apply to compensation for parts used in warranty repair of~~  
814 ~~motoreyes.~~ Warranty audits of dealer records may be conducted by the manufacturer, factory branch,  
815 distributor, or distributor branch on a reasonable basis, and dealer claims for warranty compensation  
816 shall not be denied except for good cause, such as performance of nonwarranty repairs, lack of material  
817 documentation, fraud, or misrepresentation. Claims for dealer compensation shall be paid within thirty  
818 days of dealer submission or within thirty days of the end of an incentive program or rejected in writing  
819 for stated reasons. The manufacturer, factory branch, distributor, or distributor branch shall reserve the  
820 right to reasonable periodic audits to determine the validity of all such paid claims for dealer  
821 compensation. Any chargebacks for warranty parts or service compensation and service incentives shall  
822 only be for the twelve-month period immediately following the date of the claim and, in the case of  
823 chargebacks for sales compensation only, for the eighteen-month period immediately following the date  
824 of claim. However, such limitations shall not be effective in the case of intentionally false or fraudulent  
825 claims.

826 B. It shall be unlawful for any T&M vehicle manufacturer, factory branch, distributor, or distributor  
827 branch to:

828 1. Fail to perform any of its warranty obligations, including tires, with respect to a T&M vehicle;  
829 2. Fail to assume all responsibility for any liability resulting from structural or production defects;  
830 3. Fail to include in written notices of factory recalls to *T&M* vehicle owners and dealers the  
831 expected date by which necessary parts and equipment will be available to dealers for the correction of  
832 defects;

833 4. Fail to compensate any of the T&M vehicle dealers licensed in the Commonwealth for repairs  
834 effected by the dealer of merchandise damaged in manufacture or transit to the dealer where the carrier  
835 is designated by the manufacturer, factory branch, distributor, or distributor branch;

836 5. Fail to compensate its T&M vehicle dealers licensed in the Commonwealth for warranty parts,  
837 work, and service pursuant to subsection A of this section, or for legal costs and expenses incurred by  
838 such dealers in connection with warranty obligations for which the manufacturer, factory branch,  
839 distributor, or distributor branch is legally responsible or which the manufacturer, factory branch,  
840 distributor, or distributor branch imposes upon the dealer;

841 6. Misrepresent in any way to purchasers of T&M vehicles that warranties with respect to the  
842 manufacture, performance, or design of the *T&M* vehicle are made by the dealer, either as warrantor or  
843 co-warrantor;

844 7. Require the dealer to make warranties to customers in any manner related to the manufacture,  
845 performance, or design of the *T&M* vehicle; or

846 8. Shift or attempt to shift to the T&M vehicle dealer, directly or indirectly, any liabilities of the  
847 manufacturer, factory branch, distributor or distributor branch under the Virginia Motor Vehicle  
848 Warranty Enforcement Act (§ 59.1-207.9 et seq.), unless such liability results from the act or omission  
849 by the dealer.

850 C. Notwithstanding the terms of any franchise, it shall be unlawful for any T&M vehicle  
851 manufacturer, factory branch, distributor, or distributor branch to fail to indemnify and hold harmless its  
852 T&M vehicle dealers against any losses or damages arising out of complaints, claims, or suits relating to  
853 the manufacture, assembly, or design of T&M vehicles, parts, or accessories, or other functions by the  
854 manufacturer, factory branch, distributor, or distributor branch beyond the control of the dealer,  
855 including, without limitation, the selection by the manufacturer, factory branch, distributor, or distributor  
856 branch of parts or components for the *T&M* vehicle or any damages to merchandise occurring in transit  
857 to the dealer where the carrier is designated by the manufacturer, factory branch, distributor, or  
858 distributor branch. The dealer shall notify the manufacturer of pending suits in which allegations are

made which come within this subsection whenever reasonably practicable to do so. Every T&M vehicle dealer franchise issued to, amended, or renewed for T&M vehicle dealers in Virginia shall be construed to incorporate provisions consistent with the requirements of this subsection.

D. On any new T&M vehicle, any uncorrected damage or any corrected damage exceeding three percent of the manufacturer's or distributor's suggested retail price as defined in 15 U.S.C. §§ 1231-1233, as measured by retail repair costs, must be disclosed to the dealer in writing prior to delivery. Factory mechanical repair and damage to glass, tires, and bumpers are excluded from the three percent rule when properly replaced by identical manufacturer's or distributor's original equipment or parts. Whenever a new T&M vehicle is damaged in transit, when the carrier or means of transportation is determined by the manufacturer or distributor, or whenever a T&M vehicle is otherwise damaged prior to delivery to the new T&M vehicle dealer, the new T&M vehicle dealer shall:

1. Notify the manufacturer or distributor of the damage within three business days from the date of delivery of the new T&M vehicle to the new T&M vehicle dealership or within the additional time specified in the franchise; and

2. Request from the manufacturer or distributor authorization to replace the components, parts, and accessories damaged or otherwise correct the damage, unless the damage to the T&M vehicle exceeds the three percent rule, in which case the dealer may reject the vehicle within three business days.

E. If the manufacturer or distributor refuses or fails to authorize correction of such damage within ten days after receipt of notification, or if the dealer rejects the T&M vehicle because damage exceeds the three percent rule, ownership of the new T&M vehicle shall revert to the manufacturer or distributor, and the new T&M vehicle dealer shall have no obligation, financial or otherwise, with respect to such T&M vehicle. Should either the manufacturer, distributor, or the dealer elect to correct the damage or any other damage exceeding the three percent rule, full disclosure shall be made by the dealer in writing to the buyer and an acknowledgment by the buyer is required. If there is less than three percent damage, no disclosure is required, provided the damage has been corrected. Predelivery mechanical work shall not require a disclosure. Failure to disclose any corrected damage within the knowledge of the selling dealer to a new T&M vehicle in excess of the three percent rule shall constitute grounds for revocation of the buyer order, provided that, within thirty days of purchase, the T&M vehicle is returned to the dealer with an accompanying written notice of the grounds for revocation. In case of revocation pursuant to this section, the dealer shall accept the T&M vehicle and refund any payments made to the dealer in connection with the transaction, less a reasonable allowance for the consumer's use of the vehicle as defined in § 59.1-207.11.

F. If there is a dispute between the manufacturer, factory branch, distributor, or distributor branch and the dealer with respect to any matter referred to in subsection A, B, or C of this section, either party may petition the Commissioner in writing, within thirty days after either party has given written notice of the dispute to the other, for a hearing. The decision of the Commissioner shall be binding on the parties, subject to rights of judicial review and appeal as provided in Chapter 1.1:1 (§ 9-6.14:1 et seq.) of Title 9. However, nothing contained in this section shall give the Commissioner any authority as to the content or interpretation of any manufacturer's or distributor's warranty.

§ 46.2-1985. Grounds for denying, suspending, or revoking licenses or certificates of dealer registration or qualification.

A license or certificate of dealer registration or qualification issued under this subtitle may be denied, suspended, or revoked on any one or more of the following grounds:

1. Material misstatement or omission in application for license, dealer's license plates, certificate of dealer registration, certificate of qualification, or certificate of title;

2. Failure to comply subsequent to receipt of a written warning from the Department or any willful failure to comply with any provision of this chapter *or any applicable provision of this subtitle* or any *applicable* regulation promulgated by the Commissioner under this chapter ~~chapter~~ subtitle;

3. Failure to have an established place of business as defined in § 46.2-1910 or failure to have as the dealer-operator an individual who holds a valid certificate of qualification;

4. Defrauding any retail buyer, to the buyer's damage, or any other person in the conduct of the licensee's or registrant's business;

5. Employment of fraudulent devices, methods or practices in connection with compliance with the requirements under the statutes of the Commonwealth with respect to the retaking of vehicles under retail installment contracts and the redemption and resale of those vehicles;

6. Having used deceptive acts or practices;

7. Knowingly advertising by any means any assertion, representation, or statement of fact which is untrue, misleading, or deceptive in any particular relating to the conduct of the business licensed or registered *under this subtitle* or for which a license or registration is sought;

8. Having been convicted of any fraudulent act in connection with the business of selling vehicles or any consumer-related fraud;

- 920 9. Having been convicted of any criminal act involving the business of selling vehicles;  
 921 10. Willfully retaining in his possession title to a ~~T&M~~ vehicle that has not been completely and  
 922 legally assigned to him;  
 923 11. Failure to comply with any provision of Chapter 4.1 (§ 36-85.2 et seq.) of Title 36 or any  
 924 regulation promulgated pursuant to that chapter;  
 925 12. Leasing, renting, lending, or otherwise allowing the use of a dealer's license plate by persons not  
 926 specifically authorized under this title;  
 927 13. Having been convicted of a felony;  
 928 14. Failure to submit to the Department, within thirty days from the date of sale, any application,  
 929 tax, or fee collected for the Department on behalf of a buyer;  
 930 15. Having been convicted of larceny of a vehicle or receipt or sale of a stolen vehicle;  
 931 16. Having been convicted of odometer tampering or any related violation;  
 932 17. If a salvage dealer, salvage pool, or rebuilder, failing to comply with any provision of Chapter 16  
 933 of this title or any regulation promulgated by the Commissioner under that chapter; or  
 934 18. Failing to maintain ~~automobile~~ liability insurance, issued by a company licensed to do business in  
 935 the Commonwealth, or a certificate of self-insurance as defined in § 46.2-368, with respect to each  
 936 dealer's license plate issued to the dealer by the Department.  
 937 § 46.2-1988. Appeals to Court of Appeals; bond.  
 938 Either party may appeal from the decision of the court under § 46.2-1987 to the Court of Appeals.  
 939 These appeals shall be taken and prosecuted in the same manner and with like effect as is provided by  
 940 law in other cases appealed as a matter of right to the Court of Appeals.  
 941 No appeal shall be taken on behalf of the person whose license or certificate of registration or  
 942 qualification was suspended or revoked until the person enters into a proper bond with surety approved  
 943 by the trial court in an amount determined by the trial court, not to exceed \$5,000, to observe the ~~T&M~~  
 944 motor vehicle laws of the Commonwealth, including the provisions of this chapter, until final judgment  
 945 of the Court of Appeals.

#### 946 CHAPTER 19.1.

#### 947 TRAILER DEALERS.

#### 948 Article 1.

#### 949 Trailer Dealers Generally.

#### 950 § 46.2-1992. Definitions.

951 *Unless the context otherwise requires, the following words and terms, for the purpose of this chapter,*  
 952 *shall have the following meanings:*

953 *"Certificate of origin" means the document, provided by the manufacturer or distributor of a new*  
 954 *trailer, that is the only valid indication of ownership between the manufacturer, its distributor, its*  
 955 *franchised trailer dealers, and the original purchaser not to for resale.*

956 *"Dealer-operator" means the individual who works at the established place of business of a dealer*  
 957 *and who is responsible for and in charge of day-to-day operations of that place of business.*

958 *"Distributor" means a person who sells or distributes new trailers, pursuant to a written agreement*  
 959 *with the manufacturer, to franchised trailer dealers in the Commonwealth.*

960 *"Distributor branch" means a branch office maintained by a distributor for the sale of trailers to*  
 961 *trailer dealers or for directing or supervising, in whole or in part, its representatives in the*  
 962 *Commonwealth.*

963 *"Distributor representative" means a person employed, by a distributor or by a distributor branch,*  
 964 *for the purpose of making or promoting the sale of trailers or for supervising or contacting its dealers,*  
 965 *prospective dealers, or representatives in the Commonwealth.*

966 *"Factory branch" means a branch office maintained by a person for the sale of trailers to*  
 967 *distributors, for the sale of trailers to trailer dealers, or for directing or supervising, in whole or in*  
 968 *part, its representatives in the Commonwealth.*

969 *"Factory representative" means a person employed either by a person who manufactures or*  
 970 *assembles trailers or by a factory branch for the purpose of (i) making or promoting the sale of its*  
 971 *trailers or (ii) for supervising or contacting its dealers, prospective dealers, or representatives in the*  
 972 *Commonwealth.*

973 *"Factory repurchase trailer" means a trailer that is (i) sold, leased, rented, consigned, or otherwise*  
 974 *transferred to a person under an agreement that the trailer will be resold or otherwise retransferred*  
 975 *only to the manufacturer or distributor of the trailer, and (ii) reacquired by the manufacturer or*  
 976 *distributor, or its agents.*

977 *"Family member" means a person who either (i) is the spouse, child, grandchild, spouse of a child,*  
 978 *spouse of a grandchild, brother, sister, or parent of the dealer or owner, or (ii) has been employed*  
 979 *continuously by the dealer for at least five years.*

980 *"Franchise" means a written contract or agreement between two or more persons whereby one*



person, the franchisee, is granted the right to engage in the business of offering and selling, servicing, or offering, selling, and servicing new trailers of a particular line-make or late model or factory repurchase trailers of a particular line-make manufactured or distributed by the grantor of the right, the franchisor, and where the operation of the franchisee's business is substantially associated with the franchisor's trademark, trade name, advertising, or other commercial symbol designating the franchisor, the trailer or its manufacturer or distributor. The term shall include any severable part or parts of a franchise agreement which separately provides for selling and servicing different line-makes of the franchisor.

"Franchised late model or factory repurchase trailer dealer" means a dealer in late model or factory repurchase trailers, including a franchised new trailer dealer, that has a franchise agreement with a manufacturer or distributor of the line-make of the late model or factory repurchase trailers.

"Franchised trailer dealer" or "franchised dealer" means a dealer in new trailers that has a franchise agreement with a manufacturer or distributor of new trailers.

"Independent trailer dealer" means a dealer in used trailers.

"Late model trailer" means a trailer of the current model year and the immediately preceding model year.

"Manufacturer" means a person engaged in the business of constructing or assembling new trailers

"New trailer" means any trailer which (i) has not been previously sold except in good faith for the purpose of resale, (ii) has not been used as a rental, driver education, or demonstration trailer, or for the personal and business transportation of the manufacturer, distributor, dealer, or any of his employees, (iii) has not been used except for limited use necessary in moving or road testing the trailer prior to delivery to a customer, (iv) is transferred by a certificate of origin, and (v) has the manufacturer's certification that it conforms to all applicable federal trailer safety and emission standards. Notwithstanding provisions (i) and (iii), a trailer that has been previously sold but not titled shall be deemed a new trailer if it meets the requirements of provisions (ii), (iv), and (v).

"Relevant market area" means as follows:

1. In metropolitan localities with a population of 250,000, the relevant market area shall be a circular area around an existing franchised dealer not to exceed a radius of ten miles, but in no case less than seven miles.

2. If the population in an area within a radius of ten miles around an existing franchised dealer is less than 250,000, but the population in an area within a radius of fifteen miles around an existing franchised dealer is 150,000 or more, the relevant market area shall be that area within the fifteen-mile radius.

3. In all other cases the relevant market area shall be an area within a radius of twenty miles around an existing franchised dealer or the area of responsibility defined in the franchise, whichever is greater. In any case where the franchise agreement is silent as to area responsibility, the relevant market area shall be the greater of an area within a radius of twenty miles around an existing franchised dealer or that area in which the franchisor otherwise requires the franchisee to make significant retail sales or sales efforts.

In determining population for this definition, the most recent census by the U.S. Bureau of the Census or the most recent population update, either from the National Planning Data Corporation or other similar recognized source, shall be accumulated for all census tracts either wholly or partially within the relevant market area.

"Retail installment sale" means every sale of one or more trailers to a buyer for his use and not for resale, in which the price of the trailer is payable in one or more installments and in which the seller has either retained title to the goods or has taken or retained a security interest in the goods under form of contract designated either as a security agreement, conditional sale, bailment lease, chattel mortgage, or otherwise.

"Sale at retail" or "retail sale" means the act or attempted act of selling, bartering, exchanging, or otherwise disposing of a trailer to a buyer for his personal use and not for resale.

"Sale at wholesale" or "wholesale" means a sale to trailer dealers or wholesalers other than to consumers, or a sale to one who intends to resell.

"Trailer" means every vehicle without motive power designed for carrying property or passengers wholly on its own structure and for being drawn by a motor vehicle, including semitrailers but not mobile homes, sales of which are regulated under Chapter 4.2 (§ 36-85.16 et seq.) of Title 36, and not (i) watercraft trailers as defined in this section or (ii) travel trailers as defined in § 46.2-1900.

"Trailer dealer" or "dealer" means any person who:

1. For commission, money, or other thing of value, buys, sells, exchanges, either outright or on conditional sale, bailment lease, chattel mortgage, or otherwise, arranges, offers or attempts to solicit or negotiate on behalf of others a sale, purchase, or exchange of an interest in new trailers, new and used trailers, or used trailers alone, whether or not the trailers are owned by him;

1042 2. Is wholly or partly engaged in the business of selling new trailers, new and used trailers, or used  
1043 trailers only, whether or not the trailers are owned by him; or;  
1044 3. Offers to sell, sells, displays, or permits the display for sale, of five or more trailers within any  
1045 twelve consecutive months.  
1046 The term "trailer dealer" does not include:  
1047 1. Receivers, trustees, administrators, executors, guardians, or other persons appointed by or acting  
1048 under judgment or order of any court or their employees when engaged in the specific performance of  
1049 their duties as employees.  
1050 2. Public officers, their deputies, assistants, or employees, while performing their official duties.  
1051 3. Persons other than business entities primarily engaged in the leasing or renting of trailers to  
1052 others when selling or offering such trailers for sale at retail, disposing of trailers acquired for their  
1053 own use and actually so used, when the trailers have been so acquired and used in good faith and not  
1054 for the purpose of avoiding the provisions of this chapter.  
1055 4. Persons dealing solely in the sale and distribution of fire-fighting equipment, ambulances, and  
1056 funeral trailers, including trailers adapted therefor; however, this exemption shall not exempt any person  
1057 from the provisions of §§ 46.2-1992.17, 46.2-1992.18 and 46.2-1992.41.  
1058 5. Any financial institution chartered or authorized to do business under the laws of the  
1059 Commonwealth or the United States which may have received title to a trailer in the normal course of  
1060 its business by reason of a foreclosure, other taking, repossession, or voluntary reconveyance to that  
1061 institution occurring as a result of any loan secured by a lien on the trailer.  
1062 6. An employee of an organization arranging for the purchase or lease by the organization of  
1063 trailers for use in the organization's business.  
1064 7. Any person who permits the operation of a trailer show or permits the display of trailers for sale  
1065 by any trailer dealer licensed under this chapter.  
1066 8. An insurance company authorized to do business in the Commonwealth that sells or disposes of  
1067 trailers under a contract with its insured in the regular course of business.  
1068 9. Any publication, broadcast, or other communications media when engaged in the business of  
1069 advertising, but not otherwise arranging for the sale of trailers owned by others.  
1070 10. Any person dealing solely in the sale or lease of trailers designed exclusively for off-road use.  
1071 11. Any credit union authorized to do business in Virginia, provided the credit union does not  
1072 receive a commission, money, or other thing of value directly from a trailer dealer.  
1073 "Trailer salesperson" or "salesperson" means any person who is licensed as and employed as a  
1074 salesperson by a trailer dealer to sell or exchange trailers.  
1075 "Trailer show" means a display of trailers to the general public at a location other than a dealer's  
1076 location licensed under this chapter where the trailers are not being offered for sale or exchange during  
1077 or as part of the display.  
1078 "Used trailer" means any trailer other than a new trailer as defined in this section.  
1079 "Watercraft trailer" means any new or used trailer specifically designed to carry a watercraft or a  
1080 motorboat and purchased, sold, or offered for sale by a watercraft dealer licensed under Chapter 8  
1081 (§ 29.1-800 et seq.) of Title 29.1.  
1082 "Watercraft trailer dealer" means any watercraft dealer licensed under Chapter 8 (§ 29.1-800 et  
1083 seq.) of Title 29.1. who obtains a certificate of dealer registration under this chapter.  
1084 "Wholesale auction" means an auction of trailers restricted to sales at wholesale.  
1085 § 46.2-1992.1. General powers of Commissioner.  
1086 The Commissioner shall promote the interest of the retail buyers of trailers and endeavor to prevent  
1087 unfair methods of competition and unfair or deceptive acts or practices.  
1088 § 46.2-1992.2. Commissioner's powers with respect to hearings under this chapter.  
1089 The Commissioner may, in hearings arising under this chapter, determine the place in the  
1090 Commonwealth where they shall be held; subpoena witnesses; take depositions of witnesses residing  
1091 outside the Commonwealth in the manner provided for in civil actions in courts of record; pay these  
1092 witnesses the fees and mileage for their attendance as is provided for witnesses in civil actions in courts  
1093 of record; and administer oaths.  
1094 § 46.2-1992.3. Suit to enjoin violations.  
1095 The Commissioner, whenever he believes from evidence submitted to him that any person has been  
1096 violating, is violating, or is about to violate any provision of this chapter, in addition to any other  
1097 remedy, may bring an action in the name of the Commonwealth to enjoin any violation of this chapter.  
1098 § 46.2-1992.4. Regulations.  
1099 The Commissioner may promulgate regulations requiring persons licensed under this chapter to keep  
1100 and maintain records reasonably required for the enforcement of §§ 46.2-112 and 46.2-629, and any  
1101 other regulations, not inconsistent with the provisions of this chapter, as he shall consider necessary for  
1102 the effective administration and enforcement of this chapter. A copy of any regulation promulgated  
1103 under this section shall be mailed to each trailer dealer licensee thirty days prior to its effective date.

§ 46.2-1992.5. Penalties.

Except as otherwise provided in this chapter, any person violating any of the provisions of this chapter may be assessed a civil penalty not to exceed \$1,000 for any single violation. Civil penalties collected under this chapter shall be deposited into the Transportation Trust Fund.

Article 2.

Trailer Dealer Licenses.

§ 46.2-1992.6. Licenses required.

It shall be unlawful for any person to engage in business in the Commonwealth as a trailer dealer, salesperson, manufacturer, factory branch, distributor, distributor branch, or factory or distributor representative, without first obtaining a license as provided in this chapter. Every person licensed as a watercraft dealer under Chapter 8 (§ 29.1-800 et seq.) of Title 29.1. and who offers for sale watercraft trailers, shall obtain a certificate of dealer registration as provided in this chapter, but shall not be required to obtain a dealer license unless he also sells other types of trailers. Any person licensed in another state as a trailer dealer may sell trailers at wholesale auctions in the Commonwealth after having obtained a certificate of dealer registration as provided in this chapter. The offering or granting of a trailer dealer franchise in the Commonwealth shall constitute engaging in business in the Commonwealth for purposes of this section, and no new trailer may be sold or offered for sale in the Commonwealth unless the franchisor of trailer dealer franchises for that line-make in the Commonwealth, whether such franchisor is a manufacturer, factory branch, distributor, distributor branch, or otherwise, is licensed under this chapter. In the event a license issued under this chapter to a franchisor of trailer dealer franchises is suspended, revoked, or not renewed, nothing in this section shall prevent the sale of any new trailer of such franchisor's line-make manufactured in or brought into the Commonwealth for sale prior to the suspension, revocation or expiration of the license.

§ 46.2-1992.7. Application for license or certificate of dealer registration.

Application for license or certificate of dealer registration under this chapter shall be made to the Commissioner and contain such information as the Commissioner shall require. The application shall be accompanied by the required fee.

The Commissioner shall require, in the application or otherwise, information relating to the matters set forth in § 46.2-1992.7.9 as grounds for refusing licenses, certificates of dealer registration, and to other pertinent matters requisite for the safeguarding of the public interest, including, if the applicant is a dealer in new trailers with factory warranties, a copy of a current service agreement with the manufacturer or with the distributor, requiring the applicant to perform within a reasonable distance of his established place of business, the service, repair, and replacement work required of the manufacturer or distributor by such trailer warranty. All of these matters shall be considered by the Commissioner in determining the fitness of the applicant to engage in the business for which he seeks a license or certificate of dealer registration.

§ 46.2-1992.8. Dealers required to have established place of business.

No license shall be issued to any trailer dealer unless he has an established place of business, owned or leased by him, where a substantial portion of the sales activity of the business is routinely conducted and which:

1. Satisfies all local zoning regulations;
2. Has sales, service, and office space devoted exclusively to the dealership of at least 250 square feet in a permanent, enclosed building not used as a residence;
3. Houses all records the dealer is required to maintain by § 46.2-1992.22;
4. Is equipped with a desk, chairs, filing space, a working telephone listed in the name of the dealership, and working utilities including electricity and provisions for space heating;
5. Displays a sign and business hours as required by this chapter; and
6. Has contiguous space designated for the exclusive use of the dealer adequate to permit the display of at least ten trailers.

Any person licensed as a dealer by the Department under any provision of this subtitle on June 1, 1996, shall be considered in compliance with subdivisions 2 and 6 of this section for that licensee.

§ 46.2-1992.9. Dealer-operator to have certificate of qualification.

No license shall be issued to any trailer dealer unless the dealer-operator holds a valid certificate of qualification issued by the Department. Such certificate shall be issued only on application to the Department, payment of a twenty-five dollar application fee, the successful completion of an examination prepared and administered by the Department, and other prerequisites as set forth in this section. However, any individual who is the dealer-operator of a dealer licensed by the Department under any provision of this subtitle on June 30, 1996, shall be entitled to such a certificate without examination on application to the Department made on or before January 1, 1997.

The Commissioner may establish minimum qualifications for applicants and require applicants to satisfactorily complete courses of study or other prerequisites prior to taking the examination.

1165 § 46.2-1992.10. Salesperson to have certificate of qualification.

1166 No license shall be issued to any trailer salesperson unless he holds a valid certificate of  
1167 qualification issued by the Department. A certificate shall be issued only on application to the  
1168 Department, payment of a twenty-five dollar application fee, the successful completion of an examination  
1169 prepared and administered by the Department, and other prerequisites as set forth in this section.  
1170 However, any individual who is licensed as a salesperson by the Department under any provision of this  
1171 subtitle on June 30, 1996, shall be entitled to such a certificate without examination on application to  
1172 the Department made on or before January 1, 1997.

1173 The Commissioner may establish minimum qualifications for applicants and require applicants to  
1174 satisfactorily complete courses of study or other prerequisites prior to taking the examination.

1175 § 46.2-1992.11. Continued operation on loss of a dealer-operator holding certificate of qualification.

1176 Each dealer shall notify the Department in writing immediately when a dealer-operator who holds a  
1177 certificate of qualification dies, becomes disabled, retires, is removed, or for any other cause ceases to  
1178 act as dealer-operator. The dealer may continue to operate for 120 days thereafter without a  
1179 dealer-operator and may be granted approval by the Department to operate for an additional sixty days  
1180 on application and with good cause shown for such delay.

1181 § 46.2-1992.12. Action on applications; hearing on denial; denial for failure to have established  
1182 place of business.

1183 The Commissioner shall act on all applications for a license or certificate of dealer registration  
1184 under this chapter within sixty days after receipt by either granting or refusing the application. Any  
1185 applicant denied a license or certificate shall, on his written request filed within thirty days, be given a  
1186 hearing at a time and place determined by the Commissioner or a person designated by him. All  
1187 hearings under this section shall be public and shall be held promptly. The applicant may be  
1188 represented by counsel.

1189 Any applicant denied a license for failure to have an established place of business as provided in  
1190 § 46.2-1992.8 may not, nor shall anyone, apply for a license for premises for which a license was  
1191 denied for thirty days from the date of the rejection of the application.

1192 § 46.2-1992.13. Location to be specified; display of license; change of location.

1193 The licenses of trailer dealers, manufacturers, factory branches, distributors, and distributor  
1194 branches shall specify the location of each place of business, branch or other location occupied or to be  
1195 occupied by the licensee in conducting his business and the license issued therefor shall be  
1196 conspicuously displayed at each of the premises. If any licensee intends to change a licensed location,  
1197 he shall provide the Commissioner thirty days' advance written notice, and a successful inspection of the  
1198 new location shall be required prior to approval of a change of location. The Commissioner shall  
1199 endorse the change of location on the license, without charge, if the new location is within the same  
1200 county or city. A change in location to another county or city shall require a new license and fee.

1201 § 46.2-1992.14. Supplemental sales locations.

1202 The Commissioner may issue a license for a licensed trailer dealer to display for sale or sell trailers  
1203 at locations other than his established place of business, subject to compliance with local ordinances  
1204 and requirements.

1205 A permanent supplemental license may be issued for premises less than 500 yards from the dealer's  
1206 established place of business, provided a sign is displayed as required for the established place of  
1207 business. A supplemental license shall not be required for premises otherwise contiguous to the  
1208 established place of business except for a public thoroughfare.

1209 A temporary supplemental license may be issued for a period not to exceed fourteen days, provided  
1210 that the application is made fifteen days prior to the sale. A temporary supplemental license for the sale  
1211 of new trailers may be issued only for locations within the dealer's area of responsibility, as defined in  
1212 his franchise or sales agreement, unless certification is provided that all dealers in the same line-make  
1213 in whose areas of responsibility, as defined in their franchise or sales agreements, where the temporary  
1214 supplemental license is sought do not oppose the issuance of the temporary license.

1215 However, the application for a temporary supplemental license may be made five business days prior  
1216 to the sale, provided the applicant submit evidence that the location is in compliance with all local  
1217 ordinances and that all other requirements of this section have been met. The application shall include  
1218 affirmative proof of nonopposition in the form of letters signed by all dealers in the same line-make in  
1219 whose areas of responsibility, as defined in their franchise or sales agreements, where the temporary  
1220 supplemental license is sought, approving the Department's granting the temporary supplemental license  
1221 .

1222 A temporary supplemental license for sale of used trailers may be issued only for the county, city, or  
1223 town in which the dealer is licensed pursuant to § 46.2-1992.8, or for a contiguous county, city, or  
1224 town. Temporary licenses may be issued without regard to the foregoing geographic restrictions where  
1225 the dealer operating under a temporary license provides notice, at least thirty days before any proposed  
1226 sale under a temporary license, to all other dealers licensed in the jurisdiction in which the sale will

occur of the intent to conduct a sale and permits any locally licensed dealer who wishes to do so to participate in the sale on the same terms as the dealer operating under the temporary license. Any locally licensed dealer who chooses to participate in the sale must obtain a temporary supplemental license for the sale pursuant to this section.

§ 46.2-1992.15. Changes in form of ownership, line-make, name.

Any change in the form of ownership or the addition or deletion of a partner shall require a new application, license, and fee.

Any addition or deletion of a franchise or change in the name of a dealer shall require immediate notification to the Department, and the Commissioner shall endorse the change on the license without a fee. The change of an officer or director of a corporation shall be made at the time of license renewal.

§ 46.2-1992.16. Display of salesperson's license; notice on termination.

No salesperson shall be employed by more than one dealer, unless the dealers are owned by the same person.

Each dealer shall maintain a list of salespersons employed.

Each salesperson, factory representative, and distributor representative shall carry his license when engaged in his business and shall display it on request.

Each dealer and each manufacturer and distributor shall notify the Department in writing not later than the tenth day of the month following the termination of any licensed salesperson's or representative's employment. In lieu of written notification, the license of the terminated salesperson or representative may be returned to the Department annotated "terminated" on the face of the license and signed and dated by the dealer-operator, owner, or officer.

§ 46.2-1992.17. License and registration fees; additional to other licenses and fees required by law.

A. The fee for each license and registration year or part thereof shall be as follows:

1. For trailer dealers, \$100 for each principal place of business, plus \$20 for each supplemental license.

2. For each trailer manufacturer, distributor, factory branch and distributor branch, \$100.

3. For trailer rebuilder salespersons, factory representatives, and distributor representatives, \$10.

4. For trailer dealers licensed in other states, but not in Virginia, and for watercraft trailer dealers, a registration fee of \$50.

B. The licenses, registrations, and fees required by this chapter are in addition to licenses, taxes, and fees imposed by other provisions of law and nothing contained in this chapter shall exempt any person from any license, tax, or fee imposed by any other provision of law. However, the Commissioner may waive fees for those licensed under Chapter 15, 19, or 19.2 of this title.

§ 46.2-1992.18. Collection of license and registration fees; payments from fund.

All licensing and registration fees provided for in this chapter, except as identified in Article 3 (§ 46.2-1992.20 et seq.) of this chapter, shall be collected by the Commissioner and paid into the state treasury and set aside as a special fund to meet the expenses of the Department.

§ 46.2-1992.19. Issuance, expiration, and renewal of licenses and certificates of registration.

All licenses and certificates of registration issued under this chapter shall be issued for a period of twelve consecutive months except, at the discretion of the Commissioner, the periods may be adjusted as is necessary to distribute the licenses and certificates as equally as practicable on a monthly basis. The expiration date shall be the last day of the twelfth month of validity or the last day of the designated month. Every license and certificate of registration shall be renewed annually on application by the licensee or registrant and by payment of fees required by law, the renewal to take effect on the first day of the succeeding month.

### Article 3.

#### Bonding Requirements.

§ 46.2-1992.20. Bonding requirements for applicants for license.

Every applicant for an original, second year renewal, and third year renewal trailer dealer's license shall obtain and file with the Commissioner a bond in the amount of \$25,000. However, no dealer shall be required to obtain more than one \$25,000 bond for all licenses held under this subtitle. Any dealer who is licensed under Chapter 15 of this title and who obtains a trailer dealer license under this chapter, shall be exempt from the bond requirements set out in this section. In addition, any person who purchases a trailer from a dealer who is licensed under Chapter 15 of this title, shall have access to the Motor Vehicle Transaction Recovery Fund as prescribed in Article 3 (§ 46.2-1527 et seq.) of Chapter 15 of this title. The bond shall come from a corporate surety licensed to do business in the Commonwealth and approved by the Attorney General. The bond shall be conditioned on a statement by the applicant that the applicant will not practice fraud, make any fraudulent representation, or violate any provision of this chapter in the conduct of the applicant's business. The Commissioner may, without holding a hearing, suspend the dealer's license during the period that the dealer does not have a sufficient bond on file.

1288 If a person suffers any of the following: (i) loss or damage in connection with the purchase of a  
1289 trailer by reason of fraud practiced on him or fraudulent representation made to him by a licensed  
1290 trailer dealer or one of the dealer's salespersons acting within his scope of employment; (ii) loss or  
1291 damage by reason of the violation by a dealer or salesperson of any provision of this chapter in  
1292 connection with the purchase of a trailer; or (iii) loss or damage resulting from a breach of an  
1293 extended service contract as defined by § 59.1-435, and entered into on or after the effective date of this  
1294 act, that person shall have a claim against the dealer and the dealer's bond, and may recover such  
1295 damages as may be awarded to such person by final judgment of a court of competent jurisdiction  
1296 against the dealer as a proximate result of such loss or damage up to, but not exceeding, the amount of  
1297 the bond, from such surety, who shall be subrogated to the rights of such person against the dealer or  
1298 salesperson. The liability of such surety shall be limited to actual damages, and shall not include any  
1299 punitive damages or attorneys' fees assessed against the dealer or salesperson.

1300 The dealer's surety shall notify the Department when a claim is made against a dealer's bond, when  
1301 a claim is paid and when the bond is canceled. Such notification shall include the amount of a claim  
1302 and the circumstances surrounding the claim. Notification of cancellation shall include the effective date  
1303 and reason for cancellation. The bond may be canceled as to future liability by the dealer's surety upon  
1304 thirty days' notice to the Department.

#### 1305 Article 4.

##### 1306 Conduct of Business.

1307 § 46.2-1992.21. Examination or audit of licensee; costs.

1308 The Commissioner or authorized representatives of the Department may examine, during the posted  
1309 business hours, the records required to be maintained by this chapter. If a licensee is found to have  
1310 violated this chapter or any order of the Commissioner, the actual cost of the examination shall be paid  
1311 by the licensee so examined within thirty days after demand therefor by the Commissioner. The  
1312 Commissioner may maintain an action for the recovery of these costs in any court of competent  
1313 jurisdiction.

1314 § 46.2-1992.22. Dealer records.

1315 All dealer records regarding employees; lists of vehicles in inventory for sale, resale, or on  
1316 consignment; vehicle purchases, sales, trades, and transfers of ownership; collections of taxes; titling,  
1317 uninsured motor vehicle and registration fees; odometer disclosure statements, records of permanent  
1318 dealer registration plates assigned to the dealer and temporary transport plates and temporary  
1319 certificates of ownership; and other records required by the Department shall be maintained on the  
1320 premises of the licensed location. The Commissioner may, on written request by a dealer, permit his  
1321 records to be maintained at a location other than the premises of the licensed location for good cause  
1322 shown. All dealer records shall be preserved in original form for a period of five years in a manner  
1323 that permits systematic retrieval. Certain records may be maintained on a computerized record-keeping  
1324 system with the prior approval of the Commissioner.

1325 § 46.2-1992.23. Buyer's order.

1326 A. Every trailer dealer shall complete, in duplicate, a buyer's order for each sale or exchange of a  
1327 vehicle. A copy of the buyer's order form shall be made available to a prospective buyer during the  
1328 negotiating phase of a sale and prior to any sales agreement. The completed original shall be retained  
1329 for a period of four years in accordance with § 46.2-1992.22, and a duplicate copy shall be delivered to  
1330 the purchaser at the time of sale or exchange. A buyer's order shall include:

1331 1. The name and address of the person to whom the vehicle was sold or traded.

1332 2. The date of the sale or trade.

1333 3. The name and address of the trailer dealer selling or trading the vehicle.

1334 4. The make, model year, vehicle identification number and body style of the vehicle.

1335 5. The sale price of the vehicle.

1336 6. The amount of any cash deposit made by the buyer.

1337 7. A description of any vehicle used as a trade-in and the amount credited the buyer for the trade-in.

1338 The description of the trade-in shall be the same as outlined in subdivision 4 of this subsection.

1339 8. The amount of any sales and use tax, title fee, uninsured motor vehicle fee, registration fee, or  
1340 other fee required by law for which the buyer is responsible and the dealer has collected. Each tax and  
1341 fee shall be individually listed and identified.

1342 9. The net balance due at settlement.

1343 10. Any item designated as "processing fee," and the amount charged by the dealer, if any, for  
1344 processing the transaction. As used in this section processing includes obtaining title and license plates  
1345 for the purchaser.

1346 11. Any item designated as "dealer's business license tax," and the amount charged by the dealer, if  
1347 any.

1348 12. For sales involving dealer-arranged financing, the following notice, printed in bold type no less  
1349 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 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.

§ 46.2-1992.24. Consignment trailers; contract.

Any trailer dealer offering a trailer for sale on consignment shall have in his possession a consignment contract for the trailer, executed and signed by the dealer and the consignor. The consignment contract shall include:

1. The complete name, address, and the telephone number of the owners.
  2. The name, address, and dealer certificate number of the selling dealer.
  3. A complete description of the trailer on consignment, including the make and model year.
  4. The beginning and termination dates of the contract.
  5. The percentage of commission, the amount of the commission, or the net amount the owner is to receive, if the trailer is sold.
  6. Any fees for which the owner is responsible.
  7. A disclosure of all unsatisfied liens on the trailer and the location of the certificate of title to the trailer.
  8. A requirement that the trailer pass a safety inspection prior to sale, if periodic safety inspections of the trailer are required under Article 21 (§ 46.2-1157) of Chapter 10 of this title.
- Any dealer offering a trailer for sale on consignment shall inform any prospective customer that the trailer is on consignment.

Dealer license plates shall not be used to demonstrate a trailer on consignment except on (i) trailers with gross vehicle weight of 15,000 pounds or more and (ii) trailers on consignment from another licensed trailer dealer. No vehicles other than trailers shall be sold on consignment by trailer dealers.

The provisions of this section shall also apply to watercraft trailers and watercraft trailer dealers.

§ 46.2-1992.25. Certain disclosures required by manufacturers and distributors.

Trailer and watercraft trailer manufacturers and distributors shall affix or cause to be affixed in a conspicuous place to every trailer and watercraft trailer offered for sale as new, a statement disclosing the place of its assembly or manufacture.

The provisions of this section shall apply only to trailers manufactured for the 1991 or subsequent model years.

§ 46.2-1992.26. Business hours.

Each trailer dealer shall be open for business a minimum of twenty hours per week, at least ten of which shall be between the hours of 9:00 a.m. and 5:00 p.m. Monday through Friday, except that the Commissioner, on written request by a dealer, may modify these requirements for good cause. The dealer's hours shall be posted and maintained conspicuously on or near the main entrance of each place of business.

Each dealer shall include his business hours on the original and every renewal application for a license, and changes to these hours shall be immediately filed with the Department.

§ 46.2-1992.27. Signs.

Each retail trailer dealer's place of business shall be identified by a permanent sign visible from the front of the business office so that the public may quickly and easily identify the dealership. The sign shall contain the dealer's trade name in letters no less than six inches in height unless otherwise restricted by law or contract.

§ 46.2-1992.28. Advertisements.

Unless the dealer is clearly identified by name, whenever any licensee places an advertisement in any newspaper or publication, the abbreviations "VA DLR," denoting a Virginia licensed dealer, shall appear therein.

§ 46.2-1992.29. Coercing purchaser to provide insurance coverage on trailer.

It shall be unlawful for any dealer or salesperson or any employee of a dealer or representative of



1411 either to coerce or offer anything of value to any purchaser of a trailer to provide any type of insurance  
1412 coverage on the trailer.

1413 Nothing in this section shall prohibit a dealer from requiring that a retail customer obtain vehicle  
1414 physical damage insurance to protect collateral secured by an installment sales contract. Any person  
1415 found guilty of violating any provisions of this section shall be guilty of a Class 1 misdemeanor.

1416 § 46.2-1992.30. Prohibited solicitation and compensation.

1417 It shall be unlawful for any trailer dealer or salesperson licensed under this chapter, directly or  
1418 indirectly, to solicit the sale of a trailer through a person with a pecuniary interest, or to pay, or cause  
1419 to be paid, any commission or compensation in any form whatsoever to any person in connection with  
1420 the sale of a trailer, unless the person is duly licensed as a salesperson employed by the dealer.

1421 § 46.2-1992.31. Salesperson selling for other than his employer prohibited.

1422 It shall be unlawful for any trailer salesperson licensed under this chapter to sell or exchange or  
1423 offer or attempt to sell or exchange any trailer except for the licensed trailer dealer by whom he is  
1424 employed, or to offer, transfer, or assign any sale or exchange that he may have negotiated to any other  
1425 dealer or salesperson.

1426 § 46.2-1992.32. Inspection of vehicles required.

1427 No person required to be licensed as a dealer under this chapter shall sell at retail any vehicle  
1428 which is intended by the buyer for use on the public highways, and which is required to comply with the  
1429 safety inspection requirements provided in Article 21 (§ 46.2-1157 et seq.) of Chapter 10 of this title  
1430 unless between the time the vehicle comes into the possession of the dealer and the time it is sold at  
1431 retail it is inspected by an official safety inspection station. If the vehicle is found not to be in  
1432 compliance with all safety inspection requirements, the dealer shall either take steps to bring it into  
1433 compliance or shall furnish any buyer intending it for use on the public highway a written disclosure,  
1434 prior to sale, that the trailer did not pass a safety inspection. Any person found guilty of violating any  
1435 provisions of this section shall be guilty of a Class 1 misdemeanor.

1436 The provisions of this section shall also apply to watercraft trailers and watercraft trailer dealers.

1437 § 46.2-1992.33. Inspections prior to sale not required of certain sellers.

1438 The provisions of §§ 46.2-1158 and 46.2-1992.32 requiring inspection of any vehicle prior to sale at  
1439 retail shall not apply to any person conducting a public auction for the sale of vehicles at retail,  
1440 provided that the individual, firm, or business conducting the auction has not taken title to the trailer,  
1441 but is acting as an agent for the sale of the trailer. Nor shall the provisions of §§ 46.2-1158 and  
1442 46.2-1992.32 requiring inspection of any vehicle prior to sale at retail apply to any new trailer or  
1443 trailers sold on the basis of a special order placed by a dealer with a manufacturer outside Virginia on  
1444 behalf of a customer who is a nonresident of Virginia and takes delivery outside Virginia. Nor shall the  
1445 provisions of §§ 46.2-1158 and 46.2-1992.32 requiring inspection of any trailer prior to sale at retail  
1446 apply to the sale of five or more used trailers, to the same buyer, provided the trailers have a valid  
1447 safety inspection, of trailers with a gross weight of more than 10,000 pounds.

1448 The provisions of this section shall also apply to watercraft trailers.

1449 § 46.2-1992.34. Inspections or disclosure required before sale of certain trailers.

1450 Any trailer required by any provision of this title to undergo periodic safety inspections shall be  
1451 inspected by an official inspection station between the time it comes into the possession of a retail  
1452 dealer and the time the trailer is sold by the dealer or, in lieu of an inspection, the dealer shall present  
1453 to the purchaser, prior to purchase of the trailer, a written itemization of all the trailer's deficiencies  
1454 relative to applicable Virginia safety inspection requirements. The provisions of this section shall not  
1455 apply to sales of trailers or watercraft trailers by individuals not ordinarily engaged in the business of  
1456 selling trailers or watercraft trailers nor shall this section apply to the retail sale of five or more  
1457 trailers to the same buyer. Any person found guilty of violating any provisions of this section shall be  
1458 guilty of a Class 1 misdemeanor.

1459 § 46.2-1992.35. Temporary certificates of ownership.

1460 A. Notwithstanding §§ 46.2-617 and 46.2-628, whenever a dealer licensed by the Department sells  
1461 and delivers to a purchaser a vehicle, and is unable at the time of the sale to deliver to the purchaser  
1462 the certificate of title or certificate of origin for the vehicle because the certificate of title or certificate  
1463 of origin is lost or is being detained by another in possession or for any other reason beyond the  
1464 dealer's control, the dealer shall execute, on forms provided by the Commissioner, a temporary  
1465 certificate of ownership. The certificate shall bear its date of issuance, the name and address of the  
1466 purchaser, the identification number of the vehicle, the registration number to be used temporarily on  
1467 the vehicle, the name of the state in which the vehicle is to be registered, the name and address of the  
1468 person from whom the dealer acquired the vehicle, and whatever other information may be required by  
1469 the Commissioner. A copy of the temporary certificate and a bona fide bill of sale shall be delivered to  
1470 the purchaser and shall be in the possession of the purchaser at all times when operating the vehicle.  
1471 One copy of the certificate shall be retained by the dealer and shall be subject to inspection at any time  
1472 by the Department's agents. The original of the certificate shall be forwarded by the dealer to the



Department directly on issuance to the purchaser if the vehicle is to be titled outside the Commonwealth, along with application for title. The issuance of a temporary certificate of ownership to a purchaser pursuant to this section shall have the effect of vesting ownership to the vehicle in the purchaser for the period that the certificate remains effective.

B. A temporary certificate of ownership issued by a dealer to a purchaser pursuant to this section shall expire on receipt by the purchaser of a certificate of title to the vehicle issued by the Department in the name of the purchaser, but in no event shall any temporary certificate of ownership issued under this section be effective for more than thirty days from the date of its issuance. In the event that the dealer fails to produce the old certificate of title or certificate of origin to the vehicle or fails to apply for a replacement certificate of title pursuant to § 46.2-632, thereby preventing delivery to the Department or purchaser before the expiration of the temporary certificate of ownership, the purchaser's ownership of the vehicle may terminate and the purchaser shall have the right to return the vehicle to the dealer and obtain a full refund of all payments made toward the purchase of the vehicle, less any damage to the vehicle incurred while ownership was vested in the purchaser.

C. Notwithstanding subsection B of this section, if the dealer fails to deliver the certificate of title or certificate of origin to the purchaser within thirty days, a second temporary certificate of ownership may be issued. However, the dealer shall, not later than the expiration of the first temporary certificate, deliver to the Department an application for title, copy of the bill of sale, all required fees and a written statement of facts describing the dealer's efforts to secure the certificate of title or certificate of origin to the vehicle. On receipt of the title application with attachments as described herein, the Department shall record the purchaser's ownership of the vehicle and may authorize the dealer to issue a second thirty-day temporary certificate of ownership. If the dealer does not produce the certificate of title or certificate of origin to the vehicle before the expiration of the second temporary certificate, the purchaser's ownership of the vehicle may terminate and he shall have the right to return the trailer as provided in subsection B of this section.

D. If the dealer is unable to produce the certificate of title or certificate of origin to the vehicle within the sixty-day period from the date of issuance of the first temporary certificate, the Department may extend temporary ownership for an additional period of up to ninety days, provided the dealer makes application in the format required by the Department. If the dealer does not produce the certificate of title or certificate of origin to the vehicle before the expiration of the additional ninety-day period, the purchaser's ownership of the vehicle may terminate and he shall have the right to return the vehicle as provided in subsection B of this section.

E. The Commissioner, on determining that the provisions of this section or the directions of the Department are not being complied with by a dealer, may, after a hearing, suspend the right of the dealer to issue temporary certificates of ownership.

The provisions of this section shall also apply to watercraft trailers and watercraft trailer dealers. § 46.2-1992.36. Use of old license plates and registration number on a trailer.

An owner who sells or transfers a registered trailer, may have the license plates and the registration number transferred to a trailer titled in the owner's name according to the provisions of Chapter 6 (§ 46.2-600 et seq.), which is in a like trailer category as specified in § 46.2-694 and which requires an identical registration fee, on application to the Department accompanied by a fee of two dollars or, if the trailer requires a greater registration fee than that for which the license plates were assigned, on the payment of a fee of two dollars and the amount of the difference in registration fees between the two trailers, all such transfers to be in accordance with the regulations of the Department. All fees collected under this section shall be paid by the Commissioner into the state treasury and shall be set aside as a special fund to be used to meet the expenses of the Department. For purposes of this section, a trailer dealer licensed by the Department may be authorized to act as an agent of the Department for the purpose of receiving, processing, and approving applications from its customers for assignment of license plates and registration numbers pursuant to this section, using the forms and following the procedures prescribed by the Department. The Commissioner, on determining that the provisions of this section or the directions of the Department are not being complied with by a dealer, may suspend, after a hearing, the authority of the dealer to receive, process, and approve the assignment of license plates and registration numbers pursuant to this section.

The provisions of this section shall also apply to watercraft trailers and watercraft trailer dealers. § 46.2-1992.37. Certificate of title for dealers.

Except as otherwise provided in this chapter, every dealer shall obtain, on the purchase of each trailer, a certificate of title issued to the dealer or shall obtain an assignment or reassignment of a certificate of title for each trailer purchased, except that a certificate of title shall not be required for any new trailer to be sold as such.

The provisions of this section shall also apply to watercraft trailers and watercraft trailer dealers. § 46.2-1992.38. Termination of business.

1534 No dealer, unless his license has been suspended, revoked, or canceled, shall cease business without  
1535 a thirty-day prior notification to the Department. On cessation of the business, the dealer shall  
1536 immediately surrender to the Department the dealer's certificate of license, all salespersons' licenses, all  
1537 dealer and temporary license plates, all fees and taxes collected, and any other materials furnished by  
1538 the Department. After cessation of business, the former licensee shall continue to maintain and make  
1539 available to the Department dealer records as set forth in this chapter.

1540 The provisions of this section shall also apply to watercraft trailers and watercraft trailer dealers.

1541 Article 5.

1542 Trailer Dealer License Plates.

1543 § 46.2-1992.39. Registration of dealers; fees.

1544 Every manufacturer, distributor, or dealer, before he commences to operate trailers in his inventory  
1545 for sale or resale, shall apply to the Commissioner for a dealer's certificate of vehicle registration and  
1546 license plates. For the purposes of this article, a trailer is in inventory when it is owned by, or assigned  
1547 to, a dealer and is offered and available for sale or resale. All dealer's certificates of vehicle  
1548 registration and license plates issued under this section may, at the discretion of the Commissioner, be  
1549 placed in a system of staggered issue to distribute the work of issuing vehicle registration certificates  
1550 and license plates as uniformly as practicable throughout the year. Dealerships which sold fewer than  
1551 twenty-five trailers during the last twelve months of the preceding license year shall be eligible to  
1552 receive no more than two dealer's license plates; dealerships which sold at least twenty-five but fewer  
1553 than fifty trailers during the last twelve months of the preceding license year shall be eligible to receive  
1554 no more than four dealer's license plates. However, dealerships which sold fifty or more trailers during  
1555 their current license year may apply for additional license plates not to exceed four times the number of  
1556 licensed salespersons employed by that dealership. Dealerships which sold fifty or more trailers during  
1557 the last twelve months of the preceding license year shall be eligible to receive a number of dealer's  
1558 license plates not to exceed four times the number of licensed salespersons employed by that dealership.  
1559 A new applicant for a dealership shall be eligible to receive a number of dealer's license plates not to  
1560 exceed four times the number of licensed salespersons employed by that dealership. For the purposes of  
1561 this article, a salesperson or employee shall be considered to be employed only if he (i) works for the  
1562 dealership at least twenty-five hours each week on a regular basis and (ii) is compensated for this work.  
1563 All salespersons' or employees' employment records shall be retained in accordance with the provisions  
1564 of § 46.2-1992.22. A salesperson shall not be considered employed, within the meaning of this section, if  
1565 he is an independent contractor as defined by the United States Internal Revenue Code. The fee for the  
1566 issuance of dealer's license plates shall be thirty dollars per year for the first two dealer's license plates  
1567 and thirteen dollars per year for each additional dealer's license plate.

1568 § 46.2-1992.40. License under this chapter prerequisite to receiving dealer's license plates;  
1569 Commissioner may revoke plates.

1570 No trailer manufacturer, distributor, or dealer, unless licensed under this chapter, shall be entitled to  
1571 receive or maintain any dealer's license plates. The Commissioner may revoke any dealer's license plate  
1572 that has been used in any way not authorized by the provisions of this title.

1573 § 46.2-1992.41. Transferable dealer's license plates.

1574 In lieu of registering each trailer of a type described in this section, a manufacturer, distributor, or  
1575 dealer owning and operating any trailer on any highway may obtain a dealer's license plate from the  
1576 Department, on application therefor on the prescribed form and on payment of the fees required by law.  
1577 These license plates shall be attached to each trailer as required by subsection A of § 46.2-711. Each  
1578 plate shall bear a distinctive number, and the name of the Commonwealth, which may be abbreviated,  
1579 together with the word "dealer" or a distinguishing symbol indicating that the plate is issued to a  
1580 manufacturer, distributor, or dealer. Month and year decals indicating the date of expiration shall be  
1581 affixed to each license plate. Any license plates so issued may, during the calendar year or years for  
1582 which they have been issued, be transferred from one trailer to another, used or operated by the  
1583 manufacturer, distributor, or dealer, who shall keep a written record of the trailer on which the dealer's  
1584 license plates are used. This record shall be in a format approved by the Commissioner and shall be  
1585 open to inspection by any law-enforcement officer or any officer or employee of the Department.

1586 Display of a transferable manufacturer's, distributor's, or dealer's license plate or plates on a trailer  
1587 shall subject the trailer to the requirements of §§ 46.2-1038 and 46.2-1056.

1588 All manufacturer's, distributor's, and dealer's license plates shall be issued for a period of twelve  
1589 consecutive months except, at the discretion of the Commissioner, the periods may be adjusted as may  
1590 be necessary to distribute the registrations as equally as practicable on a monthly basis. The expiration  
1591 date shall be the last day of the twelfth month of validity or the last day of the designated month. Every  
1592 license plate shall be renewed annually on application by the owner and by payment of fees required by  
1593 law, such renewal to take effect on the first day of the succeeding month.

1594 The Commissioner may offer an optional multi-year license plate registration to manufacturers,  
1595 distributors, and dealers licensed pursuant to this chapter provided that he has chosen to offer optional

multi-year licensing to such persons pursuant to § 46.2-1992.19. When such option is offered and chosen by the licensee, all annual and twelve-month fees due at the time of registration shall be multiplied by the number of years or fraction thereof the licensee will be licensed pursuant to § 46.2-1992.19.

§ 46.2-1992.42. Dealer's license plates to distinguish between various types of dealers.

The Commissioner shall provide for the issuance of appropriate franchised or independent dealer's license plates so as to distinguish between factory trailer dealers and trailer dealers.

§ 46.2-1992.43. Dealer's promotional license plates.

In addition to any other license plate authorized by this article, the Commissioner may issue dealer's promotional license plates to a dealership for use on trailers held for sale or resale in the dealership's inventory. The design of these license plates shall be at the discretion of the Commissioner. These license plates shall be for use as authorized by the Commissioner. For each such license plate issued or renewed, the Commissioner shall charge an annual fee of \$100. The Commissioner shall limit the validity of any license plate issued under this section to no more than thirty consecutive days. Upon written request from the dealership, the Commissioner may consider an extended use of a license plate issued under this section. The Commissioner's authorization for use of any license plate issued under this section shall be kept in the trailer on which the license plate is displayed until expiration of the authorization. These license plates shall be included in the number of dealer's license plates authorized under § 46.2-1992.39 and not in addition thereto.

§ 46.2-1992.44. Use of dealer's license plates, generally.

Dealer's license plates may be used on trailers in the inventory of licensed trailer manufacturers, distributors, and dealers in the Commonwealth when operated on the highways of Virginia by dealers, their spouses, or employees of manufacturers, distributors, and dealers as permitted in this article. Except as otherwise explicitly permitted in this article, it shall be unlawful for any dealer to cause or permit: (i) use of dealer's license plates on trailers other than those held in inventory for sale or resale; (ii) dealer's license plates to be lent, leased, rented, or placed at the disposal of any persons other than those permitted by this article to use dealer's license plates; and (iii) use of dealer's license plates on any vehicle other than a trailer of watercraft trailer. It shall be unlawful for any dealer to cause or permit dealer's license plates to be used on:

1. Vehicles such as tow trucks, wrecking cranes, or other service vehicles;
2. Vehicles used to deliver or transport (i) trailers; (ii) portions of vehicles; (iii) vehicle components, parts, or accessories; or (iv) fuel;
3. Courtesy vehicles; or
4. Vehicles used in conjunction with any other business.

A dealer may permit his license plates to be used in the operation of a trailer (i) by any person whom the dealer reasonably believes to be a bona fide prospective purchaser who is either accompanied by a licensed salesperson or has the written permission of the dealer, or (ii) when the plates are being used by a customer on a trailer owned by the dealer in whose repair shop the customer's trailer is being repaired. The dealer shall issue to the prospective purchaser or customer whose trailer is being repaired a certificate on forms provided by the Department, a copy of which shall be retained by the dealer and open at all times to the inspection of the Commissioner or any of the officers or agents of the Department. The certificate shall be in the immediate possession of the person operating or authorized to operate the trailer. The certificate shall entitle the person to operate with dealer's license plates for a specific period of no more than five days. Not more than two certificates may be issued by a dealer to the same person for successive periods.

§ 46.2-1992.45. Use of dealer's license plates and temporary transport plates on certain trailers.

Notwithstanding the provisions of § 46.2-1992.44, dealer's license plates or dealer's temporary transport plates may be used on vehicles being transported (i) to or from a vehicle auction or other point of purchase or sale, (ii) between properties owned or controlled by the same dealership, or (iii) for repairs, painting, or installation of parts or accessories. This section shall also apply to return trips by such vehicles.

§ 46.2-1992.46. Issuance and use of temporary transport plates, generally.

The Department, subject to the limitations and conditions set forth in this section and the insurance requirements contained in § 46.2-1992.40, may provide for the issuance of temporary transport plates designed by the Department to any dealer licensed under this chapter who applies for at least ten plates and who encloses with his application a fee of one dollar for each plate. The application shall be made on a form prescribed and furnished by the Department. Temporary transport plates may be used for those purposes outlined in § 46.2-1992.45. Every dealer who has applied for temporary transport plates shall maintain a permanent record of (i) all temporary transport plates delivered to him, (ii) all temporary transport plates issued by him, and (iii) any other information pertaining to the receipt or the issuance of temporary transport plates which may be required by the Department.

1657 Every dealer who issues temporary transport plates shall insert clearly and indelibly on the face of  
1658 the temporary transport plates the name of the issuing dealer, the date of issuance and expiration, and  
1659 the make and identification number of the trailer for which issued.

1660 The dealer shall issue to the operator of the specified trailer a certificate on forms provided by the  
1661 Department, a copy of which shall be retained by the dealer and open at all times to the inspection of  
1662 the Commissioner or any of the officers or agents of the Department. The certificate shall be in the  
1663 immediate possession of the person operating or authorized to operate the trailer. The certificate shall  
1664 entitle the person to operate with the dealer's temporary transport plate for a period of no more than  
1665 five days. Temporary transport plates may also be used by the dealer to demonstrate types of vehicles  
1666 taken in trade but for which he has not been issued dealer's license plates.

1667 § 46.2-1992.47. Use of dealer's license plates or temporary transport plates on certain vehicles  
1668 traveling from one establishment to another for purpose of having special equipment installed.

1669 Notwithstanding the provisions of § 46.2-1992.44, dealer's license plates or temporary transport  
1670 plates may be used on trailers or semitrailers for the purpose of delivering these vehicles to another  
1671 establishment for the purpose of having a body or any special permanently mounted equipment installed  
1672 on the trailers, and for the purpose of returning the vehicle to the dealer whose plates are attached to  
1673 the trailer, or semitrailer, whether or not the title to the trailer has been retained by the dealer, and no  
1674 other license, permit, warrant, exemption card, or classification plate from any other agency of the  
1675 Commonwealth shall be required under these circumstances. No other statute or regulation in conflict  
1676 with the provisions of this section shall be applicable to the extent of the conflict. This section shall also  
1677 apply to trips into the Commonwealth by a trailer owned and operated outside the Commonwealth to an  
1678 establishment within the Commonwealth and to the return trip of that trailer from the Commonwealth to  
1679 another state, provided the operator of the trailer carries on his person when so operating a bill of sale  
1680 for the body or special equipment.

1681 § 46.2-1992.48. Use of dealer's license plates on newly purchased trailers.

1682 Notwithstanding the provisions of § 46.2-1992.44, any dealer who sells and delivers to a purchaser a  
1683 trailer at a time when the main offices of the Department, its branch offices, or offices of its local  
1684 agents, are not open for business and the purchaser is therefore unable to register the trailer, may  
1685 permit the purchaser to use, for a period not exceeding five days, on the newly purchased trailer,  
1686 license plates which have been issued to the dealer, provided that, at the time of the purchase, the  
1687 dealer executes in duplicate, on forms provided by the Commissioner, a certificate bearing the date of  
1688 issuance, the name and address of the purchaser, the identification number of the vehicle, the  
1689 registration number to be used temporarily on the trailer, the name of the state in which the trailer is to  
1690 be registered, and whatever other information may be required by the Commissioner. The original of the  
1691 certificate and a bona fide bill of sale shall be delivered to the purchaser and shall be in the possession  
1692 of the purchaser at all times when operating the trailer under dealer plates. One copy of the certificate  
1693 shall be retained by the dealer, filed by him, and shall be subject to inspection at any time by the  
1694 Department's agents. If the trailer is to be titled and registered in the Commonwealth, application for  
1695 title and registration shall be made by the purchaser on the first business day following issuance of the  
1696 certificate and a copy of the certificate shall accompany the applications.

1697 License plates temporarily used by the purchaser shall be returned to the dealer by the purchaser  
1698 not later than five days after the issuance of the certificate.

1699 § 46.2-1992.49. Operation without license plate prohibited.

1700 No manufacturer or distributor of or dealer in trailers shall cause or permit any trailer, owned by  
1701 him to be operated or moved on a public highway without there being displayed on the trailer, a license  
1702 plate or plates issued to him, either under § 46.2-711 or under § 46.2-1992.41, except as otherwise  
1703 authorized in §§ 46.2-733, 46.2-1992.40, and 46.2-1992.51.

1704 § 46.2-1992.50. Movement by manufacturer to place of shipment or delivery.

1705 Any manufacturer of trailers may operate or move or cause to be moved or operated on the  
1706 highways for a distance of no more than twenty-five miles trailers from the factory where manufactured  
1707 or assembled to a railway depot, vessel, or place of shipment or delivery, without registering them and  
1708 without license plates attached thereto, under a written permit first obtained from the local  
1709 law-enforcement authorities having jurisdiction over the highways and on displaying in plain sight on  
1710 each trailer a placard bearing the name and address of the manufacturer authorizing or directing the  
1711 movement.

1712 § 46.2-1992.51. Movement by dealers to salesrooms.

1713 Any dealer in trailers may operate or move, or cause to be operated or moved, any trailer on the  
1714 highways for a distance of no more than twenty-five miles from a vessel, railway depot, warehouse, or  
1715 any place of shipment or from a factory where manufactured or assembled to a salesroom, warehouse,  
1716 or place of shipment or transshipment without registering them and without license plates attached  
1717 thereto, under a written permit first obtained from the local law-enforcement authorities having  
1718 jurisdiction over the highways, and on displaying in plain sight on each trailer, a placard bearing the

name and address of the dealer authorizing or directing the movement.

§ 46.2-1992.52. Operation under foreign dealer's license.

It shall be unlawful, except as provided for by reciprocal agreement, for any person to operate a trailer or for the owner thereof to permit a trailer to be operated in the Commonwealth on a foreign dealer's license, unless the operation of the trailer on the license is specifically authorized by the Commissioner.

§ 46.2-1992.53. Removal of plates by Department of Motor Vehicles investigators; cancellation; reissuance.

If any Department of Motor Vehicles investigator finds that a trailer bearing license plates or temporary transport plates issued under this article is being operated in a manner inconsistent with (i) the requirements of this article or (ii) the Commissioner's authorization provided for in this article, the Department of Motor Vehicles investigator may remove the license plate for cancellation. Once a license plate has been canceled, the dealership may reapply for the license plate. Reissuance of the license plate shall be subject to the approval of the Commissioner and the payment of the fee prescribed for issuance of license plates under this article.

§ 46.2-1992.54. Penalties for violations of article; service of summons.

Notwithstanding § 46.2-1992.5, any person violating any of the provisions of this article shall be guilty of a Class 3 misdemeanor. Any summons issued for any violation of any provision of this article relating to use or misuse of dealer's license plates shall be served upon the dealership to whom the plates were issued or to the person expressly permitting the unlawful use, or upon the operator of the trailer if the plates are used contrary to the use authorized by the certificate issued pursuant to § 46.2-1992.44.

§ 46.2-1992.55. Watercraft trailers and watercraft trailer dealers.

For the purposes of this article, the term "trailer" shall include watercraft trailers and the terms "dealer" and "trailer dealer" shall include watercraft trailer dealers.

#### Article 6.

#### Issuance of Temporary License Plates by Dealers.

§ 46.2-1992.56. Issuance of temporary license plates to dealers and vehicle owners.

The Department may, subject to the limitations and conditions set forth in this article, deliver temporary license plates designed by the Department to any dealer licensed under this chapter who applies for at least ten sets of plates and who encloses with his application a fee of two dollars for each set applied for. The application shall be made on a form prescribed and furnished by the Department. Dealers, subject to the limitations and conditions set forth in this article, may issue temporary license plates to owners of trailers. The owners shall comply with the provisions of this article and §§ 46.2-705, 46.2-706 and 46.2-707. Dealers issuing temporary license plates may do so free of charge, but if they charge a fee for issuing temporary plates, the fee shall be no more than the fee charged the dealer by the Department under this section.

Display of a temporary license plate or plates on a vehicle shall subject the vehicle to the requirements of §§ 46.2-1038 and 46.2-1056.

§ 46.2-1992.57. Records to be kept by dealers; inspection.

Every dealer who has applied for temporary license plates shall maintain a permanent record of (i) all temporary license plates delivered to him, (ii) all temporary license plates issued by him, and (iii) any other information pertaining to the receipt or the issuance of temporary license plates which may be required by the Department. Each record shall be kept for at least one year from the date of entry. Every dealer shall allow full access to these records during regular business hours to authorized representatives of the Department and to law-enforcement officers.

§ 46.2-1992.58. Application for temporary license plate.

No dealer shall issue a temporary license plate except on written application by the person entitled to receive the license plate, which application shall be forwarded by the dealer to the Department as provided in § 46.2-1992.35.

§ 46.2-1992.59. To whom temporary plates shall not be issued; dealer to forward application for current titling and registration; misstatements and false information.

No dealer shall issue, assign, transfer, or deliver temporary license plates to other than the bona fide purchaser or owner of a trailer, whether or not the trailer is to be registered in Virginia. If the trailer is to be registered in Virginia, the dealer shall submit to the Department a written application for the current titling and registration of the purchased trailer, accompanied by the prescribed fees. Any dealer who issues temporary license plates to a purchaser who fails or declines to request that his application be forwarded promptly to the Department forthwith shall notify the Department of the issuance in the manner provided in this article. No dealer shall issue temporary license plates to any person who possesses current license plates for a trailer that has been sold or exchanged, nor shall any dealer lend temporary license plates to any person for use on any trailer. If the dealer does not have in his

1780 possession the certificate of title or certificate of origin, he shall issue temporary license plates even  
1781 though the purchaser has current license plates to be transferred. The dealer shall present the title or  
1782 certificate of origin to the customer within thirty days of purchase and after this transaction is  
1783 completed, the customer shall transfer his current license plates to the trailer. If the title or certificate of  
1784 origin cannot be produced for a trailer within thirty days, a second set of temporary license plates may  
1785 be issued provided that a temporary certificate of ownership is issued as provided in § 46.2-1992.35. It  
1786 shall be unlawful for any person to issue any temporary license plates containing any misstatement of  
1787 fact, or for any person issuing or using temporary license plates knowingly to insert any false  
1788 information on their face.

1789 § 46.2-1992.60. Dealer to insert his name, date of issuance and expiration, make and identification  
1790 number of trailer.

1791 Every dealer who issues temporary license plates shall insert clearly and indelibly on the face of  
1792 each temporary license plate the name of the issuing dealer, the date of issuance and expiration, and  
1793 the make and identification number of the trailer for which issued.

1794 § 46.2-1992.61. Suspension of right of dealer to issue.

1795 The Commissioner, on determining that the provisions of this chapter or the directions of the  
1796 Department are not being complied with by any dealer, may, after a hearing, suspend the right of a  
1797 dealer to issue temporary license plates.

1798 § 46.2-1992.62. Plates to be destroyed on expiration.

1799 Every person to whom temporary license plates have been issued shall destroy them on the thirtieth  
1800 day after issue or immediately on receipt of the permanent license plates from the Department,  
1801 whichever occurs first.

1802 § 46.2-1992.63. When plates to expire; refunds or credit.

1803 Temporary license plates shall expire on the receipt of the permanent license plates from the  
1804 Department, or on the rescission of a contract to purchase a trailer, or on the expiration of, or thirty  
1805 days from the date of issuance, whichever occurs first. No refund or credit of fees paid by dealers to the  
1806 Department for temporary license plates shall be allowed, except that when the Department discontinues  
1807 the right of a dealer to issue temporary license plates, the dealer, on returning temporary license plates  
1808 to the Department, may receive a refund or a credit for them.

1809 § 46.2-1992.64. Penalties.

1810 Any person violating any of the provisions of this article shall be guilty of a Class 1 misdemeanor.

1811 § 46.2-1992.65. Watercraft trailers and watercraft trailer dealers.

1812 For the purposes of this article, the term "trailer" shall include watercraft trailers and the terms  
1813 "dealer" and "trailer dealer" shall include watercraft trailer dealers.

1814 Article 7.  
1815 Franchises.

1816 § 46.2-1992.66. Filing of franchises.

1817 Each trailer manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof shall  
1818 file with the Commissioner a true copy of each new, amended, modified, or different form or addendum  
1819 offered to more than one dealer which affects the rights, responsibilities, or obligations of the parties of  
1820 a franchise or sales, service, or sales and service agreement to be offered to a trailer dealer or  
1821 prospective trailer dealer in the Commonwealth no later than sixty days prior to the date the franchise  
1822 or sales agreement is offered. In no event shall a new, amended, modified, or different form of franchise  
1823 or sales, service, or sales and service agreement be offered a trailer dealer in the Commonwealth until  
1824 the form has been determined by the Commissioner as not containing terms inconsistent with the  
1825 provisions of this chapter. At the time a filing is made with the Commissioner pursuant to this section,  
1826 the manufacturer, factory branch, distributor, distributor branch, or subsidiary shall also give written  
1827 notice together with a copy of the papers so filed to the affected dealer or dealers.

1828 § 46.2-1992.67. Exemption of franchises from Retail Franchising Act.

1829 Franchises subject to the provisions of this chapter shall not be subject to any requirement contained  
1830 in Chapter 8 (§ 13.1-557 et seq.) of Title 13.1.

1831 § 46.2-1992.68. Coercion of retail dealer by manufacturer or distributor with respect to retail  
1832 installment sales contracts prohibited.

1833 A. It shall be unlawful for any manufacturer or distributor, or any officer, agent, or representative of  
1834 either, to coerce or attempt to coerce any retail trailer dealer or prospective retail trailer dealer in the  
1835 Commonwealth to sell, assign, or transfer any retail installment sales contract obtained by the dealer in  
1836 connection with the sale by him in the Commonwealth of trailers manufactured or sold by the  
1837 manufacturer or distributor, to a specified finance company or class of finance companies or to any  
1838 other specified persons by any of the following:

1839 1. Any statement, suggestion, promise, or threat that the manufacturer or distributor will in any  
1840 manner benefit or injure the dealer, whether the statement, suggestion, threat, or promise is expressed  
1841 or implied or made directly or indirectly.

2. Any act that will benefit or injure the dealer.

3. Any contract, or any expressed or implied offer of contract, made directly or indirectly to the dealer, for handling the trailer on the condition that the dealer sell, assign, or transfer his retail installment sales contract on the trailer, in the Commonwealth, to a specified finance company or class of finance companies or to any other specified person.

4. Any expressed or implied statement or representation made directly or indirectly that the dealer is under any obligation whatsoever to sell, assign, or transfer any of his retail sales contracts in the Commonwealth on trailers manufactured or sold by the manufacturer or distributor to a finance company, or class of finance companies, or other specified person, because of any relationship or affiliation between the manufacturer or distributor and the finance company or companies or the specified person or persons.

B. Any such statements, threats, promises, acts, contracts, or offers of contracts, when their effect may be to lessen or eliminate competition or tend to create a monopoly, are declared unfair trade practices and unfair methods of competition and are prohibited.

C. Any person violating any of the provisions of this article shall be guilty of a Class 1 misdemeanor.

§ 46.2-1992.69. Other coercion of dealers; transfer, grant, succession to and cancellation of dealer franchises; delivery of trailers, parts, and accessories.

It shall be unlawful for any manufacturer, factory branch, distributor, or distributor branch, or any field representative, officer, agent, or their representatives:

1. To coerce or attempt to coerce any dealer to accept delivery of any trailer or trailers, parts or accessories therefor, or any other commodities, which have not been ordered by the dealer.

2. To coerce or attempt to coerce any dealer to enter into an agreement with the manufacturer, factory branch, distributor, or distributor branch, or representative thereof, or do any other act unfair to the dealer, by threatening to cancel any franchise existing between the manufacturer, factory branch, distributor, distributor branch, or representative thereof and the dealer.

3. To coerce or attempt to coerce any dealer to join, contribute to, or affiliate with any advertising association.

4. To prevent or refuse to approve the sale or transfer of the ownership of a dealership by the sale of the business, stock transfer, or otherwise, or the transfer, sale, or assignment of a dealer franchise, or a change in the executive management or principal operator of the dealership, unless the franchisor provides written notice to the dealer of its objection and the reasons therefor at least thirty days prior to the proposed effective date of the transfer, sale, assignment, or change. No such objection shall be effective to prevent the sale, transfer, assignment, or change if the Commissioner has determined, if requested in writing by the dealer within thirty days after receipt of an objection to the proposed sale, transfer, or change, and after a hearing on the matter, that the failure to permit or honor the sale, transfer, assignment, or change is unreasonable under the circumstances. No franchise may be sold, assigned, or transferred unless (i) the franchisor has been given at least ninety days' prior written notice by the dealer as to the identity, financial ability, and qualifications of the proposed transferee, and (ii) the sale or transfer of the franchise and business will not involve, without the franchisor's consent, a relocation of the business.

5. To grant an additional franchise for a particular line-make of trailer in a relevant market area in which a dealer or dealers in that line-make are already located unless the franchisor has first advised in writing all other dealers in the line-make in the relevant market area. No such additional franchise may be established at the proposed site unless the Commissioner has determined, if requested by a dealer of the same line-make in the relevant market area within thirty days after receipt of the franchisor's notice of intention to establish the additional franchise, and after a hearing on the matter, that there is reasonable evidence that after the grant of the new franchise, the market will support all of the dealers in that line-make in the relevant market area. Establishing a franchised dealer in a relevant market area to replace a franchised dealer that has not been in operation for more than two years shall constitute the establishment of a new franchise subject to the terms of this subdivision. The two-year period for replacing a franchised dealer shall begin on the day the franchise was terminated, or, if a termination hearing was held, on the day the franchisor was legally permitted finally to terminate the franchise. This subdivision shall not apply to (i) the relocation of an existing dealer within that dealer's relevant market area if the relocation site is to be more than ten miles distant from any other dealer for the same line-make; (ii) the relocation of an existing dealer within that dealer's relevant market area if the relocation site is to be more distant than the existing site from all other dealers of the same line-make in that relevant market area; or (iii) the relocation of an existing new trailer dealer within two miles of the existing site of the relocating dealer.

6. Except as otherwise provided in this subdivision and notwithstanding the terms of any franchise, to terminate, cancel, or refuse to renew the franchise of any dealer without good cause and unless (i)



1903 the dealer and the Commissioner have received written notice of the franchisor's intentions at least sixty  
1904 days prior to the effective date of such termination, cancellation, or the expiration date of the franchise,  
1905 setting forth the specific grounds for the action, and (ii) the Commissioner has determined, if requested  
1906 in writing by the dealer within the sixty-day period and, after a hearing on the matter, that there is  
1907 good cause for the termination, cancellation, or nonrenewal of the franchise. In any case where a  
1908 petition is made to the Commissioner for a determination as to good cause for the termination,  
1909 cancellation, or nonrenewal of a franchise, the franchise in question shall continue in effect pending the  
1910 Commissioner's decision or, if that decision is appealed to the circuit court, pending the decision of the  
1911 circuit court. In any case in which a franchisor neither advises a dealer that it does not intend to renew  
1912 a franchise nor takes any action to renew a franchise beyond its expiration date, the franchise in  
1913 question shall continue in effect on the terms last agreed to by the parties. Notwithstanding the other  
1914 provisions of this subdivision, notice of termination, cancellation, or nonrenewal may be provided to a  
1915 dealer by a franchisor not less than fifteen days prior to the effective date of such termination,  
1916 cancellation, or nonrenewal when the grounds for such action are any of the following:

1917 a. Insolvency of the franchised trailer dealer or filing of any petition by or against the franchised  
1918 trailer dealer, under any bankruptcy or receivership law, leading to liquidation or which is intended to  
1919 lead to liquidation of the franchisee's business;

1920 b. Failure of the franchised trailer dealer to conduct its customary sales and service operations  
1921 during its posted business hours for seven consecutive business days, except where the failure results  
1922 from acts of God or circumstances beyond the direct control of the franchised trailer dealer;

1923 c. Revocation of any license which the franchised trailer dealer is required to have to operate a  
1924 dealership;

1925 d. Conviction of the dealer or any principal of the dealer of a felony.

1926 The change or discontinuance of a marketing or distribution system of a particular line-make  
1927 product by a manufacturer or distributor, while the name identification of the product is continued in  
1928 substantial form by the same or different manufacturer or distributor, may be considered to be a  
1929 franchise termination, cancellation, or nonrenewal. The provisions of this paragraph shall apply to  
1930 changes and discontinuances made after January 1, 1989, but they shall not be considered by any court  
1931 in any case in which such a change or discontinuance occurring prior to that date has been challenged  
1932 as constituting a termination, cancellation or nonrenewal.

1933 7. To fail to provide continued parts and service support to a dealer which holds a franchise in a  
1934 discontinued line-make for at least five years from the date of such discontinuance. This requirement  
1935 shall not apply to a line-make which was discontinued prior to January 1, 1989.

1936 8. To fail to allow a dealer the right at any time to designate a member of his family as a successor  
1937 to the dealership in the event of the death or incapacity of the dealer. It shall be unlawful to prevent or  
1938 refuse to honor the succession to a dealership by a member of the family of a deceased or incapacitated  
1939 dealer if the franchisor has not provided to the member of the family previously designated by the  
1940 dealer as his successor written notice of its objections to the succession and of such person's right to  
1941 seek a hearing on the matter before the Commissioner pursuant to this article, and the Commissioner  
1942 determines, if requested in writing by such member of the family within thirty days of receipt of such  
1943 notice from the franchisor, and after a hearing on the matter before the Commissioner pursuant to this  
1944 article, that the failure to permit or honor the succession is unreasonable under the circumstances. No  
1945 member of the family may succeed to a franchise unless (i) the franchisor has been given written notice  
1946 as to the identity, financial ability, and qualifications of the member of the family in question and (ii)  
1947 the succession to the franchise will not involve, without the franchisor's consent, a relocation of the  
1948 business.

1949 9. To fail to ship monthly to any dealer, if ordered by the dealer, the number of new trailers of each  
1950 make, series, and model needed by the dealer to receive a percentage of total new trailer sales of each  
1951 make, series, and model equitably related to the total new trailer production or importation currently  
1952 being achieved nationally by each make, series, and model covered under the franchise. Upon the  
1953 written request of any dealer holding its sales or sales and service franchise, the manufacturer or  
1954 distributor shall disclose to the dealer in writing the basis upon which new trailers are allocated,  
1955 scheduled, and delivered to the dealers of the same line-make. If allocation is at issue in a request for a  
1956 hearing, the dealer may demand the Commissioner to direct that the manufacturer or distributor provide  
1957 to the dealer, within thirty days of such demand, all records of sales and all records of distribution of  
1958 all trailers to the same line-make dealers who compete with the dealer requesting the hearing.

1959 10. To require or otherwise coerce a dealer to underutilize the dealer's facilities.

1960 11. To include in any franchise with a trailer dealer terms that are contrary to, prohibited by, or  
1961 otherwise inconsistent with the requirements of this chapter.

1962 12. For any franchise agreement to require a trailer dealer to pay the attorney's fees of the  
1963 manufacturer or distributor related to hearings and appeals brought under this article.

1964 13. To fail to include in any franchise with a trailer dealer the following language: "If any provision



herein contravenes the laws or regulations of any state or other jurisdiction wherein this agreement is to be performed, or denies access to the procedures, forums, or remedies provided for by such laws or regulations, such provision shall be deemed to be modified to conform to such laws or regulations, and all other terms and provisions shall remain in full force," or words to that effect.

§ 46.2-1992.70. Manufacturer or distributor right of first refusal.

Notwithstanding the terms of any franchise agreement, in the event of a proposed sale or transfer of a dealership, the manufacturer or distributor shall be permitted to exercise a right of first refusal to acquire the new trailer dealer's assets or ownership, if such sale or transfer is conditioned upon the manufacturer's or dealer's entering into a dealer agreement with the proposed new owner or transferee, only if all the following requirements are met:

1. To exercise its right of first refusal, the manufacturer or distributor must notify the dealer in writing within forty-five days of its receipt of the completed proposal for the proposed sale transfer;

2. The exercise of the right of first refusal will result in the dealer's and dealer's owner's receiving the same or greater consideration as they have contracted to receive in connection with the proposed change of ownership or transfer;

3. The proposed sale or transfer of the dealership's assets does not involve the transfer or sale to a member or members of the family of one or more dealer owners, or to a qualified manager or a partnership or corporation controlled by such persons; and

4. The manufacturer or distributor agrees to pay the reasonable expenses, including attorney's fees which do not exceed the usual, customary, and reasonable fees charged for similar work done for other clients, incurred by the proposed new owner and transferee prior to the manufacturer's or distributor's exercise of its right of first refusal in negotiating and implementing the contract for the proposed sale or transfer of the dealership or dealership assets. Notwithstanding the foregoing, no payment of such expenses and attorney's fees shall be required if the dealer has not submitted or caused to be submitted an accounting of those expenses within thirty days of the dealer's receipt of the manufacturer's or distributor's written request for such an accounting. Such accounting may be requested by a manufacturer or distributor before exercising its right of first refusal.

§ 46.2-1992.71. Discontinuation of distributors.

If the contract between a distributor and a manufacturer or importer is terminated or otherwise discontinued, all franchises granted to trailer dealers in Virginia by that distributor shall continue in full force and shall not be affected by the discontinuance, except that the manufacturer, factory branch, distributor, representative, or other person who undertakes to distribute trailers of the same line-make or the same trailers of a renamed line-make shall be substituted for the discontinued distributor under the existing trailer dealer franchises and those franchises shall be modified accordingly.

§ 46.2-1992.72. Warranty obligations.

A. Each trailer manufacturer, factory branch, distributor, or distributor branch shall (i) specify in writing to each of its trailer dealers licensed in the Commonwealth the dealer's obligations for preparation, delivery, and warranty service on its products and (ii) compensate the dealer for warranty parts, service and diagnostic work required of the dealer by the manufacturer or distributor as follows:

1. Compensation of a dealer for warranty parts, service and diagnostic work shall not be less than the amounts charged by the dealer for the manufacturer's or distributor's original parts, service and diagnostic work to retail customers for nonwarranty service, parts and diagnostic work installed or performed in the dealer's service department unless the amounts are not reasonable;

2. For purposes of determining warranty parts and service compensation, menu-priced parts or services, group discounts, special event discounts, and special event promotions shall not be considered in determining amounts charged by the dealer to retail customers;

3. Increases in dealer warranty parts and service compensation and diagnostic work compensation, pursuant to this section, shall be requested by the dealer in writing, shall be based on 100 consecutive repair orders or all repair orders over a ninety-day period, whichever occurs first and, in the case of parts, shall be stated as a percentage of markup which shall be uniformly applied to all the manufacturer's or distributor's parts;

4. In the case of warranty parts compensation, the provisions of this subdivision shall be effective only for model year 1992 and succeeding model years;

5. If a manufacturer or distributor furnishes a part to a dealer at no cost for use by the dealer in performing work for which the manufacturer or distributor is required to compensate the dealer under this section, the manufacturer or distributor shall compensate the dealer for the part in the same manner as warranty parts compensation, less the wholesale costs, for such part as listed in the manufacturer's current price schedules; or

6. In the case of service work, manufacturer original parts or parts otherwise specified by the manufacturer or distributor, and parts provided by a dealer either pursuant to an adjustment program as defined in § 59.1-207.34 or as otherwise requested by the manufacturer or distributor, the dealer

2026 shall be compensated in the same manner as for warranty service or parts.

2027 This section does not apply to compensation for parts such as components, systems, fixtures,  
2028 appliances, furnishings, accessories, and features that are designed, used, and maintained primarily for  
2029 nonvehicular, residential purposes. Warranty audits of dealer records may be conducted by the  
2030 manufacturer, factory branch, distributor, or distributor branch on a reasonable basis, and dealer  
2031 claims for warranty compensation shall not be denied except for good cause, such as performance of  
2032 nonwarranty repairs, lack of material documentation, fraud, or misrepresentation. Claims for dealer  
2033 compensation shall be paid within thirty days of dealer submission or within thirty days of the end of an  
2034 incentive program or rejected in writing for stated reasons. The manufacturer, factory branch,  
2035 distributor, or distributor branch shall reserve the right to reasonable periodic audits to determine the  
2036 validity of all such paid claims for dealer compensation. Any chargebacks for warranty parts or service  
2037 compensation and service incentives shall only be for the twelve-month period immediately following the  
2038 date of the claim and, in the case of chargebacks for sales compensation only, for the eighteen-month  
2039 period immediately following the date of claim. However, such limitations shall not be effective in the  
2040 case of intentionally false or fraudulent claims.

2041 B. It shall be unlawful for any trailer manufacturer, factory branch, distributor, or distributor branch  
2042 to:

- 2043 1. Fail to perform any of its warranty obligations, including tires, with respect to a trailer;
- 2044 2. Fail to assume all responsibility for any liability resulting from structural or production defects;
- 2045 3. Fail to include in written notices of factory recalls to trailer owners and dealers the expected date  
2046 by which necessary parts and equipment will be available to dealers for the correction of defects;
- 2047 4. Fail to compensate any of the trailer dealers licensed in the Commonwealth for repairs effected by  
2048 the dealer of merchandise damaged in manufacture or transit to the dealer where the carrier is  
2049 designated by the manufacturer, factory branch, distributor, or distributor branch;
- 2050 5. Fail to compensate its trailer dealers licensed in the Commonwealth for warranty parts, work, and  
2051 service pursuant to subsection A of this section, or for legal costs and expenses incurred by such  
2052 dealers in connection with warranty obligations for which the manufacturer, factory branch, distributor,  
2053 or distributor branch is legally responsible or which the manufacturer, factory branch, distributor, or  
2054 distributor branch imposes upon the dealer;
- 2055 6. Misrepresent in any way to purchasers of trailers that warranties with respect to the manufacture,  
2056 performance, or design of the trailer are made by the dealer, either as warrantor or co-warrantor;
- 2057 7. Require the dealer to make warranties to customers in any manner related to the manufacture,  
2058 performance, or design of the trailer; or
- 2059 8. Shift or attempt to shift to the trailer dealer, directly or indirectly, any liabilities of the  
2060 manufacturer, factory branch, distributor or distributor branch under the Virginia Motor Vehicle  
2061 Warranty Enforcement Act (§ 59.1-207.9 et seq.), unless such liability results from the act or omission  
2062 by the dealer.

2063 C. Notwithstanding the terms of any franchise, it shall be unlawful for any trailer manufacturer,  
2064 factory branch, distributor, or distributor branch to fail to indemnify and hold harmless its trailer  
2065 dealers against any losses or damages arising out of complaints, claims, or suits relating to the  
2066 manufacture, assembly, or design of trailers, parts, or accessories, or other functions by the  
2067 manufacturer, factory branch, distributor, or distributor branch beyond the control of the dealer,  
2068 including, without limitation, the selection by the manufacturer, factory branch, distributor, or  
2069 distributor branch of parts or components for the trailer or any damages to merchandise occurring in  
2070 transit to the dealer where the carrier is designated by the manufacturer, factory branch, distributor, or  
2071 distributor branch. The dealer shall notify the manufacturer of pending suits in which allegations are  
2072 made which come within this subsection whenever reasonably practicable to do so. Every trailer dealer  
2073 franchise issued to, amended, or renewed for trailer dealers in Virginia shall be construed to  
2074 incorporate provisions consistent with the requirements of this subsection.

2075 D. On any new trailer, any uncorrected damage or any corrected damage exceeding three percent of  
2076 the manufacturer's or distributor's suggested retail price as defined in 15 U.S.C. §§ 1231-1233, as  
2077 measured by retail repair costs, must be disclosed to the dealer in writing prior to delivery. Factory  
2078 mechanical repair and damage to glass, tires, and bumpers are excluded from the three percent rule  
2079 when properly replaced by identical manufacturer's or distributor's original equipment or parts.  
2080 Whenever a new trailer is damaged in transit, when the carrier or means of transportation is  
2081 determined by the manufacturer or distributor, or whenever a trailer is otherwise damaged prior to  
2082 delivery to the new trailer dealer, the new trailer dealer shall:

- 2083 1. Notify the manufacturer or distributor of the damage within three business days from the date of  
2084 delivery of the new trailer to the new trailer dealership or within the additional time specified in the  
2085 franchise; and
- 2086 2. Request from the manufacturer or distributor authorization to replace the components, parts, and  
2087 accessories damaged or otherwise correct the damage, unless the damage to the trailer exceeds the

three percent rule, in which case the dealer may reject the trailer within three business days.

E. If the manufacturer or distributor refuses or fails to authorize correction of such damage within ten days after receipt of notification, or if the dealer rejects the trailer because damage exceeds the three percent rule, ownership of the new trailer shall revert to the manufacturer or distributor, and the new trailer dealer shall have no obligation, financial or otherwise, with respect to such trailer. Should either the manufacturer, distributor, or the dealer elect to correct the damage or any other damage exceeding the three percent rule, full disclosure shall be made by the dealer in writing to the buyer and an acknowledgment by the buyer is required. If there is less than three percent damage, no disclosure is required, provided the damage has been corrected. Predelivery mechanical work shall not require a disclosure. Failure to disclose any corrected damage within the knowledge of the selling dealer to a new trailer in excess of the three percent rule shall constitute grounds for revocation of the buyer order, provided that, within thirty days of purchase, the trailer is returned to the dealer with an accompanying written notice of the grounds for revocation. In case of revocation pursuant to this section, the dealer shall accept the trailer and refund any payments made to the dealer in connection with the transaction, less a reasonable allowance for the consumer's use of the trailer as defined in § 59.1-207.11.

F. If there is a dispute between the manufacturer, factory branch, distributor, or distributor branch and the dealer with respect to any matter referred to in subsection A, B, or C of this section, either party may petition the Commissioner in writing, within thirty days after either party has given written notice of the dispute to the other, for a hearing. The decision of the Commissioner shall be binding on the parties, subject to rights of judicial review and appeal as provided in Chapter 1.1:1 (§ 9-6.14:1 et seq.) of Title 9. However, nothing contained in this section shall give the Commissioner any authority as to the content or interpretation of any manufacturer's or distributor's warranty.

§ 46.2-1992.73. Operation of dealership by manufacturer.

It shall be unlawful for any trailer manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof, to own, operate, or control any trailer dealership in the Commonwealth. However, this section shall not prohibit:

1. The operation by a manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof, of a dealership for a temporary period, not to exceed one year, during the transition from one owner or operator to another;

2. The ownership or control of a dealership by a manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof, while the dealership is being sold under a bona fide contract or purchase option to the operator of the dealership;

3. The ownership, operation, or control of a dealership by a manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof, if the manufacturer, factory branch, distributor, distributor branch, or subsidiary has been engaged in the retail sale of trailers through the dealership for a continuous period of three years prior to July 1, 1972, and if the Commissioner determines, after a hearing on the matter at the request of any party, that there is no dealer independent of the manufacturer or distributor, factory branch or distributor branch, or subsidiary thereof available in the community to own and operate the franchise in a manner consistent with the public interest;

4. The ownership, operation, or control of a dealership by a manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof if the Commissioner determines, after a hearing at the request of any party, that there is no dealer independent of the manufacturer or distributor, factory branch or distributor branch, or subsidiary thereof available in the community or trade area to own and operate the franchise in a manner consistent with the public interest.

§ 46.2-1992.74. Ownership of service facilities.

It shall be unlawful for any trailer manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof, to own, operate, or control, either directly or indirectly, any trailer warranty or service facility located in the Commonwealth. Nothing in this section shall prohibit any trailer manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof, from owning, operating, or controlling any warranty or service facility for warranty or service of trailers owned or operated by the manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof. Nothing contained in this section shall prohibit a trailer manufacturer, factory branch, distributor, or distributor branch from performing service for reasons of compliance with an order of a court of competent jurisdiction or of warranty under Chapter 17.3 (§ 59.1-207.9 et seq.) of Title 59.1.

§ 46.2-1992.75. Hearings and other remedies.

A. In every case of a hearing before the Commissioner authorized under this article, the Commissioner shall give reasonable notice of each hearing to all interested parties, and the Commissioner's decision shall be binding on the parties, subject to the rights of judicial review and appeal as provided in Chapter 1.1:1 (§ 9-6.14:1 et seq.) of Title 9.

B. Hearings before the Commissioner under this article shall commence within ninety days of the request for a hearing and the Commissioner's decision shall be rendered within sixty days from the

2149 receipt of the hearing officer's recommendation. Hearings authorized under this article shall be presided  
2150 over by a hearing officer selected from a list prepared by the Executive Secretary of the Supreme Court  
2151 of Virginia. On request of the Commissioner, the Executive Secretary will name a hearing officer from  
2152 the list, selected on a rotation system administered by the Executive Secretary. The hearing officer shall  
2153 provide recommendations to the Commissioner within ninety days of the conclusion of the hearing.

2154 C. Notwithstanding any contrary provision of this article, the Commissioner shall initiate  
2155 investigations, conduct hearings, and determine the rights of parties under this article whenever he is  
2156 provided information indicating a possible violation of any provision of this article.

2157 D. For purposes of any matter brought to the Commissioner under subdivisions 3, 4, 5, 6 and 9 of  
2158 § 46.2-1992.69 with respect to which the Commissioner is to determine whether there is good cause for  
2159 a proposed action or whether it would be unreasonable under the circumstances, the Commissioner  
2160 shall consider:

- 2161 1. The volume of the affected dealer's business in the relevant market area;
- 2162 2. The nature and extent of the dealer's investment in its business;
- 2163 3. The adequacy of the dealer's service facilities, equipment, parts, supplies, and personnel;
- 2164 4. The effect of the proposed action on the community;
- 2165 5. The extent and quality of the dealer's service under trailer warranties;
- 2166 6. The dealer's performance under the terms of its franchise; and
- 2167 7. Other economic and geographical factors reasonably associated with the proposed action.

2168 With respect to subdivision 6 of this subsection, any performance standard or program for measuring  
2169 dealership performance that may have a material effect on a dealer, and the application of any such  
2170 standard or program by a manufacturer or distributor, shall be fair, reasonable, and equitable and, if  
2171 based upon a survey, shall be based upon a statistically valid sample. Upon the request of any dealer, a  
2172 manufacturer or distributor shall disclose in writing to the dealer a description of how a performance  
2173 standard or program is designed and all relevant information used in the application of the performance  
2174 standard or program to that dealer.

2175 § 46.2-1992.76. Late model and factory repurchase franchises.

2176 Franchised late model or factory repurchase trailer dealers shall have the same rights and  
2177 obligations as provided for franchised new trailer dealers in this article, mutatis mutandis.

2178 § 46.2-1992.77. Watercraft trailers and watercraft trailer dealers.

2179 For the purposes of this article, the term "trailer" shall include watercraft trailers and the terms  
2180 "dealer" and "trailer dealer" shall include watercraft trailer dealers.

2181 Article 8.

2182 Denial, Suspension, and Revocation of Dealer Licenses.

2183 § 46.2-1992.78. Acts of officers, directors, partners, and salespersons.

2184 If a licensee or registrant is a partnership or corporation, it shall be sufficient cause for the denial,  
2185 suspension, or revocation of a license or certificate of dealer registration that any officer, director, or  
2186 trustee of the partnership or corporation, or any member in the case of a partnership or the  
2187 dealer-operator, has committed any act or omitted any duty which would be cause for refusing,  
2188 suspending, or revoking a license or certificate of dealer registration issued to him as an individual  
2189 under this chapter. Each licensee or registrant shall be responsible for the acts of any of his  
2190 salespersons while acting as his agent, if the licensee approved of those acts or had knowledge of those  
2191 acts or other similar acts and, after such knowledge, retained the benefit, proceeds, profits, or  
2192 advantages accruing from those acts or otherwise ratified those acts.

2193 § 46.2-1992.79. Grounds for denying, suspending, or revoking licenses or certificates of dealer  
2194 registration or qualification.

2195 A license or certificate of dealer registration or qualification issued under this subtitle may be  
2196 denied, suspended, or revoked on any one or more of the following grounds:

- 2197 1. Material misstatement or omission in application for license, dealer's license plates, certificate of  
2198 dealer registration, certificate of qualification, or certificate of title;
- 2199 2. Failure to comply subsequent to receipt of a written warning from the Department or any willful  
2200 failure to comply with any provision of this chapter or any applicable provision of this subtitle or any  
2201 applicable regulation promulgated by under this subtitle;
- 2202 3. Failure to have an established place of business as defined in § 46.2-1992.8 or failure to have as  
2203 the dealer-operator an individual who holds a valid certificate of qualification;
- 2204 4. Defrauding any retail buyer, to the buyer's damage, or any other person in the conduct of the  
2205 licensee's or registrant's business;
- 2206 5. Employment of fraudulent devices, methods or practices in connection with compliance with the  
2207 requirements under the statutes of the Commonwealth with respect to the retaking of vehicles under  
2208 retail installment contracts and the redemption and resale of those vehicles;
- 2209 6. Having used deceptive acts or practices;
- 2210 7. Knowingly advertising by any means any assertion, representation, or statement of fact which is

untrue, misleading, or deceptive in any particular relating to the conduct of the business licensed or registered under this subtitle or for which a license or registration is sought under this subtitle;

8. Having been convicted of any fraudulent act in connection with the business of selling vehicles or any consumer-related fraud;

9. Having been convicted of any criminal act involving the business of selling vehicles;

10. Willfully retaining in his possession title to a vehicle that has not been completely and legally assigned to him;

11. Failure to comply with any provision of Chapter 4.1 (§ 36-85.2 et seq.) of Title 36 or any regulation promulgated pursuant to that chapter;

12. Leasing, renting, lending, or otherwise allowing the use of a dealer's license plate by persons not specifically authorized under this title;

13. Having been convicted of a felony;

14. Failure to submit to the Department, within thirty days from the date of sale, any application, tax, or fee collected for the Department on behalf of a buyer;

15. Having been convicted of larceny of a vehicle or receipt or sale of a stolen vehicle; or

16. Having been convicted of odometer tampering or any related violation;

17. If a salvage dealer, salvage pool, or rebuilder, failing to comply with any provision of Chapter 16 of this title or any regulation promulgated by the Commissioner under that chapter; or

18. Failing to maintain liability insurance, issued by a company licensed to do business in the Commonwealth, or a certificate of self-insurance as defined in § 46.2-368, with respect to each dealer's license plate issued to the dealer by the Department.

§ 46.2-1992.80. Suspension, revocation, and refusal to renew licenses or certificates of dealer registration or qualification; notice and hearing.

A. Except as provided in subsection B of this section, no license or certificate of dealer registration or qualification issued under this subtitle shall be suspended or revoked, or renewal thereof refused, until a written copy of the complaint made has been furnished to the licensee, registrant, or qualifier against whom the same is directed and a public hearing thereon has been had before the Commissioner. At least ten days' written notice of the time and place of the hearing shall be given to the licensee, registrant, or qualifier by registered mail addressed to his last known post-office address or as shown on his license or certificate or other record of information in possession of the Commissioner. At the hearing the licensee, registrant, or qualifier shall have the right to be heard personally or by counsel. After hearing, the Commissioner may suspend, revoke, or refuse to renew the license or certificate in question. Immediate notice of any suspension, revocation, or refusal shall be given to the licensee, registrant, or qualifier in the same manner provided in this section for giving notices of hearing.

B. Should a dealer fail to maintain an established place of business, the Commissioner may cancel the license of the dealer without a hearing after notification of the intent to cancel has been sent, by return receipt mail, to the dealer at the dealer's residence and business addresses, and the notices are returned undelivered or the dealer does not respond within twenty days from the date the notices were sent. Any subsequent application for a dealer's license shall be treated as an original application.

§ 46.2-1992.81. Appeals from actions of the Commissioner.

Any person aggrieved by the action of the Commissioner in refusing to grant or renew a license or certificate of dealer registration or qualification issued under this chapter, or by any other action of the Commissioner which is alleged to be improper, unreasonable, or unlawful under the provisions of this chapter is entitled to judicial review in accordance with the provisions of the Administrative Process Act (§ 9-6.14:1 et seq.).

§ 46.2-1992.82. Appeals to Court of Appeals; bond.

Either party may appeal from the decision of the court under § 46.2-1992.81 to the Court of Appeals. These appeals shall be taken and prosecuted in the same manner and with like effect as is provided by law in other cases appealed as a matter of right to the Court of Appeals.

No appeal shall be taken on behalf of the person whose license or certificate of registration or qualification was suspended or revoked until the person enters into a proper bond with surety approved by the trial court in an amount determined by the trial court, not to exceed \$5,000, to observe the motor vehicle laws of the Commonwealth, including the provisions of this chapter, until final judgment of the Court of Appeals.

§ 46.2-1992.83. Equitable remedies not impaired.

The remedy at law provided by §§ 46.2-1992.81 and 46.2-1992.82 shall not in any manner impair the right to applicable equitable relief. That right to equitable relief is hereby preserved, notwithstanding the provisions of §§ 46.2-1992.81 and 46.2-1992.82.

Article 9.

Trailer Dealer Advertising.

§ 46.2-1992.84. Regulated advertising practices.

2272 For purposes of this chapter, a violation of the following regulated advertising practices shall be an  
2273 unfair, deceptive, or misleading act or practice.

2274 1. A trailer shall not be advertised as new, either by word or implication, unless it is one which  
2275 conforms to the requirements of § 46.2-1992.

2276 2. When advertising any trailer which does not conform to the definition of "new" as provided in  
2277 § 46.2-1992, the fact that it is used shall be clearly and unequivocally expressed by the term "used" or  
2278 by such other term as is commonly understood to mean that the trailer is used. By way of example but  
2279 not by limitation, "special purchase" by itself is not a satisfactory disclosure; however, such terms as  
2280 "demonstrator" or "former leased trailers" used alone clearly express that the trailers are used for  
2281 advertising purposes.

2282 3. Advertisement of finance charges or other interest rates shall not be used when there is a cost to  
2283 buy-down said charge or rate which is passed on, in whole or in part, to the purchaser.

2284 4. Terms, conditions, and disclaimers shall be stated clearly and conspicuously. An asterisk or other  
2285 reference symbol may be used to point to a disclaimer or other information, but shall not be used as a  
2286 means of contradicting or changing the meaning of an advertised statement.

2287 5. The expiration date of an advertised sale shall be clearly and conspicuously disclosed.

2288 6. The term "list price," "sticker price," or "suggested retail price" and similar terms, shall be used  
2289 only in reference to the manufacturer's suggested retail price for new trailers or the dealer's own usual  
2290 and customary price for used trailers.

2291 7. Terms such as "at cost," "below cost," "\$ off cost" shall not be used in advertisements because of  
2292 the difficulty in determining a dealer's actual net cost at the time of the sale. Terms such as "invoice  
2293 price," "\$ over invoice," may be used, provided that the invoice referred to is the manufacturer's factory  
2294 invoice or a bona fide bill of sale and the invoice or bill of sale is available for customer inspection.

2295 "Manufacturer's factory invoice" means that document supplied by the manufacturer to the dealer  
2296 listing the manufacturer's charge to the dealer before any deduction for holdback, group advertising,  
2297 factory incentives or rebates, or any governmental charges.

2298 8. When the price or credit terms of a trailer are advertised, the trailer shall be fully identified as to  
2299 year, make, and model. In addition, in advertisements placed by individual dealers and not line-make  
2300 marketing groups, the stated price or credit terms shall include all charges which the buyer must pay to  
2301 the seller, except buyer-selected options, state and local fees and taxes, and manufacturer's or  
2302 distributor's freight or destination charges. If freight or destination charges are not included in the  
2303 advertised price, the amount of any such freight or destination charge must be clearly and  
2304 conspicuously disclosed.

2305 9. Advertisements which set out a policy of matching or bettering competitors' prices shall not be  
2306 used unless the terms of the offer are specific, verifiable and reasonable.

2307 10. Advertisements of "dealer rebates" shall not be used. This does not affect advertisement of  
2308 manufacturer rebates.

2309 11. "Free," "at no cost," or other words to that effect shall not be used unless the "free" item,  
2310 merchandise, or service is available without a purchase. This provision shall not apply to advertising  
2311 placed by manufacturers, distributors, or line-make marketing groups.

2312 12. "Bait" advertising, in which an advertiser may have no intention to sell at the price or terms  
2313 advertised, shall not be used. By way of example, but not by limitation:

2314 a. If a specific trailer is advertised, the seller shall be in possession of a reasonable supply of said  
2315 trailers, and they shall be available at the advertised price. If the advertised trailer is available only in  
2316 limited numbers or only by order, that shall be stated in the advertisement. For purposes of this  
2317 subdivision, the listing of a trailer by stock number or vehicle identification number in the advertisement  
2318 for a used trailer is one means of satisfactorily disclosing a limitation of availability. Stock numbers or  
2319 vehicle identification numbers shall not be used in advertising a new trailer unless the advertisement  
2320 clearly and conspicuously discloses that it relates to only one trailer;

2321 b. Advertising a trailer at a certain price, including "as low as" statements, but having available for  
2322 sale only trailers equipped with dealer added cost "options" which increase the selling price, above the  
2323 advertised price, shall also be considered "bait" advertising;

2324 c. If a lease payment is advertised, the fact that it is a lease arrangement shall be disclosed.

2325 13. The term "repossessed" shall be used only to describe trailers that have been sold, registered,  
2326 titled and then taken back from a purchaser and not yet resold to an ultimate user. Advertisers offering  
2327 repossessed trailers for sale shall provide proof of repossession upon request.

2328 14. Words such as "finance" or "loan" shall not be used in a trailer advertiser's firm name or trade  
2329 name, unless that person is actually engaged in the financing of trailers.

2330 15. Any advertisement which gives the impression a dealer has a special arrangement or relationship  
2331 with the distributor or manufacturer, as compared to similarly situated dealers, shall not be used.

2332 § 46.2-1992.85. Enforcement; regulations.

2333 The Commissioner may promulgate regulations reasonably necessary for enforcement of this article.

In addition to any other sanctions or remedies available to the Commissioner under this chapter, the Commissioner may assess a civil penalty not to exceed \$1,000 for any single violation of this article. Each day that a violation continues shall constitute a separate violation.

## CHAPTER 19.2

### MOTORCYCLE DEALERS.

#### Article 1.

#### Motorcycle Dealers Generally.

§ 46.2-1993. Definitions.

Unless the context otherwise requires, the following words and terms for the purpose of this chapter shall have the following meanings:

"Certificate of origin" means the document provided by the manufacturer of a new motorcycle, or its distributor, which is the only valid indication of ownership between the manufacturer, its distributor, its franchised motorcycle dealers, and the original purchaser not for resale.

"Dealer-operator" means the individual who works at the established place of business of a dealer and who is responsible for and in charge of day-to-day operations of that place of business.

"Distributor" means a person who sells or distributes new motorcycles pursuant to a written agreement with the manufacturer, to franchised motorcycle dealers in the Commonwealth.

"Distributor branch" means a branch office maintained by a distributor for the sale of motorcycles to motorcycle dealers or for directing or supervising, in whole or in part, its representatives in the Commonwealth.

"Distributor representative" means a person employed by a distributor or by a distributor branch, for the purpose of making or promoting the sale of motorcycles or for supervising or contacting its dealers, prospective dealers, or representatives in the Commonwealth.

"Factory branch" means a branch office maintained by a person for the sale of motorcycles to distributors or for the sale of motorcycles to motorcycle dealers, or for directing or supervising, in whole or in part, its representatives in the Commonwealth.

"Factory representative" means a person employed by a person who manufactures or assembles motorcycles, or by a factory branch for the purpose of making or promoting the sale of its motorcycles, or for supervising or contacting its dealers, prospective dealers, or representatives in the Commonwealth.

"Factory repurchase motorcycle" means a motorcycle sold, leased, rented, consigned, or otherwise transferred to a person under an agreement that the motorcycle will be resold or otherwise retransferred only to the manufacturer or distributor of the motorcycle, and which is reacquired by the manufacturer or distributor, or its agents.

"Family member" means a person who either (i) is the spouse, child, grandchild, spouse of a child, spouse of a grandchild, brother, sister, or parent of the dealer or owner, or (ii) has been employed continuously by the dealer for at least five years.

"Franchise" means a written contract or agreement between two or more persons whereby one person, the franchisee, is granted the right to engage in the business of offering and selling, servicing, or offering, selling, and servicing new motorcycles of a particular line-make or late model or factory repurchase motorcycles of a particular line-make manufactured or distributed by the grantor of the right, the franchisor, and where the operation of the franchisee's business is substantially associated with the franchisor's trademark, trade name, advertising, or other commercial symbol designating the franchisor, the motorcycle or its manufacturer or distributor. The term shall include any severable part or parts of a franchise agreement which separately provides for selling and servicing different line-makes of the franchisor.

"Franchised late model or factory repurchase motorcycle dealer" means a dealer in late model or factory repurchase motorcycles, including a franchised new motorcycle dealer, that has a franchise agreement with a manufacturer or distributor of the line-make of the late model or factory repurchase motorcycles.

"Franchised motorcycle dealer" or "franchised dealer" means a dealer in new motorcycles that has a franchise agreement with a manufacturer or distributor of new motorcycles.

"Independent motorcycle dealer" means a dealer in used motorcycles.

"Late model motorcycle" means a motorcycle of the current model year and the immediately preceding model year.

"Manufacturer" means a person engaged in the business of constructing or assembling new motorcycles.

"Motorcycle" means every motor vehicle designed to travel on not more than three wheels in contact with the ground, except any vehicle included within the term "farm vehicle" or "moped" as defined in § 46.2-100.

"Motorcycle dealer" or "dealer" means any person who:



2395 1. For commission, money, or other thing of value, buys, sells, exchanges, either outright or on  
2396 conditional sale, bailment lease, chattel mortgage, or otherwise or arranges or offers or attempts to  
2397 solicit or negotiate on behalf of others a sale, purchase, or exchange of an interest in new motorcycles,  
2398 new and used motorcycles, or used motorcycles alone, whether or not the motorcycles are owned by  
2399 him;

2400 2. Is wholly or partly engaged in the business of selling new motorcycles, new and used motorcycles,  
2401 or used motorcycles only, whether or not the motorcycles are owned by him; or

2402 3. Offers to sell, sells, displays, or permits the display for sale, of five or more motorcycles within  
2403 any twelve consecutive months.

2404 The term "motorcycle dealer" does not include:

2405 1. Receivers, trustees, administrators, executors, guardians, or other persons appointed by or acting  
2406 under judgment or order of any court or their employees when engaged in the specific performance of  
2407 their duties as employees.

2408 2. Public officers, their deputies, assistants, or employees, while performing their official duties.

2409 3. Persons other than business entities primarily engaged in the leasing or renting of motorcycles to  
2410 others when selling or offering such motorcycles for sale at retail, disposing of motorcycles acquired for  
2411 their own use and actually so used, when the motorcycles have been so acquired and used in good faith  
2412 and not for the purpose of avoiding the provisions of this chapter.

2413 4. Any financial institution chartered or authorized to do business under the laws of the  
2414 Commonwealth or the United States which may have received title to a motorcycle in the normal course  
2415 of its business by reason of a foreclosure, other taking, repossession, or voluntary reconveyance to that  
2416 institution occurring as a result of any loan secured by a lien on the motorcycle.

2417 5. An employee of an organization arranging for the purchase or lease by the organization of  
2418 motorcycles for use in the organization's business.

2419 6. Any person who permits the operation of a motorcycle show or permits the display of motorcycles  
2420 for sale by any motorcycle dealer licensed under this chapter.

2421 7. An insurance company authorized to do business in the Commonwealth that sells or disposes of  
2422 motorcycles under a contract with its insured in the regular course of business.

2423 8. Any publication, broadcast, or other communications media when engaged in the business of  
2424 advertising, but not otherwise arranging for the sale of motorcycles owned by others.

2425 9. Any person dealing solely in the sale or lease of motorcycles designed exclusively for off-road use.

2426 10. Any credit union authorized to do business in Virginia, provided the credit union does not  
2427 receive a commission, money, or other thing of value directly from a motorcycle dealer.

2428 "Motorcycle salesperson" or "salesperson" means any person who is licensed as and employed as a  
2429 salesperson by a motorcycle dealer to sell or exchange motorcycles.

2430 "Motorcycle show" means a display of motorcycles to the general public at a location other than a  
2431 dealer's location licensed under this chapter where the motorcycles are not being offered for sale or  
2432 exchange during or as part of the display.

2433 "New motorcycle" means any motorcycle which (i) has not been previously sold except in good faith  
2434 for the purpose of resale, (ii) has not been used as a rental, driver education, or demonstration  
2435 motorcycle, or for the personal and business transportation of the manufacturer, distributor, dealer, or  
2436 any of his employees, (iii) has not been used except for limited use necessary in moving or road testing  
2437 the motorcycle prior to delivery to a customer, (iv) is transferred by a certificate of origin, and (v) has  
2438 the manufacturer's certification that it conforms to all applicable federal motorcycle safety and emission  
2439 standards. Notwithstanding provisions (i) and (iii), a motorcycle that has been previously sold but not  
2440 titled shall be deemed a new motorcycle if it meets the requirements of provisions (ii), (iv), and (v).

2441 "Relevant market area" means as follows:

2442 1. In metropolitan localities with a population of 250,000, the relevant market area shall be a  
2443 circular area around an existing franchised dealer not to exceed a radius of ten miles, but in no case  
2444 less than seven miles.

2445 2. If the population in an area within a radius of ten miles around an existing franchised dealer is  
2446 less than 250,000, but the population in an area within a radius of fifteen miles around an existing  
2447 franchised dealer is 150,000 or more, the relevant market area shall be that area within the fifteen-mile  
2448 radius.

2449 3. In all other cases the relevant market area shall be an area within a radius of twenty miles  
2450 around an existing franchised dealer or the area of responsibility defined in the franchise, whichever is  
2451 greater. In any case where the franchise agreement is silent as to area responsibility, the relevant  
2452 market area shall be the greater of an area within a radius of twenty miles around an existing  
2453 franchised dealer or that area in which the franchisor otherwise requires the franchisee to make  
2454 significant retail sales or sales efforts.

2455 In determining population for this definition, the most recent census by the U.S. Bureau of the  
2456 Census or the most recent population update, either from the National Planning Data Corporation or



other similar recognized source, shall be accumulated for all census tracts either wholly or partially within the relevant market area.

"Retail installment sale" means every sale of one or more motorcycles to a buyer for his use and not for resale, in which the price of the motorcycle is payable in one or more installments and in which the seller has either retained title to the goods or has taken or retained a security interest in the goods under form of contract designated either as a security agreement, conditional sale, bailment lease, chattel mortgage, or otherwise.

"Sale at retail" or "retail sale" means the act or attempted act of selling, bartering, exchanging, or otherwise disposing of a motorcycle to a buyer for his personal use and not for resale.

"Sale at wholesale" or "wholesale" means a sale to motorcycle dealers or wholesalers other than to consumers, or a sale to one who intends to resell.

"Used motorcycle" means any motorcycle other than a new motorcycle as defined in this section.

"Wholesale auction" means an auction of motorcycles restricted to sales at wholesale.

§ 46.2-1993.1. General powers of Commissioner.

The Commissioner shall promote the interest of the retail buyers of motorcycles and endeavor to prevent unfair methods of competition and unfair or deceptive acts or practices.

§ 46.2-1993.2. Commissioner's powers with respect to hearings under this chapter.

The Commissioner may, in hearings arising under this chapter, determine the place in the Commonwealth where they shall be held; subpoena witnesses; take depositions of witnesses residing outside the Commonwealth in the manner provided for in civil actions in courts of record; pay these witnesses the fees and mileage for their attendance as is provided for witnesses in civil actions in courts of record; and administer oaths.

§ 46.2-1993.3. Suit to enjoin violations.

The Commissioner, whenever he believes from evidence submitted to him that any person has been violating, is violating or is about to violate any provision of this chapter, in addition to any other remedy, may bring an action in the name of the Commonwealth to enjoin any violation of this chapter.

§ 46.2-1993.4. Regulations.

The Commissioner may promulgate regulations requiring persons licensed under this chapter to keep and maintain records reasonably required for the enforcement of §§ 46.2-112 and 46.2-629, and any other regulations, not inconsistent with the provisions of this chapter, as he shall consider necessary for the effective administration and enforcement of this chapter. A copy of any regulation promulgated under this section shall be mailed to each motorcycle dealer licensee thirty days prior to its effective date.

§ 46.2-1993.5. Penalties.

Except as otherwise provided in this chapter, any person violating any of the provisions of this chapter may be assessed a civil penalty not to exceed \$1,000 for any single violation. Civil penalties collected under this chapter shall be deposited into the Transportation Trust Fund.

## Article 2.

### Motorcycle Dealer Licenses.

§ 46.2-1993.6. Licenses required.

It shall be unlawful for any person to engage in business in the Commonwealth as a motorcycle dealer, salesperson, manufacturer, factory branch, distributor, distributor branch, or factory or distributor representative, without first obtaining a license as provided in this chapter. Any person licensed in another state as a motorcycle dealer may sell motorcycles at wholesale auctions in the Commonwealth after having obtained a certificate of dealer registration as provided in Chapter 19 of Title 46.2. The offering or granting of a motorcycle dealer franchise in the Commonwealth shall constitute engaging in business in the Commonwealth for purposes of this section, and no new motorcycle may be sold or offered for sale in the Commonwealth unless the franchisor of motorcycle dealer franchises for that line-make in the Commonwealth, whether such franchisor is a manufacturer, factory branch, distributor, distributor branch, or otherwise, is licensed under this chapter. In the event a license issued under this chapter to a franchisor of motorcycle dealer franchises is suspended, revoked, or not renewed, nothing in this section shall prevent the sale of any new motorcycle of such franchisor's line-make manufactured in or brought into the Commonwealth for sale prior to the suspension, revocation or expiration of the license.

§ 46.2-1993.7. Application for license or certificate of dealer registration.

Application for license or certificate of dealer registration under this chapter shall be made to the Commissioner and contain such information as the Commissioner shall require. The application shall be accompanied by the required fee.

The Commissioner shall require, in the application or otherwise, information relating to the matters set forth in § 46.2-1993.76 as grounds for refusing licenses, certificates of dealer registration, and to other pertinent matters requisite for the safeguarding of the public interest, including, if the applicant is

2518 a dealer in new motorcycles with factory warranties, a copy of a current service agreement with the  
2519 manufacturer or with the distributor, requiring the applicant to perform within a reasonable distance of  
2520 his established place of business, the service, repair, and replacement work required of the manufacturer  
2521 or distributor by such motorcycle warranty. All of these matters shall be considered by the  
2522 Commissioner in determining the fitness of the applicant to engage in the business for which he seeks a  
2523 license or certificate of dealer registration.

2524 § 46.2-1993.8. Dealers required to have established place of business.

2525 No license shall be issued to any motorcycle dealer unless he has an established place of business,  
2526 owned or leased by him, where a substantial portion of the sales activity of the business is routinely  
2527 conducted and which:

2528 1. Satisfies all local zoning regulations;

2529 2. Has sales, service, and office space devoted exclusively to the dealership of at least 250 square  
2530 feet in a permanent, enclosed building not used as a residence;

2531 3. Houses all records the dealer is required to maintain by § 46.2-1993.22;

2532 4. Is equipped with a desk, chairs, filing space, a working telephone listed in the name of the  
2533 dealership, and working utilities including electricity and provisions for space heating;

2534 5. Displays a sign and business hours as required by this chapter; and

2535 6. Has contiguous space designated for the exclusive use of the dealer adequate to permit the display  
2536 of at least ten motorcycles.

2537 Any person licensed as a dealer by the Department under any provision of this subtitle on June 30,  
2538 1996, shall be considered in compliance with subdivisions 2 and 6 of this section for that licensee.

2539 § 46.2-1993.9. Dealer-operator to have certificate of qualification.

2540 No license shall be issued to any motorcycle dealer unless the dealer-operator holds a valid  
2541 certificate of qualification issued by the Department. Such certificate shall be issued only on application  
2542 to the Department, payment of a twenty-five dollar application fee, the successful completion of an  
2543 examination prepared and administered by the Department, and other prerequisites as set forth in this  
2544 section. However, any individual who is the dealer-operator of a dealer licensed by the Department  
2545 under any provision of this subtitle on June 30, 1996, shall be entitled to such a certificate without  
2546 examination on application to the Department made on or before January 1, 1997.

2547 The Commissioner may establish minimum qualifications for applicants and require applicants to  
2548 satisfactorily complete courses of study or other prerequisites prior to taking the examination.

2549 § 46.2-1993.10. Salesperson to have certificate of qualification.

2550 No license shall be issued to any motorcycle salesperson unless he holds a valid certificate of  
2551 qualification issued by the Department. A certificate shall be issued only on application to the  
2552 Department, payment of a twenty-five-dollar application fee, the successful completion of an examination  
2553 prepared and administered by the Department, and other prerequisites as set forth in this section.  
2554 However, any individual who is licensed as a salesperson by the Department under any provision of this  
2555 subtitle on June 30, 1996, shall be entitled to such a certificate without examination on application to  
2556 the Department made on or before January 1, 1997.

2557 The Commissioner may establish minimum qualifications for applicants and require applicants to  
2558 satisfactorily complete courses of study or other prerequisites prior to taking the examination.

2559 § 46.2-1993.11. Continued operation on loss of a dealer-operator holding certificate of qualification.

2560 Each dealer shall notify the Department in writing immediately when a dealer-operator who holds a  
2561 certificate of qualification dies, becomes disabled, retires, is removed, or for any other cause ceases to  
2562 act as dealer-operator. The dealer may continue to operate for 120 days thereafter without a  
2563 dealer-operator and may be granted approval by the Department to operate for an additional sixty days  
2564 on application and with good cause shown for such delay.

2565 § 46.2-1993.12. Action on applications; hearing on denial; denial for failure to have established  
2566 place of business.

2567 The Commissioner shall act on all applications for a license or certificate of dealer registration  
2568 under this chapter within sixty days after receipt by either granting or refusing the application. Any  
2569 applicant denied a license or certificate shall, on his written request filed within thirty days, be given a  
2570 hearing at a time and place determined by the Commissioner or a person designated by him. All  
2571 hearings under this section shall be public and shall be held promptly. The applicant may be  
2572 represented by counsel.

2573 Any applicant denied a license for failure to have an established place of business as provided in  
2574 § 46.2-1993.8 may not, nor shall anyone, apply for a license for premises for which a license was  
2575 denied for thirty days from the date of the rejection of the application.

2576 § 46.2-1993.13. Location to be specified; display of license; change of location.

2577 The licenses of motorcycle dealers, manufacturers, factory branches, distributors, and distributor  
2578 branches shall specify the location of each place of business, branch or other location occupied or to be  
2579 occupied by the licensee in conducting his business and the license issued therefor shall be

conspicuously displayed at each of the premises. If any licensee intends to change a licensed location, he shall provide the Commissioner thirty days' advance written notice, and a successful inspection of the new location shall be required prior to approval of a change of location. The Commissioner shall endorse the change of location on the license, without charge, if the new location is within the same county or city. A change in location to another county or city shall require a new license and fee.

§ 46.2-1993.14. Supplemental sales locations.

The Commissioner may issue a license for a licensed motorcycle dealer to display for sale or sell motorcycles at locations other than his established place of business, subject to compliance with local ordinances and requirements.

A permanent supplemental license may be issued for premises less than 500 yards from the dealer's established place of business, provided a sign is displayed as required for the established place of business. A supplemental license shall not be required for premises otherwise contiguous to the established place of business except for a public thoroughfare.

A temporary supplemental license may be issued for a period not to exceed fourteen days, provided that the application is made fifteen days prior to the sale. A temporary supplemental license for the sale of new motorcycles may be issued only for locations within the dealer's area of responsibility, as defined in his franchise or sales agreement, unless certification is provided that all dealers in the same line-make in whose areas of responsibility, as defined in their franchise or sales agreements, where the temporary supplemental license is sought do not oppose the issuance of the temporary license.

However, the application for a temporary supplemental license may be made five business days prior to the sale, provided the applicant submit evidence that the location is in compliance with all local ordinances and that all other requirements of this section have been met. The application shall include affirmative proof of nonopposition in the form of letters signed by all dealers in the same line-make in whose areas of responsibility, as defined in their franchise or sales agreements, where the temporary supplemental license is sought, approving the Department's granting the temporary supplemental license.

A temporary supplemental license for sale of used motorcycles may be issued only for the county, city, or town in which the dealer is licensed pursuant to § 46.2-1993.8, or for a contiguous county, city, or town. Temporary licenses may be issued without regard to the foregoing geographic restrictions where the dealer operating under a temporary license provides notice, at least thirty days before any proposed sale under a temporary license, to all other dealers licensed in the jurisdiction in which the sale will occur of the intent to conduct a sale and permits any locally licensed dealer who wishes to do so to participate in the sale on the same terms as the dealer operating under the temporary license. Any locally licensed dealer who chooses to participate in the sale must obtain a temporary supplemental license for the sale pursuant to this section.

§ 46.2-1993.15. Changes in form of ownership, line-make, name.

Any change in the form of ownership or the addition or deletion of a partner shall require a new application, license, and fee.

Any addition or deletion of a franchise or change in the name of a dealer shall require immediate notification to the Department, and the Commissioner shall endorse the change on the license without a fee. The change of an officer or director of a corporation shall be made at the time of license renewal.

§ 46.2-1993.16. Display of salesperson's license; notice on termination.

No salesperson shall be employed by more than one dealer, unless the dealers are owned by the same person.

Each dealer shall maintain a list of salespersons employed.

Each salesperson, factory representative, and distributor representative shall carry his license when engaged in his business and shall display it on request.

Each dealer and each motorcycle manufacturer and distributor shall notify the Department in writing not later than the tenth day of the month following the termination of any licensed salesperson's or representative's employment. In lieu of written notification, the license of the terminated salesperson or representative may be returned to the Department annotated "terminated" on the face of the license and signed and dated by the dealer-operator, owner, or officer.

§ 46.2-1993.17. License and registration fees; additional to other licenses and fees required by law.

A. The fee for each license and registration year or part thereof shall be as follows:

1. For motorcycle dealers, \$100 for each principal place of business, plus \$20 for each supplemental license.

2. For each motorcycle manufacturer, distributor, factory branch, and distributor branch, \$100.

3. For motorcycle rebuilder salespersons, factory representatives, and distributor representatives, \$10.

4. For motorcycle dealers licensed in other states, but not in Virginia, a registration fee of \$50.

B. The licenses, registrations, and fees required by this chapter are in addition to licenses, taxes, and fees imposed by other provisions of law and nothing contained in this chapter shall exempt any person

2641 from any license, tax, or fee imposed by any other provision of law. However, the Commissioner may  
2642 waive fees for those licensed under Chapter 15, 19, or 19.1 of this title.

2643 § 46.2-1993.18. Collection of license and registration fees; payments from fund.

2644 All licensing and registration fees provided for in this chapter, except as identified in Article 3  
2645 (§ 46.2-1993.20) of this chapter, shall be collected by the Commissioner and paid into the state treasury  
2646 and set aside as a special fund to meet the expenses of the Department.

2647 § 46.2-1993.19. Issuance, expiration, and renewal of licenses and certificates of registration.

2648 All licenses and certificates of registration issued under this chapter shall be issued for a period of  
2649 twelve consecutive months except, at the discretion of the Commissioner, the periods may be adjusted as  
2650 is necessary to distribute the licenses and certificates as equally as practicable on a monthly basis. The  
2651 expiration date shall be the last day of the twelfth month of validity or the last day of the designated  
2652 month. Every license and certificate of registration shall be renewed annually on application by the  
2653 licensee or registrant and by payment of fees required by law, the renewal to take effect on the first day  
2654 of the succeeding month.

2655 Article 3.

2656 Bonding Requirements.

2657 § 46.2-1993.20. Bonding requirements for applicants for license.

2658 Every applicant for an original, second year renewal and third year renewal motorcycle dealer's  
2659 license shall obtain and file with the Commissioner a bond in the amount of \$25,000. However, no  
2660 dealer shall be required to obtain more than one \$25,000 bond for all licenses held under this subtitle.  
2661 Any dealer who is licensed under Chapter 15 of this title and who obtains a motorcycle dealer license  
2662 under this chapter, shall be exempt from the bond requirements set out in this section. In addition, any  
2663 person who purchases a motorcycle from a dealer who is licensed under Chapter 15 of this title, shall  
2664 have access to the Motor Vehicle Transaction Recovery Fund as prescribed in Article 3 (§ 46.2-1527 et  
2665 seq.) of Chapter 15 of this title. The bond shall come from a corporate surety licensed to do business in  
2666 the Commonwealth and approved by the Attorney General. The bond shall be conditioned on a  
2667 statement by the applicant that the applicant will not practice fraud, make any fraudulent representation,  
2668 or violate any provision of this chapter in the conduct of the applicant's business. The Commissioner  
2669 may, without holding a hearing, suspend the dealer's license during the period that the dealer does not  
2670 have a sufficient bond on file.

2671 If a person suffers any of the following: (i) loss or damage in connection with the purchase of a  
2672 motorcycle by reason of fraud practiced on him or fraudulent representation made to him by a licensed  
2673 motorcycle dealer or one of the dealer's salespersons acting within his scope of employment; (ii) loss or  
2674 damage by reason of the violation by a dealer or salesperson of any provision of this chapter in  
2675 connection with the purchase of a motorcycle; or (iii) loss or damage resulting from a breach of an  
2676 extended service contract entered into on or after the effective date of this act, as defined by § 59.1-435,  
2677 that person shall have a claim against the dealer and the dealer's bond, and may recover such damages  
2678 as may be awarded to such person by final judgment of a court of competent jurisdiction against the  
2679 dealer as a proximate result of such loss or damage up to, but not exceeding, the amount of the bond,  
2680 from such surety, who shall be subrogated to the rights of such person against the dealer or  
2681 salesperson. The liability of such surety shall be limited to actual damages, and shall not include any  
2682 punitive damages or attorneys' fees assessed against the dealer or salesperson.

2683 The dealer's surety shall notify the Department when a claim is made against a dealer's bond, when  
2684 a claim is paid and when the bond is canceled. Such notification shall include the amount of a claim  
2685 and the circumstances surrounding the claim. Notification of cancellation shall include the effective date  
2686 and reason for cancellation. The bond may be canceled as to future liability by the dealer's surety upon  
2687 thirty days' notice to the Department.

2688 Article 4.

2689 Conduct of Business.

2690 § 46.2-1993.21. Examination or audit of licensee; costs.

2691 The Commissioner or authorized representatives of the Department may examine, during the posted  
2692 business hours, the records required to be maintained by this chapter. If a licensee is found to have  
2693 violated this chapter or any order of the Commissioner, the actual cost of the examination shall be paid  
2694 by the licensee so examined within thirty days after demand therefor by the Commissioner. The  
2695 Commissioner may maintain an action for the recovery of these costs in any court of competent  
2696 jurisdiction.

2697 § 46.2-1993.22. Dealer records.

2698 All dealer records regarding employees; lists of vehicles in inventory for sale, resale, or on  
2699 consignment; vehicle purchases, sales, trades, and transfers of ownership; collections of taxes; titling,  
2700 uninsured motor vehicle and registration fees; odometer disclosure statements; records of permanent  
2701 dealer registration plates assigned to the dealer and temporary transport plates and temporary  
2702 certificates of ownership; and other records required by the Department shall be maintained on the

premises of the licensed location. The Commissioner may, on written request by a dealer, permit his records to be maintained at a location other than the premises of the licensed location for good cause shown. All dealer records shall be preserved in original form for a period of five years in a manner that permits systematic retrieval. Certain records may be maintained on a computerized record-keeping system with the prior approval of 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 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.

§ 46.2-1993.24. Consignment motorcycles; contract.

Any motorcycle dealer offering a motorcycle for sale on consignment shall have in his possession a consignment contract for the motorcycle, executed and signed by the dealer and the consignor. The consignment contract shall include:

1. The complete name, address, and the telephone number of the owners.
2. The name, address, and dealer certificate number of the selling dealer.
3. A complete description of the motorcycle on consignment, including the make, model year, vehicle identification number, and body style.
4. The beginning and termination dates of the contract.
5. The percentage of commission, the amount of the commission, or the net amount the owner is to receive, if the motorcycle is sold.
6. Any fees for which the owner is responsible.
7. A disclosure of all unsatisfied liens on the motorcycle and the location of the certificate of title to

2764 *the motorcycle.*

2765 8. *A requirement that the motorcycle pass a safety inspection prior to sale.*

2766 *Any dealer offering a motorcycle for sale on consignment shall inform any prospective customer that*  
2767 *the motorcycle is on consignment.*

2768 *Dealer license plates shall not be used to demonstrate a motorcycle on consignment except*  
2769 *motorcycles on consignment from another licensed motorcycle dealer. The owner's license plates may be*  
2770 *used if liability insurance coverage is in effect in the amounts prescribed by § 46.2-472. No vehicles*  
2771 *other than motorcycles shall be sold on consignment by motorcycle dealers.*

2772 § 46.2-1993.25. *Odometer disclosure.*

2773 *Every motorcycle dealer shall comply with all requirements of the Federal Odometer Act and*  
2774 *§ 46.2-629 by completing the appropriate odometer mileage statement form for each vehicle purchased,*  
2775 *sold or transferred, or in any other way acquired or disposed of. Odometer disclosure statements shall*  
2776 *be maintained by the dealer in a manner that permits systematic retrieval. Any person found violating*  
2777 *any of the provisions of this section shall be guilty of a Class 1 misdemeanor.*

2778 § 46.2-1993.26. *Certain disclosures required by manufacturers and distributors.*

2779 *Motorcycle manufacturers and distributors shall affix or cause to be affixed in a conspicuous place*  
2780 *to every motorcycle offered for sale as a new motorcycle a statement disclosing the place of assembly or*  
2781 *manufacture of the motorcycle. For disclosures of place of assembly, the assembly plant shall be the*  
2782 *same as that designated by the vehicle identification number.*

2783 *The provisions of this section shall apply only to motorcycles manufactured for the 1991 or*  
2784 *subsequent model years.*

2785 § 46.2-1993.27. *Business hours.*

2786 *Each motorcycle dealer shall be open for business a minimum of twenty hours per week, at least ten*  
2787 *of which shall be between the hours of 9:00 a.m. and 5:00 p.m. Monday through Friday, except that the*  
2788 *Commissioner, on written request by a dealer, may modify these requirements for good cause. The*  
2789 *dealer's hours shall be posted and maintained conspicuously on or near the main entrance of each place*  
2790 *of business.*

2791 *Each dealer shall include his business hours on the original and every renewal application for a*  
2792 *license, and changes to these hours shall be immediately filed with the Department.*

2793 § 46.2-1993.28. *Signs.*

2794 *Each retail motorcycle dealer's place of business shall be identified by a permanent sign visible from*  
2795 *the front of the business office so that the public may quickly and easily identify the dealership. The*  
2796 *sign shall contain the dealer's trade name in letters no less than six inches in height unless otherwise*  
2797 *restricted by law or contract.*

2798 § 46.2-1993.29. *Advertisements.*

2799 *Unless the dealer is clearly identified by name, whenever any licensee places an advertisement in*  
2800 *any newspaper or publication, the abbreviations "VA DLR," denoting a Virginia licensed dealer, shall*  
2801 *appear therein.*

2802 § 46.2-1993.30. *Coercing purchaser to provide insurance coverage on motorcycle.*

2803 *It shall be unlawful for any dealer or salesperson or any employee of a dealer or representative of*  
2804 *either to coerce or offer anything of value to any purchaser of a motorcycle to provide any type of*  
2805 *insurance coverage on the motorcycle.*

2806 *Nothing in this section shall prohibit a dealer from requiring that a retail customer obtain vehicle*  
2807 *physical damage insurance to protect collateral secured by an installment sales contract. Any person*  
2808 *found guilty of violating any provisions of this section shall be guilty of a Class 1 misdemeanor.*

2809 *Nothing in this section shall prohibit a dealer from informing the retail customer of Virginia's*  
2810 *insurance requirements.*

2811 § 46.2-1993.31. *Prohibited solicitation and compensation.*

2812 *It shall be unlawful for any motorcycle dealer or salesperson licensed under this chapter, directly or*  
2813 *indirectly, to solicit the sale of a motorcycle through a person with a pecuniary interest, or to pay, or*  
2814 *cause to be paid, any commission or compensation in any form whatsoever to any person in connection*  
2815 *with the sale of a motorcycle, unless the person is duly licensed as a salesperson employed by the*  
2816 *dealer.*

2817 § 46.2-1993.32. *Salesperson selling for other than his employer prohibited.*

2818 *It shall be unlawful for any motorcycle salesperson licensed under this chapter to sell or exchange*  
2819 *or offer or attempt to sell or exchange any motorcycle except for the licensed motorcycle dealer by*  
2820 *whom he is employed, or to offer, transfer, or assign any sale or exchange that he may have negotiated*  
2821 *to any other dealer or salesperson.*

2822 § 46.2-1993.33. *Inspection of vehicles required.*

2823 *No person required to be licensed as a dealer under this chapter shall sell at retail any vehicle*  
2824 *which is intended by the buyer for use on the public highways, and which is required to comply with the*  
2825 *safety inspection requirements provided in Article 21 (§ 46.2-1157 et seq.) of Chapter 10 of this title*

unless between the time the vehicle comes into the possession of the dealer and the time it is sold at retail it is inspected by an official safety inspection station. If the vehicle is found not to be in compliance with all safety inspection requirements, the dealer shall either take steps to bring it into compliance or shall furnish any buyer intending it for use on the public highway a written disclosure, prior to sale, that the vehicle did not pass a safety inspection. Any person found guilty of violating any provisions of this section shall be guilty of a Class 1 misdemeanor.

§ 46.2-1993.34. Inspections prior to sale not required of certain sellers.

The provisions of §§ 46.2-1158 and 46.2-1993.33 requiring inspection of any vehicle prior to sale at retail shall not apply to any person conducting a public auction for the sale of vehicles at retail, provided that the individual, firm, or business conducting the auction has not taken title to the vehicle, but is acting as an agent for the sale of the vehicle. Nor shall the provisions of §§ 46.2-1158 and 46.2-1993.33 requiring inspection of any motorcycle prior to sale at retail apply to any new motorcycle sold on the basis of a special order placed by a dealer with a manufacturer outside Virginia on behalf of a customer who is a nonresident of Virginia and takes delivery outside Virginia.

§ 46.2-1993.35. Temporary certificates of ownership.

A. Notwithstanding §§ 46.2-617 and 46.2-628, whenever a dealer licensed by the Department sells and delivers to a purchaser a vehicle and is unable at the time of the sale to deliver to the purchaser the certificate of title or certificate of origin for the vehicle because the certificate of title or certificate of origin is lost or is being detained by another in possession or for any other reason beyond the dealer's control, the dealer shall execute, on forms provided by the Commissioner, a temporary certificate of ownership. The certificate shall bear its date of issuance, the name and address of the purchaser, the identification number of the vehicle, the registration number to be used temporarily on the vehicle, the name of the state in which the vehicle is to be registered, the name and address of the person from whom the dealer acquired the vehicle, and whatever other information may be required by the Commissioner. A copy of the temporary certificate and a bona fide bill of sale shall be delivered to the purchaser and shall be in the possession of the purchaser at all times when operating the vehicle. One copy of the certificate shall be retained by the dealer and shall be subject to inspection at any time by the Department's agents. The original of the certificate shall be forwarded by the dealer to the Department directly on issuance to the purchaser if the vehicle is to be titled outside the Commonwealth, along with application for title. The issuance of a temporary certificate of ownership to a purchaser pursuant to this section shall have the effect of vesting ownership to the motorcycle in the purchaser for the period that the certificate remains effective.

B. A temporary certificate of ownership issued by a dealer to a purchaser pursuant to this section shall expire on receipt by the purchaser of a certificate of title to the vehicle issued by the Department in the name of the purchaser, but in no event shall any temporary certificate of ownership issued under this section be effective for more than thirty days from the date of its issuance. In the event that the dealer fails to produce the old certificate of title or certificate of origin to the vehicle or fails to apply for a replacement certificate of title pursuant to § 46.2-632, thereby preventing delivery to the Department or purchaser before the expiration of the temporary certificate of ownership, the purchaser's ownership of the vehicle may terminate and the purchaser shall have the right to return the vehicle to the dealer and obtain a full refund of all payments made toward the purchase of the vehicle, less any damage to the vehicle incurred while ownership was vested in the purchaser, and less a reasonable amount for use not to exceed one-half the amount allowed per mile by the Internal Revenue Service, as provided by regulation, revenue procedure, or revenue ruling promulgated pursuant to § 162 of the Internal Revenue Code, for use of a personal vehicle for business purposes.

C. Notwithstanding subsection B of this section, if the dealer fails to deliver the certificate of title or certificate of origin to the purchaser within thirty days, a second temporary certificate of ownership may be issued. However, the dealer shall, not later than the expiration of the first temporary certificate, deliver to the Department an application for title, copy of the bill of sale, all required fees and a written statement of facts describing the dealer's efforts to secure the certificate of title or certificate of origin to the vehicle. On receipt of the title application with attachments as described herein, the Department shall record the purchaser's ownership of the vehicle and may authorize the dealer to issue a second thirty-day temporary certificate of ownership. If the dealer does not produce the certificate of title or certificate of origin to the vehicle before the expiration of the second temporary certificate, the purchaser's ownership of the vehicle may terminate and he shall have the right to return the vehicle as provided in subsection B of this section.

D. If the dealer is unable to produce the certificate of title or certificate of origin to the vehicle within the sixty-day period from the date of issuance of the first temporary certificate, the Department may extend temporary ownership for an additional period of up to ninety days, provided the dealer makes application in the format required by the Department. If the dealer does not produce the certificate of title or certificate of origin to the vehicle before the expiration of the additional ninety-day



2887 period, the purchaser's ownership of the vehicle may terminate and he shall have the right to return the  
2888 motorcycle as provided in subsection B of this section.

2889 E. The Commissioner, on determining that the provisions of this section or the directions of the  
2890 Department are not being complied with by a dealer, may, after a hearing, suspend the right of the  
2891 dealer to issue temporary certificates of ownership.

2892 § 46.2-1993.36. Use of old license plates and registration number on a motorcycle.

2893 An owner who sells or transfers a registered motorcycle may have the license plates and the  
2894 registration number transferred to a motorcycle titled in the owner's name according to the provisions  
2895 of Chapter 6 (§ 46.2-600 et seq.), on application to the Department and accompanied by a fee of two  
2896 dollars. All such transfers to be in accordance with the regulations of the Department. All fees collected  
2897 under this section shall be paid by the Commissioner into the state treasury and shall be set aside as a  
2898 special fund to be used to meet the expenses of the Department. For purposes of this section, a  
2899 motorcycle dealer licensed by the Department may be authorized to act as an agent of the Department.  
2900 As an agent for the Department, the dealer is authorized to receive, process, and approve applications  
2901 from its customers for assignment of license plates and registration numbers pursuant to this section,  
2902 using the forms and following the procedures prescribed by the Department. The Commissioner, on  
2903 determining that the provisions of this section or the directions of the Department are not being  
2904 complied with by a dealer, may suspend, after a hearing, the authority of the dealer to receive, process,  
2905 and approve the assignment of license plates and registration numbers pursuant to this section.

2906 § 46.2-1993.37. Certificate of title for dealers.

2907 Except as otherwise provided in this chapter, every dealer shall obtain, on the purchase of each  
2908 motorcycle, a certificate of title issued to the dealer or shall obtain an assignment or reassignment of a  
2909 certificate of title for each motorcycle purchased, except that a certificate of title shall not be required  
2910 for any new motorcycle to be sold as such.

2911 § 46.2-1993.38. Termination of business.

2912 No dealer, unless his license has been suspended, revoked, or canceled, shall cease business without  
2913 a thirty-day prior notification to the Department. On cessation of the business, the dealer shall  
2914 immediately surrender to the Department the dealer's certificate of license, all salespersons' licenses, all  
2915 dealer and temporary license plates, all fees and taxes collected, and any other materials furnished by  
2916 the Department. After cessation of business, the former licensee shall continue to maintain and make  
2917 available to the Department dealer records as set forth in this chapter.

2918 Article 5.

2919 Motorcycle Dealer License Plates.

2920 § 46.2-1993.39. Registration of dealers; fees.

2921 Every manufacturer, distributor, or dealer, before he commences to operate motorcycles in his  
2922 inventory for sale or resale, shall apply to the Commissioner for a dealer's certificate of vehicle  
2923 registration and license plates. For the purposes of this article, a motorcycle is in inventory when it is  
2924 owned by, or assigned to, a dealer and is offered and available for sale or resale. All dealer's  
2925 certificates of vehicle registration and license plates issued under this section may, at the discretion of  
2926 the Commissioner, be placed in a system of staggered issue to distribute the work of issuing vehicle  
2927 registration certificates and license plates as uniformly as practicable throughout the year. Dealerships  
2928 which sold fewer than twenty-five motorcycles during the last twelve months of the preceding license  
2929 year shall be eligible to receive no more than two dealer's license plates; dealerships which sold at  
2930 least twenty-five but fewer than fifty motorcycles during the last twelve months of the preceding license  
2931 year shall be eligible to receive no more than four dealer's license plates. However, dealerships which  
2932 sold fifty or more motorcycles during their current license year may apply for additional license plates  
2933 not to exceed four times the number of licensed salespersons employed by that dealership. Dealerships  
2934 which sold fifty or more motorcycles during the last twelve months of the preceding license year shall  
2935 be eligible to receive a number of dealer's license plates not to exceed four times the number of licensed  
2936 salespersons employed by that dealership. A new applicant for a dealership shall be eligible to receive a  
2937 number of dealer's license plates not to exceed four times the number of licensed salespersons employed  
2938 by that dealership. For the purposes of this article, a salesperson or employee shall be considered to be  
2939 employed only if he (i) works for the dealership at least twenty-five hours each week on a regular basis  
2940 and (ii) is compensated for this work. All salespersons' or employees' employment records shall be  
2941 retained in accordance with the provisions of § 46.2-1993.22. A salesperson shall not be considered  
2942 employed, within the meaning of this section, if he is an independent contractor as defined by the  
2943 United States Internal Revenue Code. The fee for the issuance of motorcycle dealer's license plates shall  
2944 be nine dollars per year for each dealer's license plate.

2945 § 46.2-1993.40. License under this chapter prerequisite to receiving dealer's license plates; insurance  
2946 required; Commissioner may revoke plates.

2947 No motorcycle manufacturer, distributor, or dealer, unless licensed under this chapter, shall be  
2948 entitled to receive or maintain any dealer's license plates. It shall be unlawful to use or permit the use



of any dealer's license plates for which there is no liability insurance coverage or a certificate of self-insurance as defined in § 46.2-368 on any motorcycle. No dealer's license plates shall be issued unless the dealer certifies to the Department that there is liability insurance coverage or a certificate of self-insurance with respect to each dealer's license plate to be issued. Such liability insurance or a certificate of self-insurance shall be maintained for each dealer's license plate for so long as the registration for the dealer's license plate remains valid without regard to whether the plate is actually being used on a motorcycle. If insurance or a certificate of self-insurance is not so maintained, the dealer's license plate shall be surrendered to the Department. The Commissioner shall revoke any dealer's license plate for which there is no insurance or a certificate of self-insurance. The Commissioner may also revoke any dealer's license plate that has been used in any way not authorized by the provisions of this title.

§ 46.2-1993.41. Transferable dealer's license plates.

In lieu of registering each motorcycle, a manufacturer, distributor, or dealer owning and operating any motorcycle on any highway may obtain a dealer's license plate from the Department, on application therefor on the prescribed form and on payment of the fees required by law. These license plates shall be attached to each motorcycle as required by subsection A of § 46.2-711. Each plate shall bear a distinctive number, and the name of the Commonwealth, which may be abbreviated, together with the word "dealer" or a distinguishing symbol indicating that the plate is issued to a manufacturer, distributor, or dealer. Month and year decals indicating the date of expiration shall be affixed to each license plate. Any license plates so issued may, during the calendar year or years for which they have been issued, be transferred from one motorcycle to another, used or operated by the manufacturer, distributor, or dealer, who shall keep a written record of the motorcycle on which the dealer's license plates are used. This record shall be in a format approved by the Commissioner and shall be open to inspection by any law-enforcement officer or any officer or employee of the Department.

Display of a transferable manufacturer's, distributor's, or dealer's license plate or plates on a motorcycle shall subject the motorcycle to the requirements of §§ 46.2-1038 and 46.2-1056.

All manufacturer's, distributor's, and dealer's license plates shall be issued for a period of twelve consecutive months except, at the discretion of the Commissioner, the periods may be adjusted as may be necessary to distribute the registrations as equally as practicable on a monthly basis. The expiration date shall be the last day of the twelfth month of validity or the last day of the designated month. Every license plate shall be renewed annually on application by the owner and by payment of fees required by law, such renewal to take effect on the first day of the succeeding month.

The Commissioner may offer an optional multi-year license plate registration to manufacturers, distributors, and dealers licensed pursuant to this chapter provided that he has chosen to offer optional multi-year licensing to such persons pursuant to § 46.2-1993.19. When such option is offered and chosen by the licensee, all annual and twelve-month fees due at the time of registration shall be multiplied by the number of years or fraction thereof the licensee will be licensed pursuant to § 46.2-1993.19.

§ 46.2-1993.42. Dealer's license plates to distinguish between various types of dealers.

The Commissioner shall provide for the issuance of appropriate franchised or independent dealer's license plates so as to distinguish between factory motorcycle dealers and motorcycle dealers.

§ 46.2-1993.43. Dealer's promotional license plates.

In addition to any other license plate authorized by this article, the Commissioner may issue dealer's promotional license plates to a dealership for use on motorcycles held for sale or resale in the dealership's inventory. The design of these license plates shall be at the discretion of the Commissioner. These license plates shall be for use as authorized by the Commissioner. For each such license plate issued or renewed, the Commissioner shall charge an annual fee of \$100. Issuance of license plates pursuant to this section shall be subject to the insurance requirement contained in § 46.2-1993.40. The Commissioner shall limit the validity of any license plate issued under this section to no more than thirty consecutive days. Upon written request from the dealership, the Commissioner may consider an extended use of a license plate issued under this section. The Commissioner's authorization for use of any license plate issued under this section shall be kept in the motorcycle on which the license plate is displayed until expiration of the authorization. These license plates shall be included in the number of dealer's license plates authorized under § 46.2-1993.39 and not in addition thereto.

§ 46.2-1993.44. Use of motorcycle dealer's license plates, generally.

Motorcycle dealer's license plates may be used on motorcycles in the inventory of licensed motorcycle manufacturers, distributors, and dealers in the Commonwealth when operated on the highways of Virginia by dealers, their spouses, or employees of manufacturers, distributors, and dealers as permitted in this article. Except as otherwise explicitly permitted in this article, it shall be unlawful for any dealer to cause or permit: (i) use of dealer's license plates on motorcycles other than those held in inventory for sale or resale; (ii) dealer's license plates to be lent, leased, rented, or placed at the

3010 disposal of any persons other than those permitted by this article to use dealer's license plates; and (iii)  
3011 use of dealer's license plates on any vehicle other than a motorcycle. It shall be unlawful for any dealer  
3012 to cause or permit dealer's license plates to be used on:

3013 1. Vehicles such as tow trucks, wrecking cranes, or other service vehicles;

3014 2. Vehicles used to deliver or transport (i) motorcycles; (ii) portions of vehicles; (iii) vehicle  
3015 components, parts, or accessories; or (iv) fuel;

3016 3. Courtesy vehicles; or

3017 4. Vehicles used in conjunction with any other business.

3018 A dealer may permit his license plates to be used in the operation of a motorcycle (i) by any person  
3019 whom the dealer reasonably believes to be a bona fide prospective purchaser who is either accompanied  
3020 by a licensed salesperson or has the written permission of the dealer, or (ii) when the plates are being  
3021 used by a customer on a motorcycle owned by the dealer in whose repair shop the customer's  
3022 motorcycle is being repaired. The dealer shall issue to the prospective purchaser or customer whose  
3023 motorcycle is being repaired a certificate on forms provided by the Department, a copy of which shall  
3024 be retained by the dealer and open at all times to the inspection of the Commissioner or any of the  
3025 officers or agents of the Department. The certificate shall be in the immediate possession of the person  
3026 operating or authorized to operate the vehicle. The certificate shall entitle the person to operate with  
3027 dealer's license plates for a specific period of no more than five days. Not more than two certificates  
3028 may be issued by a dealer to the same person for successive periods.

3029 § 46.2-1993.45. Use of dealer's license plates and temporary transport plates on certain vehicles.

3030 Notwithstanding the provisions of § 46.2-1993.44, dealer's license plates or dealer's temporary  
3031 transport plates may be used on vehicles being transported (i) to and from a vehicle auction or other  
3032 point of purchase or sale, (ii) between properties owned or controlled by the same dealership, or (iii)  
3033 for repairs, painting, or installation of parts or accessories. This section shall also apply to return trips  
3034 by such vehicles.

3035 § 46.2-1993.46. Issuance and use of temporary transport plates, generally.

3036 The Department, subject to the limitations and conditions set forth in this section and the insurance  
3037 requirements contained in § 46.2-1993.40, may provide for the issuance of temporary transport plates  
3038 designed by the Department to any dealer licensed under this chapter who applies for at least ten plates  
3039 and who encloses with his application a fee of one dollar for each plate. The application shall be made  
3040 on a form prescribed and furnished by the Department. Temporary transport plates may be used for  
3041 those purposes outlined in § 46.2-1993.45. Every dealer who has applied for temporary transport plates  
3042 shall maintain a permanent record of (i) all temporary transport plates delivered to him, (ii) all  
3043 temporary transport plates issued by him, and (iii) any other information pertaining to the receipt or the  
3044 issuance of temporary transport plates which may be required by the Department.

3045 Every dealer who issues temporary transport plates shall insert clearly and indelibly on the face of  
3046 the temporary transport plates the name of the issuing dealer, the date of issuance and expiration, and  
3047 the make and identification number of the vehicle for which issued.

3048 The dealer shall issue to the operator of the specified vehicle a certificate on forms provided by the  
3049 Department, a copy of which shall be retained by the dealer and open at all times to the inspection of  
3050 the Commissioner or any of the officers or agents of the Department. The certificate shall be in the  
3051 immediate possession of the person operating or authorized to operate the vehicle. The certificate shall  
3052 entitle the person to operate with the dealer's temporary transport plate for a period of no more than  
3053 five days. Temporary transport plates may also be used by the dealer to demonstrate types of vehicles  
3054 taken in trade but for which he has not been issued dealer's license plates.

3055 § 46.2-1993.47. Use of motorcycle dealer's license plates on newly purchased motorcycles.

3056 Notwithstanding the provisions of § 46.2-1993.44, any dealer who sells and delivers to a purchaser a  
3057 motorcycle at a time when the main offices of the Department, its branch offices, or offices of its local  
3058 agents, are not open for business and the purchaser is therefore unable to register the motorcycle, may  
3059 permit the purchaser to use, for a period not exceeding five days, on the newly purchased motorcycle,  
3060 license plates which have been issued to the dealer, provided that, at the time of the purchase, the  
3061 dealer executes in duplicate, on forms provided by the Commissioner, a certificate bearing the date of  
3062 issuance, the name and address of the purchaser, the identification number of the motorcycle, the  
3063 registration number to be used temporarily on the motorcycle, the name of the state in which the  
3064 motorcycle is to be registered, and whatever other information may be required by the Commissioner.  
3065 The original of the certificate and a bona fide bill of sale shall be delivered to the purchaser and shall  
3066 be in the possession of the purchaser at all times when operating the motorcycle under dealer plates.  
3067 One copy of the certificate shall be retained by the dealer, filed by him, and shall be subject to  
3068 inspection at any time by the Department's agents. If the motorcycle is to be titled and registered in the  
3069 Commonwealth, application for title and registration shall be made by the purchaser on the first  
3070 business day following issuance of the certificate and a copy of the certificate shall accompany the  
3071 applications.

License plates temporarily used by the purchaser shall be returned to the dealer by the purchaser not later than five days after the issuance of the certificate.

§ 46.2-1993.48. Operation without license plate prohibited.

No manufacturer or distributor of or dealer in motorcycles shall cause or permit any motorcycle, owned by him to be operated or moved on a public highway without there being displayed on the motorcycle, a license plate or plates issued to him, either under § 46.2-711 or under § 46.2-1993.41, except as otherwise authorized in §§ 46.2-733, 46.2-1993.40 and 46.2-1993.50.

§ 46.2-1993.49. Movement by manufacturer to place of shipment or delivery.

Any manufacturer of motorcycles may operate or move or cause to be moved or operated on the highways for a distance of no more than twenty-five miles motorcycles from the factory where manufactured or assembled to a railway depot, vessel, or place of shipment or delivery, without registering them and without license plates attached thereto, under a written permit first obtained from the local law-enforcement authorities having jurisdiction over the highways and on displaying in plain sight on each motorcycle a placard bearing the name and address of the manufacturer authorizing or directing the movement.

§ 46.2-1993.50. Movement by dealers to salesrooms.

Any dealer in motorcycles may operate or move, or cause to be operated or moved, any motorcycle on the highways for a distance of no more than twenty-five miles from a vessel, railway depot, warehouse, or any place of shipment or from a factory where manufactured or assembled to a salesroom, warehouse, or place of shipment or transshipment without registering them and without license plates attached thereto, under a written permit first obtained from the local law-enforcement authorities having jurisdiction over the highways, and on displaying in plain sight on each motorcycle, a placard bearing the name and address of the dealer authorizing or directing the movement.

§ 46.2-1993.51. Operation under foreign dealer's license.

It shall be unlawful, except as provided for by reciprocal agreement, for any person to operate a motorcycle or for the owner thereof to permit a motorcycle to be operated in the Commonwealth on a foreign dealer's license, unless the operation of the motorcycle on the license is specifically authorized by the Commissioner.

§ 46.2-1993.52. Use of certain foreign-registered motorcycles in driver education programs.

Dealer's license plates may be displayed on motorcycles used by Virginia school systems in connection with driver education programs approved by the State Board of Education. In the event of such use of a motorcycle by a school system, any dealer, his employees and agents furnishing the motorcycle shall be immune from liability in any suit, claim, action, or cause of action, including but not limited to, actions or claims for injury to persons or property arising out of such use. Nothing in this section shall authorize the sale of any motorcycle so used in such driver education program as a demonstrator motorcycle. Notwithstanding the provisions of §§ 46.2-1993 and 46.2-1993.51, school divisions either (i) bordering on Kentucky, Maryland, North Carolina, Tennessee, or West Virginia, or (ii) located in Accomack or Northampton County may use motorcycles bearing foreign motorcycle dealer's license plates in connection with their driver education programs.

§ 46.2-1993.53. Removal of plates by Department of Motor Vehicles investigators; cancellation; reissuance.

If any Department of Motor Vehicles investigator finds that a vehicle bearing license plates or temporary transport plates issued under this article is being operated in a manner inconsistent with (i) the requirements of this article or (ii) the Commissioner's authorization provided for in this article, the Department of Motor Vehicles investigator may remove the license plate for cancellation. Once a license plate has been canceled, the dealership may reapply for the license plate. Reissuance of the license plate shall be subject to the approval of the Commissioner and the payment of the fee prescribed for issuance of license plates under this article.

§ 46.2-1993.54. Penalties for violations of article; service of summons.

Notwithstanding § 46.2-1993.5, any person violating any of the provisions of this article shall be guilty of a Class 3 misdemeanor. Any summons issued for any violation of any provision of this article relating to use or misuse of dealer's license plates shall be served upon the dealership to whom the plates were issued or to the person expressly permitting the unlawful use, or upon the operator of the motorcycle if the plates are used contrary to the use authorized by the certificate issued pursuant to § 46.2-1993.44.

#### Article 6.

##### Issuance of Temporary License Plates by Dealers.

§ 46.2-1993.55. Issuance of temporary license plates to dealers and vehicle owners.

The Department may, subject to the limitations and conditions set forth in this article, deliver temporary license plates designed by the Department to any dealer licensed under this chapter who applies for at least ten sets of plates and who encloses with his application a fee of two dollars for each

3133 set applied for. The application shall be made on a form prescribed and furnished by the Department.  
3134 Dealers, subject to the limitations and conditions set forth in this article, may issue temporary license  
3135 plates to owners of vehicles. The owners shall comply with the provisions of this article and  
3136 §§ 46.2-705, 46.2-706 and 46.2-707. Dealers issuing temporary license plates may do so free of charge,  
3137 but if they charge a fee for issuing temporary plates, the fee shall be no more than the fee charged the  
3138 dealer by the Department under this section.

3139 Display of a temporary license plate or plates on a vehicle shall subject the vehicle to the  
3140 requirements of §§ 46.2-1038 and 46.2-1056.

3141 § 46.2-1993.56. Records to be kept by dealers; inspection.

3142 Every dealer who has applied for temporary license plates shall maintain a permanent record of (i)  
3143 all temporary license plates delivered to him, (ii) all temporary license plates issued by him, and (iii)  
3144 any other information pertaining to the receipt or the issuance of temporary license plates which may be  
3145 required by the Department. Each record shall be kept for at least one year from the date of entry.  
3146 Every dealer shall allow full access to these records during regular business hours to authorized  
3147 representatives of the Department and to law-enforcement officers.

3148 § 46.2-1993.57. Application for temporary license plate.

3149 No dealer shall issue a temporary license plate except on written application by the person entitled  
3150 to receive the license plate, which application shall be forwarded by the dealer to the Department as  
3151 provided in § 46.2-1993.35.

3152 § 46.2-1993.58. To whom temporary plates shall not be issued; dealer to forward application for  
3153 current titling and registration; misstatements and false information.

3154 No dealer shall issue, assign, transfer, or deliver temporary license plates to other than the bona fide  
3155 purchaser or owner of a motorcycle, whether or not the motorcycle is to be registered in Virginia. If the  
3156 motorcycle is to be registered in Virginia, the dealer shall submit to the Department a written  
3157 application for the current titling and registration of the purchased motorcycle, accompanied by the  
3158 prescribed fees. Any dealer who issues temporary license plates to a purchaser who fails or declines to  
3159 request that his application be forwarded promptly to the Department forthwith shall notify the  
3160 Department of the issuance in the manner provided in this article. No dealer shall issue temporary  
3161 license plates to any person who possesses current license plates for a motorcycle that has been sold or  
3162 exchanged, nor shall any dealer lend temporary license plates to any person for use on any vehicle. If  
3163 the dealer does not have in his possession the certificate of title or certificate of origin, he shall issue  
3164 temporary license plates even though the purchaser has current license plates to be transferred. The  
3165 dealer shall present the title or certificate of origin to the customer within thirty days of purchase and  
3166 after this transaction is completed, the customer shall transfer his current license plates to the  
3167 motorcycle. If the title or certificate of origin cannot be produced for a vehicle within thirty days, a  
3168 second set of temporary license plates may be issued provided that a temporary certificate of ownership  
3169 is issued as provided in § 46.2-1993.35. It shall be unlawful for any person to issue any temporary  
3170 license plates containing any misstatement of fact, or for any person issuing or using temporary license  
3171 plates knowingly to insert any false information on their face.

3172 § 46.2-1993.59. Dealer to insert his name, date of issuance and expiration, make and identification  
3173 number of vehicle.

3174 Every dealer who issues temporary license plates shall insert clearly and indelibly on the face of  
3175 each temporary license plate the name of the issuing dealer, the date of issuance and expiration, and  
3176 the make and identification number of the motorcycle for which issued.

3177 § 46.2-1993.60. Suspension of right of dealer to issue.

3178 The Commissioner, on determining that the provisions of this chapter or the directions of the  
3179 Department are not being complied with by any dealer, may, after a hearing, suspend the right of a  
3180 dealer to issue temporary license plates.

3181 § 46.2-1993.61. Plates to be destroyed on expiration.

3182 Every person to whom temporary license plates have been issued shall destroy them on the thirtieth  
3183 day after issue or immediately on receipt of the permanent license plates from the Department,  
3184 whichever occurs first.

3185 § 46.2-1993.62. When plates to expire; refunds or credit.

3186 Temporary license plates shall expire on the receipt of the permanent license plates from the  
3187 Department, or on the rescission of a contract to purchase a motorcycle, or on the expiration of, or  
3188 thirty days from the date of issuance, whichever occurs first. No refund or credit of fees paid by dealers  
3189 to the Department for temporary license plates shall be allowed, except that when the Department  
3190 discontinues the right of a dealer to issue temporary license plates, the dealer, on returning temporary  
3191 license plates to the Department, may receive a refund or a credit for them.

3192 § 46.2-1993.63. Penalties.

3193 Any person violating any of the provisions of this article shall be guilty of a Class 1 misdemeanor.

3194 Article 7.

## Franchises.

§ 46.2-1993.64. Filing of franchises.

Each motorcycle manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof shall file with the Commissioner a true copy of each new, amended, modified, or different form or addendum offered to more than one dealer which affects the rights, responsibilities, or obligations of the parties of a franchise or sales, service, or sales and service agreement to be offered to a motorcycle dealer or prospective motorcycle dealer in the Commonwealth no later than sixty days prior to the date the franchise or sales agreement is offered. In no event shall a new, amended, modified, or different form of franchise or sales, service, or sales and service agreement be offered a motorcycle dealer in the Commonwealth until the form has been determined by the Commissioner as not containing terms inconsistent with the provisions of this chapter. At the time a filing is made with the Commissioner pursuant to this section, the manufacturer, factory branch, distributor, distributor branch, or subsidiary shall also give written notice together with a copy of the papers so filed to the affected dealer or dealers.

§ 46.2-1993.65. Exemption of franchises from Retail Franchising Act.

Franchises subject to the provisions of this chapter shall not be subject to any requirement contained in Chapter 8 (§ 13.1-557 et seq.) of Title 13.1.

§ 46.2-1993.66. Coercion of retail dealer by manufacturer or distributor with respect to retail installment sales contracts and extended warranties prohibited.

A. It shall be unlawful for any manufacturer or distributor, or any officer, agent, or representative of either, to coerce or attempt to coerce any retail motorcycle dealer or prospective retail motorcycle dealer in the Commonwealth to sell or offer to sell extended warranties or to sell, assign, or transfer any retail installment sales contract obtained by the dealer in connection with the sale by him in the Commonwealth of motorcycles manufactured or sold by the manufacturer or distributor, to a specified finance company or class of finance companies or to any other specified persons by any of the following:

1. Any statement, suggestion, promise, or threat that the manufacturer or distributor will in any manner benefit or injure the dealer, whether the statement, suggestion, threat, or promise is expressed or implied or made directly or indirectly.

2. Any act that will benefit or injure the dealer.

3. Any contract, or any expressed or implied offer of contract, made directly or indirectly to the dealer, for handling the motorcycle on the condition that the dealer sell, assign, or transfer his retail installment sales contract on the motorcycle, in the Commonwealth, to a specified finance company or class of finance companies or to any other specified person.

4. Any expressed or implied statement or representation made directly or indirectly that the dealer is under any obligation whatsoever to sell, assign, or transfer any of his retail sales contracts in the Commonwealth on motorcycles manufactured or sold by the manufacturer or distributor to a finance company, or class of finance companies, or other specified person, because of any relationship or affiliation between the manufacturer or distributor and the finance company or companies or the specified person or persons.

B. Any such statements, threats, promises, acts, contracts, or offers of contracts, when their effect may be to lessen or eliminate competition or tend to create a monopoly, are declared unfair trade practices and unfair methods of competition and are prohibited.

C. Any person violating any of the provisions of this article shall be guilty of a Class 1 misdemeanor.

§ 46.2-1993.67. Other coercion of dealers; transfer, grant, succession to and cancellation of dealer franchises; delivery of motorcycles, parts, and accessories.

It shall be unlawful for any manufacturer, factory branch, distributor, or distributor branch, or any field representative, officer, agent, or their representatives:

1. To coerce or attempt to coerce any dealer to accept delivery of any motorcycle or motorcycles, parts or accessories therefor, or any other commodities, which have not been ordered by the dealer.

2. To coerce or attempt to coerce any dealer to enter into an agreement with the manufacturer, factory branch, distributor, or distributor branch, or representative thereof, or do any other act unfair to the dealer, by threatening to cancel any franchise existing between the manufacturer, factory branch, distributor, distributor branch, or representative thereof and the dealer.

3. To coerce or attempt to coerce any dealer to join, contribute to, or affiliate with any advertising association.

4. To prevent or refuse to approve the sale or transfer of the ownership of a dealership by the sale of the business, stock transfer, or otherwise, or the transfer, sale, or assignment of a dealer franchise, or a change in the executive management or principal operator of the dealership, unless the franchisor provides written notice to the dealer of its objection and the reasons therefor at least thirty days prior

3256 to the proposed effective date of the transfer, sale, assignment, or change. No such objection shall be  
3257 effective to prevent the sale, transfer, assignment, or change if the Commissioner has determined, if  
3258 requested in writing by the dealer within thirty days after receipt of an objection to the proposed sale,  
3259 transfer, or change, and after a hearing on the matter, that the failure to permit or honor the sale,  
3260 transfer, assignment, or change is unreasonable under the circumstances. No franchise may be sold,  
3261 assigned, or transferred unless (i) the franchisor has been given at least ninety days' prior written notice  
3262 by the dealer as to the identity, financial ability, and qualifications of the proposed transferee, and (ii)  
3263 the sale or transfer of the franchise and business will not involve, without the franchisor's consent, a  
3264 relocation of the business.

3265 5. To grant an additional franchise for a particular line-make of motorcycle in a relevant market  
3266 area in which a dealer or dealers in that line-make are already located unless the franchisor has first  
3267 advised in writing all other dealers in the line-make in the relevant market area. No such additional  
3268 franchise may be established at the proposed site unless the Commissioner has determined, if requested  
3269 by a dealer of the same line-make in the relevant market area within thirty days after receipt of the  
3270 franchisor's notice of intention to establish the additional franchise, and after a hearing on the matter,  
3271 that there is reasonable evidence that after the grant of the new franchise, the market will support all of  
3272 the dealers in that line-make in the relevant market area. Establishing a franchised dealer in a relevant  
3273 market area to replace a franchised dealer that has not been in operation for more than two years shall  
3274 constitute the establishment of a new franchise subject to the terms of this subdivision. The two-year  
3275 period for replacing a franchised dealer shall begin on the day the franchise was terminated, or, if a  
3276 termination hearing was held, on the day the franchisor was legally permitted finally to terminate the  
3277 franchise. This subdivision shall not apply to (i) the relocation of an existing dealer within that dealer's  
3278 relevant market area if the relocation site is to be more than ten miles distant from any other dealer for  
3279 the same line-make; (ii) the relocation of an existing dealer within that dealer's relevant market area if  
3280 the relocation site is to be more distant than the existing site from all other dealers of the same  
3281 line-make in that relevant market area; or (iii) the relocation of an existing new motorcycle dealer  
3282 within two miles of the existing site of the relocating dealer.

3283 6. Except as otherwise provided in this subdivision and notwithstanding the terms of any franchise,  
3284 to terminate, cancel, or refuse to renew the franchise of any dealer without good cause and unless (i)  
3285 the dealer and the Commissioner have received written notice of the franchisor's intentions at least sixty  
3286 days prior to the effective date of such termination, cancellation, or the expiration date of the franchise,  
3287 setting forth the specific grounds for the action, and (ii) the Commissioner has determined, if requested  
3288 in writing by the dealer within the sixty-day period and, after a hearing on the matter, that there is  
3289 good cause for the termination, cancellation, or nonrenewal of the franchise. In any case where a  
3290 petition is made to the Commissioner for a determination as to good cause for the termination,  
3291 cancellation, or nonrenewal of a franchise, the franchise in question shall continue in effect pending the  
3292 Commissioner's decision or, if that decision is appealed to the circuit court, pending the decision of the  
3293 circuit court. In any case in which a franchisor neither advises a dealer that it does not intend to renew  
3294 a franchise nor takes any action to renew a franchise beyond its expiration date, the franchise in  
3295 question shall continue in effect on the terms last agreed to by the parties. Notwithstanding the other  
3296 provisions of this subdivision, notice of termination, cancellation, or nonrenewal may be provided to a  
3297 dealer by a franchisor not less than fifteen days prior to the effective date of such termination,  
3298 cancellation, or nonrenewal when the grounds for such action are any of the following:

3299 a. Insolvency of the franchised motorcycle dealer or filing of any petition by or against the  
3300 franchised motorcycle dealer, under any bankruptcy or receivership law, leading to liquidation or which  
3301 is intended to lead to liquidation of the franchisee's business;

3302 b. Failure of the franchised motorcycle dealer to conduct its customary sales and service operations  
3303 during its posted business hours for seven consecutive business days, except where the failure results  
3304 from acts of God or circumstances beyond the direct control of the franchised motorcycle dealer;

3305 c. Revocation of any license which the franchised motorcycle dealer is required to have to operate a  
3306 dealership;

3307 d. Conviction of the dealer or any principal of the dealer of a felony.

3308 The change or discontinuance of a marketing or distribution system of a particular line-make  
3309 product by a manufacturer or distributor, while the name identification of the product is continued in  
3310 substantial form by the same or different manufacturer or distributor, may be considered to be a  
3311 franchise termination, cancellation, or nonrenewal. The provisions of this paragraph shall apply to  
3312 changes and discontinuances made after January 1, 1989, but they shall not be considered by any court  
3313 in any case in which such a change or discontinuance occurring prior to that date has been challenged  
3314 as constituting a termination, cancellation or nonrenewal.

3315 7. To fail to provide continued parts and service support to a dealer which holds a franchise in a  
3316 discontinued line-make for at least five years from the date of such discontinuance. This requirement  
3317 shall not apply to a line-make which was discontinued prior to January 1, 1989.

8. To fail to allow a dealer the right at any time to designate a member of his family as a successor to the dealership in the event of the death or incapacity of the dealer. It shall be unlawful to prevent or refuse to honor the succession to a dealership by a member of the family of a deceased or incapacitated dealer if the franchisor has not provided to the member of the family previously designated by the dealer as his successor written notice of its objections to the succession and of such person's right to seek a hearing on the matter before the Commissioner pursuant to this article, and the Commissioner determines, if requested in writing by such member of the family within thirty days of receipt of such notice from the franchisor, and after a hearing on the matter before the Commissioner pursuant to this article, that the failure to permit or honor the succession is unreasonable under the circumstances. No member of the family may succeed to a franchise unless (i) the franchisor has been given written notice as to the identity, financial ability, and qualifications of the member of the family in question and (ii) the succession to the franchise will not involve, without the franchisor's consent, a relocation of the business.

9. To fail to ship monthly to any dealer, if ordered by the dealer, the number of new motorcycles of each make, series, and model needed by the dealer to receive a percentage of total new motorcycle sales of each make, series, and model equitably related to the total new motorcycle production or importation currently being achieved nationally by each make, series, and model covered under the franchise. Upon the written request of any dealer holding its sales or sales and service franchise, the manufacturer or distributor shall disclose to the dealer in writing the basis upon which new motorcycles are allocated, scheduled, and delivered to the dealers of the same line-make. If allocation is at issue in a request for a hearing, the dealer may demand the Commissioner to direct that the manufacturer or distributor provide to the dealer, within thirty days of such demand, all records of sales and all records of distribution of all motorcycles to the same line-make dealers who compete with the dealer requesting the hearing.

10. To require or otherwise coerce a dealer to underutilize the dealer's facilities.

11. To include in any franchise with a motorcycle dealer terms that are contrary to, prohibited by, or otherwise inconsistent with the requirements of this chapter.

12. For any franchise agreement to require a motorcycle dealer to pay the attorney's fees of the manufacturer or distributor related to hearings and appeals brought under this article.

13. To fail to include in any franchise with a motorcycle dealer the following language: "If any provision herein contravenes the laws or regulations of any state or other jurisdiction wherein this agreement is to be performed, or denies access to the procedures, forums, or remedies provided for by such laws or regulations, such provision shall be deemed to be modified to conform to such laws or regulations, and all other terms and provisions shall remain in full force," or words to that effect.

§ 46.2-1993.68. Manufacturer or distributor right of first refusal.

Notwithstanding the terms of any franchise agreement, in the event of a proposed sale or transfer of a dealership, the manufacturer or distributor shall be permitted to exercise a right of first refusal to acquire the new motorcycle dealer's assets or ownership, if such sale or transfer is conditioned upon the manufacturer's or dealer's entering into a dealer agreement with the proposed new owner or transferee, only if all the following requirements are met:

1. To exercise its right of first refusal, the manufacturer or distributor must notify the dealer in writing within forty-five days of its receipt of the completed proposal for the proposed sale transfer;

2. The exercise of the right of first refusal will result in the dealer's and dealer's owner's receiving the same or greater consideration as they have contracted to receive in connection with the proposed change of ownership or transfer;

3. The proposed sale or transfer of the dealership's assets does not involve the transfer or sale to a member or members of the family of one or more dealer owners, or to a qualified manager or a partnership or corporation controlled by such persons; and

4. The manufacturer or distributor agrees to pay the reasonable expenses, including attorney's fees which do not exceed the usual, customary, and reasonable fees charged for similar work done for other clients, incurred by the proposed new owner and transferee prior to the manufacturer's or distributor's exercise of its right of first refusal in negotiating and implementing the contract for the proposed sale or transfer of the dealership or dealership assets. Notwithstanding the foregoing, no payment of such expenses and attorney's fees shall be required if the dealer has not submitted or caused to be submitted an accounting of those expenses within thirty days of the dealer's receipt of the manufacturer's or distributor's written request for such an accounting. Such accounting may be requested by a manufacturer or distributor before exercising its right of first refusal.

§ 46.2-1993.69. Discontinuation of distributors.

If the contract between a distributor and a manufacturer or importer is terminated or otherwise discontinued, all franchises granted to motorcycle dealers in Virginia by that distributor shall continue in full force and shall not be affected by the discontinuance, except that the manufacturer, factory



branch, distributor, representative, or other person who undertakes to distribute motorcycles of the same line-make or the same motorcycles of a re-named line-make shall be substituted for the discontinued distributor under the existing motorcycle dealer franchises and those franchises shall be modified accordingly.

§ 46.2-1993.70. Warranty obligations.

A. Each motorcycle manufacturer, factory branch, distributor, or distributor branch shall (i) specify in writing to each of its motorcycle dealers licensed in the Commonwealth the dealer's obligations for preparation, delivery, and warranty service on its products and (ii) compensate the dealer for warranty parts, service and diagnostic work required of the dealer by the manufacturer or distributor as follows:

1. Compensation of a dealer for warranty parts, service and diagnostic work shall not be less than the amounts charged by the dealer for the manufacturer's or distributor's original parts, service and diagnostic work to retail customers for nonwarranty service, parts and diagnostic work installed or performed in the dealer's service department unless the amounts are not reasonable;

2. For purposes of determining warranty parts and service compensation, menu-priced parts or services, group discounts, special event discounts, and special event promotions shall not be considered in determining amounts charged by the dealer to retail customers;

3. Increases in dealer warranty parts and service compensation and diagnostic work compensation, pursuant to this section, shall be requested by the dealer in writing, shall be based on 100 consecutive repair orders or all repair orders over a ninety-day period, whichever occurs first and, in the case of parts, shall be stated as a percentage of markup which shall be uniformly applied to all the manufacturer's or distributor's parts;

4. In the case of warranty parts compensation, the provisions of this subdivision shall be effective only for model year 1992 and succeeding model years;

5. If a manufacturer or distributor furnishes a part to a dealer at no cost for use by the dealer in performing work for which the manufacturer or distributor is required to compensate the dealer under this section, the manufacturer or distributor shall compensate the dealer for the part in the same manner as warranty parts compensation, less the wholesale costs, for such part as listed in the manufacturer's current price schedules. A manufacturer or distributor may pay the dealer a reasonable handling fee instead of the compensation otherwise required by this subsection for special high-performance complete engine assemblies in limited production motorcycles which constitute less than five percent of model production furnished to the dealer at no cost, if the manufacturer or distributor excludes such special high-performance complete engine assemblies in determining whether the amounts requested by the dealer for warranty compensation are consistent with the amounts that the dealer charges its other retail service customers for parts used by the dealer to perform similar work; or

6. In the case of service work, manufacturer original parts or parts otherwise specified by the manufacturer or distributor, and parts provided by a dealer either pursuant to an adjustment program as defined in § 59.1-207.34 or as otherwise requested by the manufacturer or distributor, the dealer shall be compensated in the same manner as for warranty service or parts.

Warranty audits of dealer records may be conducted by the manufacturer, factory branch, distributor, or distributor branch on a reasonable basis, and dealer claims for warranty compensation shall not be denied except for good cause, such as performance of nonwarranty repairs, lack of material documentation, fraud, or misrepresentation. Claims for dealer compensation shall be paid within thirty days of dealer submission or within thirty days of the end of an incentive program or rejected in writing for stated reasons. The manufacturer, factory branch, distributor, or distributor branch shall reserve the right to reasonable periodic audits to determine the validity of all such paid claims for dealer compensation. Any chargebacks for warranty parts or service compensation and service incentives shall only be for the twelve-month period immediately following the date of the claim and, in the case of chargebacks for sales compensation only, for the eighteen-month period immediately following the date of claim. However, such limitations shall not be effective in the case of intentionally false or fraudulent claims.

B. It shall be unlawful for any motorcycle manufacturer, factory branch, distributor, or distributor branch to:

1. Fail to perform any of its warranty obligations, including tires, with respect to a motorcycle;

2. Fail to assume all responsibility for any liability resulting from structural or production defects;

3. Fail to include in written notices of factory recalls to motorcycle owners and dealers the expected date by which necessary parts and equipment will be available to dealers for the correction of defects;

4. Fail to compensate any of the motorcycle dealers licensed in the Commonwealth for repairs effected by the dealer of merchandise damaged in manufacture or transit to the dealer where the carrier is designated by the manufacturer, factory branch, distributor, or distributor branch;

5. Fail to compensate its motorcycle dealers licensed in the Commonwealth for warranty parts, work, and service pursuant to subsection A of this section, or for legal costs and expenses incurred by such



dealers in connection with warranty obligations for which the manufacturer, factory branch, distributor, or distributor branch is legally responsible or which the manufacturer, factory branch, distributor, or distributor branch imposes upon the dealer;

6. Misrepresent in any way to purchasers of motorcycles that warranties with respect to the manufacture, performance, or design of the motorcycle are made by the dealer, either as warrantor or co-warrantor;

7. Require the dealer to make warranties to customers in any manner related to the manufacture, performance, or design of the motorcycle; or

8. Shift or attempt to shift to the motorcycle dealer, directly or indirectly, any liabilities of the manufacturer, factory branch, distributor or distributor branch under the Virginia Motor Vehicle Warranty Enforcement Act (§ 59.1-207.9 et seq.), unless such liability results from the act or omission by the dealer.

C. Notwithstanding the terms of any franchise, it shall be unlawful for any motorcycle manufacturer, factory branch, distributor, or distributor branch to fail to indemnify and hold harmless its motorcycle dealers against any losses or damages arising out of complaints, claims, or suits relating to the manufacture, assembly, or design of motorcycles, parts, or accessories, or other functions by the manufacturer, factory branch, distributor, or distributor branch beyond the control of the dealer, including, without limitation, the selection by the manufacturer, factory branch, distributor, or distributor branch of parts or components for the motorcycle or any damages to merchandise occurring in transit to the dealer where the carrier is designated by the manufacturer, factory branch, distributor, or distributor branch. The dealer shall notify the manufacturer of pending suits in which allegations are made which come within this subsection whenever reasonably practicable to do so. Every motorcycle dealer franchise issued to, amended, or renewed for motorcycle dealers in Virginia shall be construed to incorporate provisions consistent with the requirements of this subsection.

D. On any new motorcycle, any uncorrected damage or any corrected damage exceeding three percent of the manufacturer's or distributor's suggested retail price as defined in 15 U.S.C. §§ 1231-1233, as measured by retail repair costs, must be disclosed to the dealer in writing prior to delivery. Factory mechanical repair and damage to tires are excluded from the three percent rule when properly replaced by identical manufacturer's or distributor's original equipment or parts. Whenever a new motorcycle is damaged in transit, when the carrier or means of transportation is determined by the manufacturer or distributor, or whenever a motorcycle is otherwise damaged prior to delivery to the new motorcycle dealer, the new motorcycle dealer shall:

1. Notify the manufacturer or distributor of the damage within three business days from the date of delivery of the new motorcycle to the new motorcycle dealership or within the additional time specified in the franchise; and

2. Request from the manufacturer or distributor authorization to replace the components, parts, and accessories damaged or otherwise correct the damage, unless the damage to the motorcycle exceeds the three percent rule, in which case the dealer may reject the motorcycle within three business days.

E. If the manufacturer or distributor refuses or fails to authorize correction of such damage within ten days after receipt of notification, or if the dealer rejects the motorcycle because damage exceeds the three percent rule, ownership of the new motorcycle shall revert to the manufacturer or distributor, and the new motorcycle dealer shall have no obligation, financial or otherwise, with respect to such motorcycle. Should either the manufacturer, distributor, or the dealer elect to correct the damage or any other damage exceeding the three percent rule, full disclosure shall be made by the dealer in writing to the buyer and an acknowledgment by the buyer is required. If there is less than three percent damage, no disclosure is required, provided the damage has been corrected. Predelivery mechanical work shall not require a disclosure. Failure to disclose any corrected damage within the knowledge of the selling dealer to a new motorcycle in excess of the three percent rule shall constitute grounds for revocation of the buyer order, provided that, within thirty days of purchase, the motorcycle is returned to the dealer with an accompanying written notice of the grounds for revocation. In case of revocation pursuant to this section, the dealer shall accept the motorcycle and refund any payments made to the dealer in connection with the transaction, less a reasonable allowance for the consumer's use of the motorcycle as defined in § 59.1-207.11.

F. If there is a dispute between the manufacturer, factory branch, distributor, or distributor branch and the dealer with respect to any matter referred to in subsection A, B, or C of this section, either party may petition the Commissioner in writing, within thirty days after either party has given written notice of the dispute to the other, for a hearing. The decision of the Commissioner shall be binding on the parties, subject to rights of judicial review and appeal as provided in Chapter 1.1:1 (§ 9-6.14:1 et seq.) of Title 9. However, nothing contained in this section shall give the Commissioner any authority as to the content or interpretation of any manufacturer's or distributor's warranty.

§ 46.2-1993.71. Operation of dealership by manufacturer.

3502 *It shall be unlawful for any motorcycle manufacturer, factory branch, distributor, distributor branch,*  
3503 *or subsidiary thereof, to own, operate, or control any motorcycle dealership in the Commonwealth.*  
3504 *However, this section shall not prohibit:*

3505 *1. The operation by a manufacturer, factory branch, distributor, distributor branch, or subsidiary*  
3506 *thereof, of a dealership for a temporary period, not to exceed one year, during the transition from one*  
3507 *owner or operator to another;*

3508 *2. The ownership or control of a dealership by a manufacturer, factory branch, distributor,*  
3509 *distributor branch, or subsidiary thereof, while the dealership is being sold under a bona fide contract*  
3510 *or purchase option to the operator of the dealership;*

3511 *3. The ownership, operation, or control of a dealership by a manufacturer, factory branch,*  
3512 *distributor, distributor branch, or subsidiary thereof, if the manufacturer, factory branch, distributor,*  
3513 *distributor branch, or subsidiary has been engaged in the retail sale of motorcycles through the*  
3514 *dealership for a continuous period of three years prior to July 1, 1972, and if the Commissioner*  
3515 *determines, after a hearing on the matter at the request of any party, that there is no dealer*  
3516 *independent of the manufacturer or distributor, factory branch or distributor branch, or subsidiary*  
3517 *thereof available in the community to own and operate the franchise in a manner consistent with the*  
3518 *public interest;*

3519 *4. The ownership, operation, or control of a dealership by a manufacturer, factory branch,*  
3520 *distributor, distributor branch, or subsidiary thereof if the Commissioner determines, after a hearing at*  
3521 *the request of any party, that there is no dealer independent of the manufacturer or distributor, factory*  
3522 *branch or distributor branch, or subsidiary thereof available in the community or trade area to own and*  
3523 *operate the franchise in a manner consistent with the public interest.*

3524 *§ 46.2-1993.72. Ownership of service facilities.*

3525 *It shall be unlawful for any motorcycle manufacturer, factory branch, distributor, distributor branch,*  
3526 *or subsidiary thereof, to own, operate, or control, either directly or indirectly, any motorcycle warranty*  
3527 *or service facility located in the Commonwealth. Nothing in this section shall prohibit any motorcycle*  
3528 *manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof, from owning,*  
3529 *operating, or controlling any warranty or service facility for warranty or service of motorcycles owned*  
3530 *or operated by the manufacturer, factory branch, distributor, distributor branch, or subsidiary thereof.*  
3531 *Nothing contained in this section shall prohibit a motorcycle manufacturer, factory branch, distributor,*  
3532 *or distributor branch from performing service for reasons of compliance with an order of a court of*  
3533 *competent jurisdiction or of warranty under Chapter 17.3 (§ 59.1-207.9 et seq.) of Title 59.1.*

3534 *§ 46.2-1993.73. Hearings and other remedies.*

3535 *A. In every case of a hearing before the Commissioner authorized under this article, the*  
3536 *Commissioner shall give reasonable notice of each hearing to all interested parties, and the*  
3537 *Commissioner's decision shall be binding on the parties, subject to the rights of judicial review and*  
3538 *appeal as provided in Chapter 1.1:1 (§ 9-6.14:1 et seq.) of Title 9.*

3539 *B. Hearings before the Commissioner under this article shall commence within ninety days of the*  
3540 *request for a hearing and the Commissioner's decision shall be rendered within sixty days from the*  
3541 *receipt of the hearing officer's recommendation. Hearings authorized under this article shall be presided*  
3542 *over by a hearing officer selected from a list prepared by the Executive Secretary of the Supreme Court*  
3543 *of Virginia. On request of the Commissioner, the Executive Secretary will name a hearing officer from*  
3544 *the list, selected on a rotation system administered by the Executive Secretary. The hearing officer shall*  
3545 *provide recommendations to the Commissioner within ninety days of the conclusion of the hearing.*

3546 *C. Notwithstanding any contrary provision of this article, the Commissioner shall initiate*  
3547 *investigations, conduct hearings, and determine the rights of parties under this article whenever he is*  
3548 *provided information indicating a possible violation of any provision of this article.*

3549 *D. For purposes of any matter brought to the Commissioner under subdivisions 3, 4, 5, 6 and 9 of*  
3550 *§ 46.2-1993.67 with respect to which the Commissioner is to determine whether there is good cause for*  
3551 *a proposed action or whether it would be unreasonable under the circumstances, the Commissioner*  
3552 *shall consider:*

- 3553 *1. The volume of the affected dealer's business in the relevant market area;*
- 3554 *2. The nature and extent of the dealer's investment in its business;*
- 3555 *3. The adequacy of the dealer's service facilities, equipment, parts, supplies, and personnel;*
- 3556 *4. The effect of the proposed action on the community;*
- 3557 *5. The extent and quality of the dealer's service under motorcycle warranties;*
- 3558 *6. The dealer's performance under the terms of its franchise; and*
- 3559 *7. Other economic and geographical factors reasonably associated with the proposed action.*

3560 *With respect to subdivision 6 of this subsection, any performance standard or program for measuring*  
3561 *dealership performance that may have a material effect on a dealer, and the application of any such*  
3562 *standard or program by a manufacturer or distributor, shall be fair, reasonable, and equitable and, if*  
3563 *based upon a survey, shall be based upon a statistically valid sample. Upon the request of any dealer, a*

manufacturer or distributor shall disclose in writing to the dealer a description of how a performance standard or program is designed and all relevant information used in the application of the performance standard or program to that dealer.

§ 46.2-1993.74. Late model and factory repurchase franchises.

Franchised late model or factory repurchase motorcycle dealers shall have the same rights and obligations as provided for franchised new motorcycle dealers in this article, *mutatis mutandis*.

#### Article 8.

#### Denial, Suspension, and Revocation of Dealer Licenses.

§ 46.2-1993.75. Acts of officers, directors, partners, and salespersons.

If a licensee or registrant is a partnership or corporation, it shall be sufficient cause for the denial, suspension, or revocation of a license or certificate of dealer registration that any officer, director, or trustee of the partnership or corporation, or any member in the case of a partnership or the dealer-operator, has committed any act or omitted any duty which would be cause for refusing, suspending, or revoking a license or certificate of dealer registration issued to him as an individual under this chapter. Each licensee or registrant shall be responsible for the acts of any of his salespersons while acting as his agent, if the licensee approved of those acts or had knowledge of those acts or other similar acts and, after such knowledge, retained the benefit, proceeds, profits, or advantages accruing from those acts or otherwise ratified those acts.

§ 46.2-1993.76. Grounds for denying, suspending, or revoking licenses or certificates of dealer registration or qualification.

A license or certificate of dealer registration or qualification issued under this subtitle may be denied, suspended, or revoked on any one or more of the following grounds:

1. Material misstatement or omission in application for license, dealer's license plates, certificate of dealer registration, certificate of qualification, or certificate of title;

2. Failure to comply subsequent to receipt of a written warning from the Department or any willful failure to comply with any provision of this chapter or any applicable provision of this subtitle or any applicable regulation promulgated under this subtitle;

3. Failure to have an established place of business as defined in § 46.2-1993.8 or failure to have as the dealer-operator an individual who holds a valid certificate of qualification;

4. Defrauding any retail buyer, to the buyer's damage, or any other person in the conduct of the licensee's or registrant's business;

5. Employment of fraudulent devices, methods or practices in connection with compliance with the requirements under the statutes of the Commonwealth with respect to the retaking of vehicles under retail installment contracts and the redemption and resale of those vehicles;

6. Having used deceptive acts or practices;

7. Knowingly advertising by any means any assertion, representation, or statement of fact which is untrue, misleading, or deceptive in any particular relating to the conduct of the business licensed or registered under this subtitle or for which a license or registration is sought;

8. Having been convicted of any fraudulent act in connection with the business of selling vehicles or any consumer-related fraud;

9. Having been convicted of any criminal act involving the business of selling vehicles;

10. Willfully retaining in his possession title to a vehicle that has not been completely and legally assigned to him;

11. Failure to comply with any provision of Chapter 4.1 (§ 36-85.2 et seq.) of Title 36 or any regulation promulgated pursuant to that chapter;

12. Leasing, renting, lending, or otherwise allowing the use of a dealer's license plate by persons not specifically authorized under this title;

13. Having been convicted of a felony;

14. Failure to submit to the Department, within thirty days from the date of sale, any application, tax, or fee collected for the Department on behalf of a buyer;

15. Having been convicted of larceny of a vehicle or receipt or sale of a stolen vehicle;

16. Having been convicted of odometer tampering or any related violation;

17. If a salvage dealer, salvage pool, or rebuilder, failing to comply with any provision of Chapter 16 of this title or any regulation promulgated by the Commissioner under that chapter; or

18. Failing to maintain liability insurance, issued by a company licensed to do business in the Commonwealth, or a certificate of self-insurance as defined in § 46.2-368, with respect to each dealer's license plate issued to the dealer by the Department.

§ 46.2-1993.77. Suspension, revocation, and refusal to renew licenses or certificates of dealer registration or qualification; notice and hearing.

A. Except as provided in subsection B of this section, no license or certificate of dealer registration or qualification issued under this subtitle shall be suspended or revoked, or renewal thereof refused,

3625 until a written copy of the complaint made has been furnished to the licensee, registrant, or qualifier  
3626 against whom the same is directed and a public hearing thereon has been had before the Commissioner.  
3627 At least ten days' written notice of the time and place of the hearing shall be given to the licensee,  
3628 registrant, or qualifier by registered mail addressed to his last known post-office address or as shown  
3629 on his license or certificate or other record of information in possession of the Commissioner. At the  
3630 hearing the licensee, registrant, or qualifier shall have the right to be heard personally or by counsel.  
3631 After hearing, the Commissioner may suspend, revoke, or refuse to renew the license or certificate in  
3632 question. Immediate notice of any suspension, revocation, or refusal shall be given to the licensee,  
3633 registrant, or qualifier in the same manner provided in this section for giving notices of hearing.

3634 B. Should a dealer fail to maintain an established place of business, the Commissioner may cancel  
3635 the license of the dealer without a hearing after notification of the intent to cancel has been sent, by  
3636 return receipt mail, to the dealer at the dealer's residence and business addresses, and the notices are  
3637 returned undelivered or the dealer does not respond within twenty days from the date the notices were  
3638 sent. Any subsequent application for a dealer's license shall be treated as an original application.

3639 § 46.2-1993.78. Appeals from actions of the Commissioner.

3640 Any person aggrieved by the action of the Commissioner in refusing to grant or renew a license or  
3641 certificate of dealer registration or qualification issued under this chapter, or by any other action of the  
3642 Commissioner which is alleged to be improper, unreasonable, or unlawful under the provisions of this  
3643 chapter is entitled to judicial review in accordance with the provisions of the Administrative Process Act  
3644 (§ 9-6.14:1 et seq.).

3645 § 46.2-1993.79. Appeals to Court of Appeals; bond.

3646 Either party may appeal from the decision of the court under § 46.2-1993.78 to the Court of  
3647 Appeals. These appeals shall be taken and prosecuted in the same manner and with like effect as is  
3648 provided by law in other cases appealed as a matter of right to the Court of Appeals.

3649 No appeal shall be taken on behalf of the person whose license or certificate of registration or  
3650 qualification was suspended or revoked until the person enters into a proper bond with surety approved  
3651 by the trial court in an amount determined by the trial court, not to exceed \$5,000, to observe the motor  
3652 vehicle laws of the Commonwealth, including the provisions of this chapter, until final judgment of the  
3653 Court of Appeals.

3654 § 46.2-1993.80. Equitable remedies not impaired.

3655 The remedy at law provided by §§ 46.2-1993.78 and 46.2-1993.79 shall not in any manner impair  
3656 the right to applicable equitable relief. That right to equitable relief is hereby preserved,  
3657 notwithstanding the provisions of §§ 46.2-1993.78 and 46.2-1993.79.

3658 Article 9.

3659 Motorcycle Dealer Advertising.

3660 § 46.2-1993.81. Regulated advertising practices.

3661 For purposes of this chapter, a violation of the following regulated advertising practices shall be an  
3662 unfair, deceptive, or misleading act or practice.

3663 1. A motorcycle shall not be advertised as new, either by word or implication, unless it is one which  
3664 conforms to the requirements of § 46.2-1993.

3665 2. When advertising any motor vehicle which does not conform to the definition of "new" as provided  
3666 in § 46.2-1993, the fact that it is used shall be clearly and unequivocally expressed by the term "used"  
3667 or by such other term as is commonly understood to mean that the motor vehicle is used. By way of  
3668 example but not by limitation, "special purchase" by itself is not a satisfactory disclosure; however, such  
3669 terms as "demonstrator" or "former leased vehicles" used alone clearly express that the vehicles are  
3670 used for advertising purposes.

3671 3. Advertisement of finance charges or other interest rates shall not be used when there is a cost to  
3672 buy-down said charge or rate which is passed on, in whole or in part, to the purchaser.

3673 4. Terms, conditions, and disclaimers shall be stated clearly and conspicuously. An asterisk or other  
3674 reference symbol may be used to point to a disclaimer or other information, but shall not be used as a  
3675 means of contradicting or changing the meaning of an advertised statement.

3676 5. The expiration date of an advertised sale shall be clearly and conspicuously disclosed.

3677 6. The term "list price," "sticker price," or "suggested retail price" and similar terms, shall be used  
3678 only in reference to the manufacturer's suggested retail price for new motorcycles or the dealer's own  
3679 usual and customary price for used motorcycles.

3680 7. Terms such as "at cost," "below cost," "\$ off cost" shall not be used in advertisements because of  
3681 the difficulty in determining a dealer's actual net cost at the time of the sale. Terms such as "invoice  
3682 price," "\$ over invoice," may be used, provided that the invoice referred to is the manufacturer's factory  
3683 invoice or a bona fide bill of sale and the invoice or bill of sale is available for customer inspection.

3684 "Manufacturer's factory invoice" means that document supplied by the manufacturer to the dealer  
3685 listing the manufacturer's charge to the dealer before any deduction for holdback, group advertising,  
3686 factory incentives or rebates, or any governmental charges.

8. When the price or credit terms of a motorcycle are advertised, the motorcycle shall be fully identified as to year, make, and model. In addition, in advertisements placed by individual dealers and not line-make marketing groups, the stated price or credit terms shall include all charges which the buyer must pay to the seller, except buyer-selected options, state and local fees and taxes, and manufacturer's or distributor's freight or destination charges. If freight or destination charges are not included in the advertised price, the amount of any such freight or destination charge must be clearly and conspicuously disclosed.

9. Advertisements which set out a policy of matching or bettering competitors' prices shall not be used unless the terms of the offer are specific, verifiable and reasonable.

10. Advertisements of "dealer rebates" shall not be used. This does not affect advertisement of manufacturer rebates.

11. "Free," "at no cost," or other words to that effect shall not be used unless the "free" item, merchandise, or service is available without a purchase. This provision shall not apply to advertising placed by manufacturers, distributors, or line-make marketing groups.

12. "Bait" advertising, in which an advertiser may have no intention to sell at the price or terms advertised, shall not be used. By way of example, but not by limitation:

a. If a specific motorcycle is advertised, the seller shall be in possession of a reasonable supply of said motorcycles, and they shall be available at the advertised price. If the advertised motorcycle is available only in limited numbers or only by order, that shall be stated in the advertisement. For purposes of this subdivision, the listing of a motorcycle by stock number or vehicle identification number in the advertisement for a used motorcycle is one means of satisfactorily disclosing a limitation of availability. Stock numbers or vehicle identification numbers shall not be used in advertising a new motorcycle unless the advertisement clearly and conspicuously discloses that it relates to only one motorcycle;

b. Advertising a motorcycle at a certain price, including "as low as" statements, but having available for sale only motorcycles equipped with dealer added cost "options" which increase the selling price, above the advertised price, shall also be considered "bait" advertising;

c. If a lease payment is advertised, the fact that it is a lease arrangement shall be disclosed.

13. The term "repossessed" shall be used only to describe motorcycles that have been sold, registered, titled and then taken back from a purchaser and not yet resold to an ultimate user. Advertisers offering repossessed motorcycles for sale shall provide proof of repossession upon request.

14. Words such as "finance" or "loan" shall not be used in a motorcycle advertiser's firm name or trade name, unless that person is actually engaged in the financing of motorcycles.

15. Any advertisement which gives the impression a dealer has a special arrangement or relationship with the distributor or manufacturer, as compared to similarly situated dealers, shall not be used.

§ 46.2-1993.82. Enforcement; regulations.

The Commissioner may promulgate regulations reasonably necessary for enforcement of this article.

In addition to any other sanctions or remedies available to the Commissioner under this chapter, the Commissioner may assess a civil penalty not to exceed \$1,000 for any single violation of this article. Each day that a violation continues shall constitute a separate violation.

2. That §§ 46.2-1902, 46.2-1903, 46.2-1942, and 46.2-1961 of the Code of Virginia are repealed.