State of Arkansas 1 As Engrossed: S2/22/99 H3/23/99 A Bill 2 82nd General Assembly Act 1042 of 1999 3 Regular Session, 1999 SENATE BILL 484 4 5 By: Senator Fitch 6 7 For An Act To Be Entitled 8 "AN ACT TO AMEND VARIOUS SECTIONS OF THE ARKANSAS 9 MOTOR VEHICLE COMMISSION ACT; AND FOR OTHER PURPOSES." 10 11 **Subtitle** 12 "AN ACT TO AMEND VARIOUS SECTIONS OF THE 13 ARKANSAS MOTOR VEHICLE COMMISSION ACT." 14 15 16 17 BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF ARKANSAS: 18 SECTION 1. Arkansas Code 23-112-103 is amended to read as follows: 19 20 "23-112-103. Definitions. As used in this chapter, unless the context otherwise requires: 21 22 (1) 'Motor vehicle' means any motor-driven vehicle of the sort and kind required to have an Arkansas motor vehicle license or registration 23 24 and having two (2) or more wheels; 25 (2) 'Motor vehicle dealer' means any person engaged in the business of selling, offering to sell, soliciting, or advertising the sale of 26 motor vehicles, or possessing motor vehicles for the purpose of resale, either 27 on his own account or on behalf of another, either as his primary business or 28 29 incidental thereto. The term 'motor vehicle dealer' shall include any person engaged in the business of selling, offering to sell, soliciting, or 30 advertising the sale of commercial buses, school buses, or other 31 multipassenger motor vehicles, or possessing them for the purpose of resale. 32 The term 'motor vehicle dealer' does not include: 33 (A) Receivers, trustees, administrators, executors, 34 35 guardians, or other persons appointed by or acting under judgment, decree, or order of any court; 36

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1		(B)	Public officers	while	performi ng	thei r	duti es	as
2	offi cers;							

- 3 (C) Employees of persons, corporations, or associations 4 enumerated in subdivision (2)(A) of this section when engaged in the specific 5 performance of their duties as employees;
 - (D) Specialty vehicle dealers; or
- 7 (E) Financial institutions engaged in the leasing of motor 8 vehicles;
- 9 (3) 'New motor vehicle' means any motor vehicle, the legal title
 10 to which has never been transferred by a manufacturer, distributor, or
 11 <u>franchised new motor vehicle</u> dealer to an ultimate purchaser, and has not been
 12 the subject of retail sale without regard to mileage and any other motor
 13 vehicle defined as new by regulations promulgated by the commission;
 - (4) 'Ultimate Purchaser' means, with respect to any new motor vehicle, the first person, other than a motor vehicle dealer purchasing in his capacity as a dealer, who in good faith purchases the new motor vehicle for purposes other than resale. 'Ultimate purchaser' shall not include a person who purchases a vehicle for purposes of altering or remanufacturing the motor vehicle for future resale;
 - (5) 'Retail sale' or 'sale at retail' means the act or attempted act of selling, bartering, exchanging, or otherwise disposing of a new motor vehicle to an ultimate purchaser for use as a consumer;
 - (6) 'Motor vehicle salesman' means any person who is employed as a salesman by a motor vehicle dealer whose duties include the selling or offering for sale of motor vehicles;
 - (7) 'Commission' means the Arkansas Motor Vehicle Commission created by this chapter;
- 28 (8) 'Manufacturer' means any person, firm, association, 29 corporation, or trust, resident or nonresident, who manufactures or assembles 30 new motor vehicles;
- 31 (9) 'Distributor' means any person, resident or nonresident, who 32 in whole or in part sells or distributes new motor vehicles to motor vehicle 33 dealers, or who maintains distributor representatives;
- 34 (10) 'Factory branch' means a branch or division office 35 maintained by a person, firm, association, corporation, or trust who 36 manufactures or assembles new motor vehicles for sale to distributors, to

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- 1 motor vehicle dealers, or for directing or supervising, in whole or in part,
 2 its representatives;
 - (11) 'Distributor branch' means a branch or division office similarly maintained by a distributor for the same purposes a factory branch or division is maintained:
 - (12) 'Factory representative' means a representative employed by a person, firm, association, corporation, or trust who manufactures or assembles new motor vehicles, or by a factory branch for the purpose of making or promoting the sale of his, its, or their new motor vehicles, or for supervising or contacting his, its, or their dealers or prospective dealers;
- 11 (13) 'Distributor representative' means a representative 12 similarly employed by a distributor or distributor branch;
 - (14) 'Person' means and includes, individually and collectively, individuals, firms, partnerships, copartnerships, associations, corporations, trusts, or any other form of business enterprise, or any legal entity;
 - (15) 'Good faith' means the duty of each party to any franchise, and all officers, employees, or agents thereof, to act in a fair and equitable manner toward each other so as to guarantee the one party freedom from coercion, intimidation, or threats of coercion or intimidation, from the other party. However, recommendation, endorsement, exposition, persuasion, urging, or argument shall not be deemed to constitute a lack of good faith;
 - (16) 'Coerce' means the failure to act in good faith in performing or complying with any terms or provisions of the franchise or agreement. However, recommendation, exposition, persuasion, urging, or argument shall not be deemed to constitute a lack of good faith;
 - (17) 'Broker' means a person who for any valuable consideration, whether received directly or indirectly, arranges or offers to arrange a transaction involving the sale, for purposes other than resale, of a new motor vehicle, and who is not:
- 30 (A) A dealer or bona fide employee of a new motor vehicle dealer;
- 32 (B) A representative or bona fide employee of a 33 manufacturer, factory branch, or factory representative when acting on behalf 34 of a manufacturer, factory branch, or factory representative;
- 35 (C) A representative or bona fide employee of a distributor 36 or distributor branch when acting on behalf of a distributor or distributor

1 branch; or

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- 2 (D) At any point in the transaction, the bona fide owner of 3 the vehicle involved in the transaction;
- 4 (18) 'Motor vehicle lessor' means any person, not excluded by 5 subdivision (2) of this section, engaged in the motor vehicle leasing or 6 rental business;
 - (19) 'Specialty vehicle' means a motor vehicle manufactured by a second stage manufacturer by purchasing motor vehicle components, e.g., frame and drive train, and completing the manufacture of finished motor vehicles for the purpose of resale, with the primary manufacturer warranty unimpaired, to a limited commercial market rather than the consuming public. 'Specialty vehicles' includes garbage trucks, ambulances, fire trucks, limousines, hearses, and other similar limited-purpose vehicles as the commission may by
- hearses, and other similar limited-purpose vehicles as the commission may byregulation provide;
 - (20) 'Auto auction' means:
- 16 (A) Any person who provides a place of business or 17 facilities for the wholesale exchange of motor vehicles by and between duly 18 licensed motor vehicle dealers;
 - (B) Any motor vehicle dealer licensed to sell used motor vehicles selling motor vehicles using an auction format but not on consignment;
- 22 (C) Any person who provides the facilities for or is in the 23 business of selling motor vehicles in an auction format;
 - (21) 'Relevant market area' means the area within a radius of twenty (20) miles around an existing dealer or the area of responsibility defined in the franchise, whichever is greater. However, where a manufacturer is seeking to establish an additional new motor vehicle dealer and there are one (1) or more existing new motor vehicle dealers of the same line make within a ten-mile radius of the proposed dealer site, the relevant market area shall in all instances be the area within a radius of ten (10) miles around an existing dealer. And further provided, that for motor vehicle dealers of the same like make authorized to sell motorcycles and motorized cycles, including two, three, and four-wheeled motorcycles and motor-driven all-terrain vehicles other than multipassenger vehicles sold by licensed motor vehicle dealers, the relevant market area shall in all instances be the area within a radius of thirty (30) miles around an existing dealer or the area of responsibility

- defined in the franchise, whichever is greater. Mileage shall be determined by 1 2 using the closest commonly traveled roadway pursuant to the current highway 3 map published by the Arkansas Highway and Transportation Department; (21) 'Relevant Market Area' means the area within a radius 4 5 surrounding an existing dealer or the area of responsibility defined in the franchise and on file in the commission office, whichever is greater. 6 7 (A) For all licensed dealers, excluding motorcycles, motorized cycles, and motor-driven all-terrain vehicles, which include two 8 (2), three (3), four (4), six (6), or eight (8) wheeled motorcycles, motorized 9 10 cycles, and motor-driven all-terrain vehicles, the relevant market area shall be a radius of twenty (20) miles. However, where a manufacturer is seeking to 11 12 establish an additional new motor vehicle dealer and there are one (1) or more 13 existing new motor vehicle dealers of the same line make within a ten (10) mile radius of the proposed dealer site, the relevant market area shall in all 14 15 instances be the area within a radius of ten (10) miles around an existing 16 deal er. (B) For all licensed dealers of motorcycles, motorized 17 18 cycles and motor-driven all-terrain vehicles, which include two (2), three 19 (3), four (4), six (6), or eight (8) wheeled motorcycles, motorized cycles, 20 and motor-driven all-terrain vehicles, the relevant market area shall in all instances be the area within a radius of thirty (30) miles around an existing 21 22 dealer or the area of responsibility defined in the franchise and on file in 23 the commission office, whichever is greater. (22) 'Wholesaler' means any person, resident or nonresident, not 24 excluded by subdivision (2) of this section, who, in whole or in part, sells 25 used motor vehicles to motor vehicle dealers or purchases vehicles for the 26 27 purpose of resale. However, motor vehicle dealers who, incidental to their 28 primary business, sell motor vehicles to other dealers are not considered 29 wholesalers because of the incidental sales. (23) 'Franchise' means one (1) or more contracts between a 30 31 franchised dealer as franchisee, and either a manufacturer or a distributor as franchi ser under which: 32
 - (A) The franchisee is granted the right to sell and service new motor vehicles manufactured or distributed by the franchiser;
- 35 (B) The franchisee as an independent business is a 36 component of franchiser's distribution system;

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1	(C) The franchise is substantially associated with				
2	franchiser's trademark, trade name and commercial symbol;				
3	(D) The franchisee's business is substantially reliant on				
4	the franchiser for a continued supply of motor vehicles, parts, or accessories				
5	for the conduct of its business; or				
6	(E) Any right, duty, or obligation granted or imposed by				
7	this act is affected. The term includes a written communication from a				
8	franchiser to a franchisee by which a duty is imposed upon the franchisee;				
9	(24) 'Second stage manufacturer' or 'converter' means a person,				
10	firm or corporation who prior to retail sale of a motor vehicle, assembles,				
11	installs or affixes a body, cab or special equipment to a chassis, or who				
12	substantially adds to, subtracts from, or modifies a previously assembled or				
13	manufactured motor vehicle;				
14	(25) 'Conversion' means a motor vehicle other than an ambulance				
15	or fire-fighting vehicle, which is substantially modified by a person, firm,				
16	or corporation other than the manufacturer or distributor of the chassis of				
17	the motor vehicle and which has not been the subject of a retail sale;				
18	(26) 'Temporary permit' means a license issued for one (1) week				
19	or less to a motor vehicle dealer who is licensed in another state for the				
20	purpose of displaying, offering to sell, selling and soliciting the sales of				
21	motor vehicles at the time and place designated by the commission and only at				
22	an approved motor vehicle show in this state."				
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24	SECTION 2. Arkansas Code 23-112-301 is amended to read as follows:				
25	"23-112-301. Li cense requi red.				
26	(a) The following acts are declared to be unlawful:				
27	(1) The violation of any of the provisions of this chapter;				
28	(a)(1) It shall be unlawful for (2) For any person to engage in				
29	business as, or serve in the capacity of, or act as a new motor vehicle				
30	dealer, motor vehicle salesman, motor vehicle lessor, manufacturer,				
31	distributor, factory branch or division, distributor branch or division,				
32	factory representative, or distributor representative, second state second-				
33	<u>stage</u> manufacturer or converter, as such, in this state without first				

whether or not the person maintains or has a place of business in this state.

(2)(b) Any person, firm, association, corporation, or trust engaging,

obtaining a license therefor as provided in this chapter, regardless of

acting, or serving in more than one (1) of these capacities or having more than one (1) place where such business is carried on or conducted shall be required to obtain and hold a current license for each capacity and place of business.

(3)(A)(c)(1) However, any <u>new</u> licensed motor vehicle dealer shall not be required to obtain a license as a motor vehicle lessor for any location licensed as a motor vehicle dealer.

(B)(2) A motor vehicle lessor shall be required to obtain only one (1) motor vehicle lessor's license regardless of the number of leasing locations he owns and operates but shall list each location on his application and pay a fee of fifty dollars (\$50.00) for each location.

(C) (3) New <u>lease</u> locations opened after a license is issued shall be approved by the commission but shall not require a new license.

(D) (4) A motor vehicle lessor shall sell or offer for sale motor vehicles only from an established place of business and only after application to, approval of, and licensure at each location by the commission.

 $\frac{(b)}{(d)}(1)$ No person may engage in the business of buying, selling, or exchanging new motor vehicles unless he holds a valid license issued by the commission for the makes of new motor vehicles being bought, sold, or exchanged, or unless he is a bona fide employee or agent of the licensee.

- (2) For purposes of this subsection, the term 'engage in the business of buying, selling, or exchanging new motor vehicles' means:
- (A) Displaying for sale new motor vehicles on a lot or showroom:
 - (B) Advertising for sale new motor vehicles; or
- 26 (C) Regularly or actively soliciting buyers for new motor vehicles.
 - (3) Subdivisions $\frac{b}{d}$ (1) and (2) of this subsection authorize the practice of a licensed new automobile or truck dealer selling, on special order, a new automobile or truck for which he does not hold a manufacturer's franchise.
 - (4) When a new automobile or truck dealer secures a new automobile or truck for a special order and the customer does not consummate the transaction, the automobile or truck dealer may sell the vehicle to another ultimate purchaser; provided, the automobile or truck dealer shall document the name, address, and telephone number of the customer for whom the

- 1 truck or automobile was ordered in <u>and</u> a statement detailing why the
- 2 transaction was not consummated, such documentation to be held by the dealer
- 3 subject to inspection by the commission for a period of two (2) years after
- 4 the date the purchase was refused, and further provided that the automobile or
- 5 truck shall be deemed a used motor vehicle and the dealer shall not advertise
- 6 such automobile or truck as a new automobile or truck.
 - (5) The presence of more than one (1) such vehicle resulting from such nonconsummated special-order transactions in said automobile or truck dealer's inventories at the same time, ordered by the same customer, creates a rebuttable presumption that subdivision $\frac{b}{d}$ (1) of this section has been violated on those transactions.
 - (6) Notwithstanding any other provision of this subchapter, including, but not limited to, § 23-112-308 or § 23-112-309, the sole and exclusive remedy of the commission in the event a new automobile or truck dealer violates or exceeds his authority under subdivisions $\frac{b}{d}(1)$, (2), or (3) of this section shall be to seek an injunction prohibiting the challenged transaction pursuant to § 23-112-104.
 - (c) (e) A willful violation of subsection (a) of this section shall be a Class B misdemeanor."

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- SECTION 3. Arkansas Code 23-112-302 is amended to read as follows: "23-112-302. Application for license.
- (a) Applications for licenses required to be obtained under the provisions of this chapter shall be verified by the oath or affirmation of the applicants and shall be on forms prescribed by the commission and furnished to the applicants. They shall contain such information as the commission deems necessary to enable it to fully determine the qualifications and eligibility of the several applicants to receive the licenses applied for.
- (b) The commission shall require that there be set forth in each application:
 - (1) Information relating to:
 - (A) The applicant's financial standing;
 - (B) The applicant's business integrity;
- 34 (C) Whether the applicant has an established place of 35 business <u>in the State of Arkansas</u> and is primarily engaged in the pursuit, 36 avocation, or business for which licenses are applied for;

- (D) Whether the applicant has the proper facilities and is able to properly conduct the business for which licenses are applied for; and
- (2) Other pertinent information consistent with the safeguarding of the public interest and public welfare.
- (c)(1) Applications for licenses as new motor vehicle dealers and motor vehicle lessors must, in addition to the foregoing, also be accompanied by the filing with the commission of a corporate surety bond in the penal sum of twenty-five thousand dollars (\$25,000) on a bond form approved by the commission. However, an applicant for licenses at multiple locations may choose to provide a corporate surety bond in the penal sum of one hundred thousand dollars (\$100,000) covering all licensed locations of the same capacity in lieu of separate bonds for each individual location.
- (2) The bond shall be in effect upon the applicant being licensed and shall be conditioned upon his complying with the provisions of this chapter.
- (3) The bond shall be an indemnity for any loss sustained by any person by reason of the acts of the person bonded when those acts constitute grounds for the suspension or revocation of his license.
- (4) The bond shall be executed in the name of the State of Arkansas for the benefit of any aggrieved party.
- (5) The aggregate liability of the surety for all claimants, regardless of the number of years this bond is in force or has been in effect, shall not exceed the amount of the bond.
- (6) The proceeds of the bond shall be paid upon receipt by the commission of a final judgment from an Arkansas court of competent jurisdiction against the principal and in favor of an aggrieved party.
- (d) In addition to the foregoing, applications for licenses as motor vehicle dealers in new motor vehicles must also be accompanied by the filing with the commission of a bona fide contract or franchise then in effect between the applicant and a manufacturer or distributor of the new motor vehicles proposed to be dealt in, unless the contract or franchise has already been filed with the commission in connection with a previous application made by the applicant, in which event the applicant shall, in lieu of again filing the contract or franchise, identify the contract or franchise by appropriate reference and file all revisions and additions, if any, which have been made to the contract or franchise.

(e) The applicant <u>for a license as a new motor vehicle dealer</u> must furnish satisfactory evidence that he or it maintains adequate space in the building or structure wherein his or its established business is conducted for the display of new motor vehicles, or that he or it will have the facilities within a reasonable time after receiving a license, and that he or it has or will have adequate facilities in the building or structure for the repair and servicing of motor vehicles and the storage of new parts and accessories for the motor vehicles."

- SECTION 4. Arkansas Code 23-112-309 is amended to read as follows: "23-112-309. Monetary penalty in lieu of suspension or revocation of license.
- (a)(1) If, after notice and hearing, the commission finds that any person holding a license under this chapter is guilty of any violation of this chapter or regulations promulgated thereunder, it shall have the power and authority to impose a monetary penalty upon the licensee in lieu of suspension or revocation of license.
- (2) The commission shall have the power and authority to require the licensee to pay the monetary penalty with the sanction that the license may be suspended until the penalty is paid, which time shall not exceed ninety (90) days from entry of the commission's order or final order on appeal.
- (3) The penalty in lieu of suspension or revocation may be imposed only if the commission formally finds that the public interest would not be impaired thereby and the payment of the penalty will achieve the desired disciplinary results.
- (b)(1) If the commission finds that there is sufficient cause upon which to base the revocation of a license, the amount of the monetary penalty in lieu of revocation shall not exceed ten thousand dollars (\$10,000).
- (2) If the commission finds that there is sufficient cause upon which to base the suspension of a license, the amount of the monetary penalty in lieu of suspension shall not be less than fifty dollars (\$50.00) nor more than five hundred dollars (\$500) per day for each day the license would otherwise be suspended. However, the amount of the penalty shall not exceed the aggregate of five thousand dollars (\$5,000).
- (c) No penalty shall be imposed if the license has been revoked by the commission for the violation.

- (d) Each instance when this chapter or a regulation is violated shall constitute a separate violation.
- (e) Any penalties assessed by the commission remaining unpaid at the expiration of time for payment may be recovered by an action in the name of the commission brought by the Attorney General upon written request by the commission. Unless the penalty assessed under this section is paid within fifteen (15) days following the date for an appeal from the order, the commission shall have the power to file suit in the Circuit Court of Pulaski County to obtain a judgment for the amount of penalty not paid."

- SECTION 5. Arkansas Code 23-112-310 is amended to read as follows: "23-112-310. Delivery, preparation, and warranty obligations.
- (a) Every licensed motor vehicle manufacturer or distributor shall file with the commission with its initial application for a license, a copy of the documents stating the delivery, preparation and warranty obligations of its motor vehicle dealers and a schedule of the compensation to be paid to its motor vehicle dealers for the work and services they shall be required to perform in connection with such delivery, preparation and warranty obligations. Such documents shall constitute the dealer's only responsibility for product liability as between the dealer and the manufacturer or distributor. Any revisions to the delivery, preparation and warranty obligations or to the schedule of compensation shall be filed no later than September 15 of each calendar year.
- (b) Any mechanical, body, or parts defects arising from any express or implied warranties of any manufacturer shall constitute the manufacturer's product or warranty liability.
- (c) Notwithstanding the terms of a franchise agreement or provision of law in conflict with this subsection, the dealer's delivery, preparation, and warranty obligations as filed with the commission shall constitute the dealer's sole responsibility for product liability as between the dealer and the manufacturer or distributor, and, except for a loss caused by the dealer's negligence or intentional misconduct, or a loss caused by the dealer's modification of a product without manufacturer authorization, the manufacturer or distributor shall reimburse the dealer for all losses incurred by the dealer, including legal fees, court costs, and damages, as a result of the dealer having been named a party in a product liability action.

- (d)(1) In no event shall any manufacturer, distributor, distributor branch or division, or factory or division branch pay to any of its motor vehicle dealers a labor rate per hour for warranty work less than that charged by the dealer to its retail customers. Conversely, no dealer shall charge to its manufacturer, distributor, distributor branch or division, or factory branch or division a labor rate per hour in excess of the rate charged to its retail customers.
- (2) All claims made by motor vehicle dealers for the labor, parts, or incidental expenses shall be paid within thirty (30) days following their approval. All claims shall be either approved or disapproved within thirty (30) days after their receipt, and when any claim is disapproved, the motor vehicle dealer who submits it shall be notified in writing of its disapproval within the period, and each notice shall state the specific grounds upon which the disapproval is based.
- (3) In no event shall any manufacturer, distributor, distributor branch or division, or factory or division branch refuse to pay to any of its motor vehicle dealers for any warranty work, as long as the work in question was properly performed."

- SECTION 6. Arkansas Code 23-112-311 is amended to read as follows: "23-112-311. Addition or relocation of new motor vehicle dealer.
- (a)(1) In all instances, in the event that a manufacturer or distributor seeks seeking to enter into a franchise establishing an additional new motor vehicle dealer or relocating an existing new motor vehicle dealer within or into a relevant market area where the same line make is then represented, the manufacturer or distributor shall in writing first notify the Motor Vehicle Commission and each new motor vehicle dealer in that line make in the relevant market area of the intention to establish an additional dealer or to relocate an existing dealer within or into that market area.
- (2) Within twenty (20) days of receiving the notice, or within twenty (20) days after the end of any appeal procedure provided by the manufacturer or distributor, any new motor vehicle dealer may file with the Motor Vehicle Commission to protest the establishing or relocating of the new motor vehicle dealer. When a protest is filed, the Motor Vehicle Commission shall inform the manufacturer or distributor that a timely protest has been filed, and that the manufacturer or distributor shall not establish or

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- 1 relocate the proposed new motor vehicle dealer until the Motor Vehicle
- 2 Commission has held a hearing, nor thereafter if the Motor Vehicle Commission
- 3 has determined that there is good cause for not permitting the addition or
- 4 relocation of the new motor vehicle dealer. <u>In the event that a protest is</u>
- 5 <u>filed with the Motor Vehicle Commission</u>, the party desiring the addition or
- 6 relocation of a new motor vehicle dealer pursuant to this subsection shall pay
- 7 for and provide a copy of a survey showing the proposed location of the
- 8 <u>additional or relocated new motor vehicle dealer in relation to other existing</u>
- 9 dealers of the same line make in the relevant market area.
 - (b) This section does not apply:
 - (1) To the relocation of an existing dealer, other than a dealer of motorcycles, motorized cycles, and all-terrain vehicles, within that dealer's relevant market area, provided the relocation not be at a site within seven (7) ten (10) miles of a licensed new motor vehicle dealer for the same line make of motor vehicles; or
 - (2) If the proposed new motor vehicle dealer, other than a dealer of motorcycles, motorized cycles, and all-terrain vehicles, is to be established at or within two (2) miles of a location at which a former licensed new motor vehicle dealer for the same line make of new motor vehicle has ceased operating within the previous two (2) years; or
 - (3) To new motor vehicle dealers of motorcycles, motorized cycles, and motor driven all-terrain vehicles To the relocation of an existing dealer of motorcycles, motorized cycles, and all-terrain vehicles, within that dealer's relevant market area, provided the relocation not be at a site within twenty-five (25) miles of a licensed new motor vehicle dealer for the same line make of motor vehicles.
 - (c) In determining whether good cause has been established for not entering into a franchise establishing or relocating an additional new motor vehicle dealer for the same line make, the Motor Vehicle Commission shall take into consideration the existing circumstances, including, but not limited to:
 - (1) Permanency of the investment of both the existing and proposed new motor vehicle dealers;
- 33 (2) Growth or decline in population and new car registrations in 34 the relevant market area;
 - (3) Effect on the consuming public in the relevant market area;
- 36 (4) Whether it is injurious or beneficial to the public welfare

for an additional new motor vehicle dealer to be established;

- (5) Whether the new motor vehicle dealers of the same line make in that relevant market area are providing adequate competition and convenient customer care for the motor vehicles of the line make in the market area which shall include the adequacy of motor vehicle sales and service facilities, equipment, supply of motor vehicle parts, and qualified service personnel;
- (6) Whether the establishment of an additional new motor vehicle dealer would increase competition and, therefore, be in the public interest.
- (d) The Motor Vehicle Commission must conduct the hearing and render its final determination within one hundred twenty (120) days after a protest is filed. Unless waived by the parties, failure to do so shall be deemed the equivalent of a determination that good cause does not exist for refusing to permit the proposed additional or relocated new motor vehicle dealer, unless the delay is caused by acts of the manufacturer or distributor or the relocating or additional dealer.
- (e) Any parties to a hearing by the Motor Vehicle Commission concerning the establishing or relocating of a new motor vehicle dealer shall have a right of review of the decision in a court of competent jurisdiction pursuant to the Arkansas Administrative Procedure Act, § 25-15-201 et seq."

- SECTION 7. Arkansas Code 23-112-313 is amended to read as follows: "23-112-313. Warranty agreements.
- (a) Every manufacturer, distributor, wholesaler, distributor branch or division, factory branch or division, or wholesale branch or division shall properly fulfill any warranty or recall agreement and adequately and fairly compensate each of its motor vehicle dealers for labor and parts.
- (b) In no event shall the compensation fail to include reasonable compensation for diagnostic work, as well as repair service and labor. Time allowances for the diagnosis and performance of warranty or recall work and service shall be reasonable and adequate for the work to be performed. In the determination of what constitutes reasonable compensation under this subdivision, the principal factor to be given consideration shall be the prevailing wage rates being paid by the dealer in the relevant market area in which the motor vehicle dealer is doing business, and in no event shall the compensation of a motor vehicle dealer for warranty or recall service be less than the rates charged by the dealer for like service to retail customers for

nonwarranty service and repairs. All claims under this subdivision, either 1 2 original or resubmitted, made by motor vehicle dealers for the labor and parts 3 shall be either approved or disapproved within thirty (30) days following 4 their approval. The motor vehicle dealer who submits a claim which is disapproved shall be notified in writing of the disapproval within the same 5 period, and each such notice shall state the specific grounds upon which the 6 7 disapproval is based. The motor vehicle dealer shall be permitted to correct and resubmit such disapproved claims within thirty (30) days of receipt of 8 9 disapproval. Any claims not specifically disapproved in writing within thirty (30) days from their submission shall be deemed approved and payment shall 10 11 follow within thirty (30) days. No claim shall be disapproved because of a 12 clerical error which does not render the amount of the claim incorrect. The 13 manufacturer or franchiser shall have the right to require documentation for 14 claims and to audit such claims within a one-year period from the date the 15 claim was paid or credit issued by the manufacturer or franchiser, and to 16 charge back any false or unsubstantiated claims. The audit and charge-back provisions of this subdivision also apply to all other incentive and 17 18 reimbursement programs for a period of eighteen (18) twelve (12) months after 19 the date of the transactions that are subject to audit by the franchiser. 20 However, the manufacturer retains the right to charge back any fraudulent 21 claim if the manufacturer establishes in a court of competent jurisdiction in 22 this state that the claim is fraudulent within a period not to exceed two (2) years from the date of the claim in question. 23

(c) This section shall not apply to compensation for parts of a motor home other than parts of a motorized chassis, engine and power train."

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SECTION 8. The following section is inserted after Arkansas Code section 23-112-313:

"23-112-314. Civil Penalty.

- (a) If, after notice and hearing, the commission finds that any person not holding a license under this chapter is guilty of any violation of this chapter or regulations promulgated thereunder, it shall have the power and authority to impose a monetary penalty upon said person not to exceed one thousand dollars (\$1,000) per violation.
- (b) Each day of violation of this chapter or of a regulation shall constitute a separate violation subjecting the person to a separate civil

1	penal ty.			
2	(c) Unless the penalty assessed under this section is paid within			
3	fifteen (15) days following the date for an appeal from the order, the			
4	commission shall have the power to file suit in the Circuit Court of Pulaski			
5	County to obtain a judgement for the amount of the penalty not paid.			
6	(d) Repeated violations by any person not holding a license under this			
7	chapter shall result in an increase in the penalty assessed by the commission.			
8	The terms 'second' and 'subsequent' violation as used in this section mean a			
9	violation, of the same nature as a previously remedied violation, that occurs			
10	within five (5) years of the remedied violation by any person not holding a			
11	license under this chapter. The commission shall have the power and authority			
12	to impose a penalty not to exceed two thousand five hundred dollars (\$2,500)			
13	for a second violation, with the penalty increasing in increments of two			
14	thousand five hundred dollars (\$2,500) for each subsequent violation."			
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16	SECTION 9. Arkansas Code 23-112-403 is amended to read as follows:			
17	"23-112-403. Manufacturers, distributors, etc.			
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19	(a) It shall be unlawful:			
20	(1) For a manufacturer, a distributor, a distributor branch or			
21	division, a factory branch or division, or officer, agent, or other			
22	representative thereof, to coerce, or attempt to coerce, any motor vehicle			
23	deal er:			
24	(A) To order or accept delivery of any motor vehicles,			
25	appliances, equipment, parts, or accessories therefor, or any other			
26	commodities which shall not have been voluntarily ordered by the motor vehicle			
27	deal er;			
28	(B) To order or accept delivery of any motor vehicle with			
29	special features, appliances, accessories, or equipment not included in the			
30	list price of the motor vehicle as publicly advertised by the manufacturer			
31	thereof;			
32	(C) To order for any person any parts, accessories,			
33	equipment, machinery, tools, appliances, or any commodity whatsoever;			
34	(D) To contribute or pay money or anything of value into			
35	any cooperative or other advertising program or fund-; or			
36	(E) To file for or to use a legal or 'd/b/a' name or			

identification other than a name of choice by the dealer.

- (2) For a manufacturer, a distributor, a distributor branch or division, a factory branch or division, or officer, agent, or other representative thereof:
- (A) To refuse to deliver, in reasonable quantities and within a reasonable time after receipt of a dealer's order to any duly licensed motor vehicle dealer having a franchise or contractual arrangement for the retail sale of new motor vehicles sold or distributed by such manufacturer, distributor, distributor branch or division, or factory branch or division, any motor vehicles which are covered by the franchise or contract specifically publicly advertised by the manufacturer, distributor, distributor branch or division, or factory branch or division to be available for immediate delivery. However, the failure to deliver any motor vehicle shall not be considered a violation of this chapter if the failure is due to acts of God forces of nature, work stoppages or delays due to strikes or labor difficulties, freight, embargoes, or other causes over which the manufacturer or distributor, or any agent thereof, has no control;
 - (B) To coerce, or attempt to coerce, any motor vehicle dealer to enter into any agreement with the manufacturer, distributor, distributor branch or division, or factory branch or division, or officer, agent, or other representative thereof, or to do any other act prejudicial to the dealer by threatening to cancel any franchise or any contractual agreement existing between the manufacturer, distributor, distributor branch or division, or factory branch or division, and the dealer. However, good faith notice to any motor vehicle dealer of the dealer's violation of any terms or provisions of the franchise or contractual agreement shall not constitute a violation of this chapter;
 - (C) To terminate or cancel the franchise or selling agreement of any dealer without due cause. The nonrenewal of a franchise or selling agreement, without due cause, shall constitute an unfair termination or cancellation, regardless of the terms or provisions of the franchise or selling agreement. The manufacturer, distributor, distributor branch or division, or factory branch or division, or officer, agent, or other representative thereof shall notify a motor vehicle dealer in writing and forward a copy of the notice to the commission of the termination or cancellation of the franchise or selling agreement of the dealer at least

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sixty (60) days before the effective date thereof, stating the specific 1 2 grounds for the termination or cancellation. However, in the event that the 3 commission finds that the franchise or selling agreement has been abandoned by the dealer, the commission, for good cause, may waive the sixty (60) day 4 notice requirement and allow for the immediate termination of the franchise or 5 selling agreement. The manufacturer, distributor, distributor branch or 6 7 division, or factory branch or division, or officer, agent, or other representative thereof shall notify a motor vehicle dealer in writing and 8 9 forward a copy of the notice to the commission at least sixty (60) days before the contractual term of his franchise or selling agreement expires that the 10 11 franchise or selling agreement will not be renewed, stating the specific 12 grounds for the nonrenewal in those cases where there is no intention to renew 13 it. In no event shall the contractual term of any franchise or selling agreement expire, without the written consent of the motor vehicle dealer 14 15 involved, prior to the expiration of at least sixty (60) days following the 16 written notice. Any motor vehicle dealer who receives written notice that his franchise or selling agreement is being terminated or cancelled or who 17 18 receives written notice that his franchise or selling agreement will not be 19 renewed may, within the sixty-day notice period, file with the commission a 20 verified complaint for its determination as to whether the termination or 21 cancellation or nonrenewal is unfair within the purview of this chapter. That 22 franchise or selling agreement shall continue in effect until final 23 determination of the issues raised in the complaint, notwithstanding anything 24 to the contrary contained in this chapter or in the franchise or selling agreement. In the event of the termination or cancellation of the franchise or 25 selling agreement, the terminating or canceling party shall notify the 26 27 commission of the termination or cancellation of the franchise or selling agreement at least sixty (60) days before the effective date thereof; 28 29 (D) To resort to or use any false or misleading 30 advertisement in connection with his or its business as a manufacturer, 31 distributor, distributor branch or division, or factory branch or division, or 32 officer, agent, or other representative thereof; 33 (E) To offer to sell or to sell any new motor vehicle to 34 any motor vehicle dealer at a lower actual price therefor than the actual

price charged to any other motor vehicle dealer for the same model vehicle similarly equipped or to utilize any device, including, but not limited to,

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However, the provisions of this subdivision (a)(2)(E) shall not apply to sales to a motor vehicle dealer for resale to any unit of federal, state, or local government. Further, nothing contained in this subdivision (a)(2)(E) shall be construed to prevent the utilization of sales promotion plans or programs or

sales promotion plans or programs, which results in a lesser actual price.

- the offering of volume discounts through new motor vehicle dealers, for fleet or volume purchasers, if the program is available to all new motor vehicle
- 8 dealers from the same manufacturer in this state. Further, the provisions of
- 9 this subdivision (a)(2)(E) shall not apply to sales to a motor vehicle dealer
- 10 of any motor vehicle ultimately sold, donated, or used by the dealer in a
- 11 driver education program. Further, the provisions of this subdivision
- 12 (a)(2)(E) shall not apply so long as a manufacturer or distributor, or any
- 13 agent thereof, offers to sell or sells new motor vehicles to all motor vehicle
- 14 dealers at the same price;
 - (F) To offer to sell or to sell any new motor vehicle to any person, except a wholesaler or distributor, at a lower actual price therefor than the actual price offered and charged to a motor vehicle dealer for the same model vehicle similarly equipped or to utilize any device which results in a lesser actual price;
 - any new motor vehicle dealer for use in his own business for the purpose of repairing or replacing the parts and accessories, or comparable parts and accessories, at a lower actual price therefor than the actual price charged to any other new motor vehicle dealer for similar parts and accessories for use in his own business. However, it is recognized that certain motor vehicle dealers operate and serve as wholesalers of parts and accessories to retail outlets. Therefore, nothing contained in this subdivision shall be construed to prevent a manufacturer or distributor, or any agent thereof, from selling to a motor vehicle dealer who operates and serves as a wholesaler of parts and accessories such parts and accessories as may be ordered by the motor vehicle dealer for resale to retail outlets at a lower actual price than the actual price charged a motor vehicle dealer who does not operate or serve as a wholesaler of parts and accessories;
 - (H) To prevent or attempt to prevent by contract or otherwise any motor vehicle dealer from changing the capital structure of his dealership or the means by or through which he finances the operation of his

- 1 dealership, provided the dealer at all times meets any capital standards
- 2 agreed to between the dealership and the manufacturer or distributor and
- 3 provided the standards are deemed reasonable by the commission. If the dealer
- 4 of record requests consent from the manufacturer or distributor in writing on
- 5 the form, if any, generally utilized or required by the manufacturer or
- 6 distributor for such purposes and the manufacturer or distributor fails to
- 7 respond in writing, giving or withholding consent, within sixty (60) days of
- 8 receipt of the written request, consent is deemed to be given;
 - (I) Notwithstanding the terms of any franchise agreement, to fail to give effect or to attempt to prevent any sale or transfer of a dealer, dealership, or franchise or interest therein, or management thereof, provided the manufacturer or distributor has received sixty (60) days' written notice prior to the transfer or sale, and unless the transferee does not meet the criteria generally applied by the manufacturer in approving new motor vehicle dealers or agree to be bound by all the terms and conditions of the dealer agreement, and the manufacturer so advises its dealer within sixty (60) days of receipt of said notice, or it is shown to the commission after hearing that the result of such sale or transfer will be detrimental to the public or the representation of the manufacturer or distributor. If the franchisee of record requests consent from the manufacturer or distributor in writing on the form, if any, generally utilized or required by the manufacturer or distributor fails to

respond in writing, giving or withholding consent, within sixty (60) days of

receipt of the written request, consent is deemed to be given;

(J) Notwithstanding the terms of any franchise agreement, to prevent, attempt to prevent, or refuse to honor the succession to a dealership by any legal heir or devisee under the will of a dealer or under the laws of descent and distribution applicable to the decedent's estate, provided the manufacturer or distributor has received sixty (60) days' written notice prior to the transfer or sale, and unless the transferee does not meet the criteria generally applied by the manufacturer in approving new motor vehicle dealers or agree to be bound by all the terms and conditions of the dealer agreement, and the manufacturer so advises its dealer within thirty (30) days of receipt of said notice, or it is shown to the commission, after notice and hearing, that the result of such succession will be detrimental to the public interest or to the representation of the manufacturer or

- 1 distributor. However, nothing herein shall prevent a dealer, during his
- 2 lifetime, from designating any person as his successor dealer by written
- 3 instrument filed with the manufacturer or distributor. If the dealer's
- 4 successor, heir or devisee requests consent from the manufacturer or
- 5 distributor in writing on the form, if any, generally utilized or required by
- 6 the manufacturer or distributor for such purposes and the manufacturer or
- 7 distributor fails to respond in writing, giving or withholding consent, within
- 8 thirty (30) days of receipt of the written request, consent is deemed to be
- 9 gi ven;
- 10 (K) Notwithstanding the terms of any franchise agreement,
- 11 to fail to pay to a dealer or any lienholder in accordance with their
- 12 respective interests after the termination of franchise:
- 13 (i) The dealer cost plus any charges by the
- 14 manufacturer, distributor, or a representative for distribution, delivery, and
- 15 taxes, less all allowances paid to the dealer by the manufacturer,
- 16 distributor, or representative for new, unsold, undamaged, and complete motor
- 17 vehicles of current model year and one (1) year prior model year in the
- 18 dealer's inventory. The terms and conditions of this subdivision shall not
- 19 apply to manufacturers of mobile homes and motor homes, as defined in § 27-14-
- 20 207:
- 21 (ii) The dealer cost of each new, unused, undamaged,
- 22 and unsold part or accessory if the part or accessory is in the current parts
- 23 catalogue and is still in the original, resalable merchandising package and in
- 24 unbroken lots, except that in the case of sheet metal, a comparable substitute
- 25 for the original package may be used, and if the part or accessory was
- 26 purchased by the dealer either directly from the manufacturer or distributor
- 27 or from an outgoing authorized dealer as a part of the dealer's initial
- 28 inventory;
- 29 (iii) The fair market value of each undamaged sign
- 30 owned by the dealer which bears a trademark or trade name used or claimed by
- 31 the manufacturer, distributor, or representative if the sign was purchased
- 32 from or purchased at the request of the manufacturer, distributor, or
- 33 representative;
- 34 (iv) The fair market value of all special tools and
- 35 automotive service equipment owned by the dealer which were recommended in
- 36 writing and designated as special tools and equipment and purchased from or

purchased at the request of the manufacturer, distributor, or representative, 1 2 if the tools and equipment are in usable and good condition except for 3 reasonable wear and tear; 4 (v) The cost of transporting, handling, packing, and 5 loading of motor vehicles, parts, signs, tools, and equipment subject to 6 repurchase; or 7 (vi) The balance of all claims for warranty and recall service and all other money owed by the manufacturer to the dealer; 8 9 (vi)(vii) Any sums due as provided by subdivision (a)(2)(K)(i) of this section within sixty (60) days after termination of a 10 franchise and any sums due as provided by subdivisions (a)(2)(K)(ii) -11 12 $\frac{(a)(2)(K)(v)}{(a)(2)(K)(vi)}$ of this section within ninety (90) days after 13 termination of a franchise. As a condition of payment, the dealer is to comply with reasonable requirements with respect to the return of inventory as are 14 15 set out in the terms of the franchise agreement. A manufacturer, distributor, 16 or representative who fails to pay those sums within the prescribed time or at such time as the dealer and lienholder, if any, proffer good title prior to 17 18 the prescribed time for payment, is liable to the dealer for: 19 (a) The greatest of dealer cost, fair market 20 value, or current price of the inventory; 21 (b) Interest on the amount due calculated at 22 the rate applicable to a judgment of a court; and 23 (c) Reasonable attorney's fees and costs. 24 (L) To fail or refuse to offer its same line make franchised dealers all models manufactured for that line make. No additional 25 26 requirements, over the requirements originally required to initially obtain a 27 dealership, may be required of existing franchised dealers to receive any 28 model by that line make. 29 (M) To offer to sell or to sell any motor vehicle to a 30 consumer, except through a licensed new motor vehicle dealer holding a 31 franchise for the line make covering such new motor vehicle or as may 32 otherwise be provided in paragraph (a)(3) of this section. This paragraph 33 shall not apply to manufacturer sales of new motor vehicles to the Federal Government, charitable organizations, or employees of the manufacturer. 34 35 (N) To prohibit or require a dealer to enter into a

franchise or sales agreement with third parties, regardless of the location of

1	the dealership or proposed dealership.			
2	(3) For a manufacturer, a distributor, a distributor branch or			
3	division, a factory branch or division, or officer, agent, or other			
4	representative thereof:			
5	(A) To own, operate or control any motor vehicle dealer,			
6	provided that this subsection shall not be construed to prohibit the			
7	following:			
8	(i) The operation by a manufacturer of a motor			
9	vehicle dealer for a temporary period, not to exceed one (1) year, during th			
10	transition from one owner or operator to another;			
11	(ii) The ownership or control of a motor vehicle			
12	dealer by a manufacturer during a period in which such motor vehicle dealer is			
13	being sold under a bona fide contract or purchase option to the operator of			
14	the deal ership;			
15	(iii) The ownership, operation or control of a motor			
16	vehicle dealer by a manufacturer, if such manufacturer has been engaged in the			
17	retail sale of new motor vehicles at the location for a continuous period of			
18	five (5) years prior to January 1, 1999, and if the commission determines			
19	after a hearing on the matter at the request of any party, that there is no			
20	prospective new motor vehicle dealer available to own and operate the			
21	franchise in a manner consistent with the public interest; or			
22	(iv) The ownership, operation or control of a new			
23	motor vehicle dealer by a manufacturer, if the commission determines, after a			
24	hearing on the matter at the request of any party, that there is no			
25	prospective new motor vehicle dealer available to own and operate the			
26	franchise in a manner consistent with the public interest.			
27	(4) For a manufacturer to unfairly compete with a motor vehicle			
28	dealer of the same line make, operating under a franchise, in the relevant			
29	market area. 'Unfairly compete' as used in this section includes, but is not			
30	limited to, preferential treatment of manufacturer operated dealerships in the			
31	supply of inventory, both as to quantity and availability of the latest models			
32	of that line make, supply of parts, and payments for warranty and recall			
33	claims. Ownership, operation or control of a new motor vehicle dealer by a			
34	manufacturer under the conditions set forth in § 23-112-430(a)(3)(A)(i)			
35	through (iv) above shall not constitute a violation of this paragraph.			
36	(b) Concerning any sale of a motor vehicle or vehicles to the State of			

Arkansas, or to the several counties or municipalities thereof, or to any 1 2 other political subdivision thereof, no manufacturer or distributor shall 3 offer any discounts, refunds, or any other similar type inducements to any 4 dealer without making the same offers to all other of its dealers within the state. If the inducements are made, the manufacturer or distributor shall give 5 simultaneous notice thereof to all of its dealers within the state."

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SECTION 10. Arkansas Code 23-112-501 is amended to read as follows: "23-112-501. Right to hearing.

The commission shall not:

- (1) Deny an application for a license without first giving the applicant a hearing, or an opportunity to be heard, on the question of whether he is qualified under the provisions of this chapter to receive the license applied for;
- Revoke or suspend a license without first giving the licensee a hearing, or an opportunity to be heard, on the question of whether there are sufficient grounds under the provisions of this chapter upon which to base the revocation or suspension-; or
- (3) Impose a civil penalty pursuant to § 23-112-314 without first giving the respondent a hearing pursuant to the Arkansas Administrative Procedure Act."

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- SECTION 11. Arkansas Code 23-112-502 is amended to read as follows: "23-112-502. Call for hearing.
- (a) Any interested party shall have the right to have may petition the commission to call a hearing for the purpose of taking action in respect to any matter within the commission's jurisdiction by filing with the commission a notarized complaint setting forth grounds upon which the complaint is based. Upon review of the complaint, the commission shall determine whether to call a heari ng.
- (b) The commission may, on its own motion, call a hearing for the purpose of taking action in respect to any matter within its jurisdiction."

- 34 SECTION 12. Arkansas Code 23-112-504 is amended to read as following: 35 "23-112-504. Conduct of hearing.
 - (a) All parties whose rights may be affected at any hearing before the

commission shall have the right to appear personally and, by counsel, to cross-examine witnesses appearing against them and to produce evidence and witnesses in their own behalf.

- (b) The commission shall make and keep a record of each hearing and shall provide a transcript thereof to any interested party upon his request and at his expense.
- (c) Testimony taken at all hearings shall be taken either stenographically or by machine.
- (d) If any party who is notified of a hearing in accordance with the requirements of this chapter fails to appear at the hearing, either in person or by counsel, then, and in that event, the commission may make any decision and take any action it may deem necessary or appropriate with respect to any issue or question scheduled for hearing and decision by it at the hearing which affects, or may affect, the rights of the defaulting party.
- All hearings shall be conducted pursuant to the provisions of the Arkansas Administrative Procedure Act."

SECTION 13. All provisions of this act of a general and permanent nature are amendatory to the Arkansas Code of 1987 Annotated and the Arkansas Code Revision Commission shall incorporate the same in the Code.

SECTION 14. If any provision of this act or the application thereof to any person or circumstance is held invalid, such invalidity shall not affect other provisions or applications of the act which can be given effect without the invalid provision or application, and to this end the provisions of this act are declared to be severable.

SECTION 15. All laws and parts of laws in conflict with this act are hereby repealed.

SECTION 16. EMERGENCY CLAUSE. It is hereby found and determined by the Eighty-second General Assembly that the provisions of this act are of essential importance to correct the persistent unfair treatment of dealers by manufacturers of the same line, in matters such as manufacturers' systematic denial of dealers' warranty and recall claims, manufacturers' offering certain models to their franchised dealers on an arbitrary and unfair basis; that this

1	act is essential to protect the stability and viability of these business
2	owners in this state and the ability of consumers to purchase automobiles
3	without undue interference from manufacturers; and other similar matters.
4	Therefore, an emergency is declared to exist and this act being immediately
5	necessary for the preservation of the public peace, health and safety shall
6	become effective on the date of its approval by the Governor. If the bill is
7	neither approved nor vetoed by the Governor, it shall become effective on the
8	expiration of the period of time during which the Governor may veto the bill.
9	If the bill is vetoed by the Governor and the veto is overridden, it shall
10	become effective on the date the last house overrides the veto.
11	/s/ Fi tch
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14	APPROVED: 4/1/1999
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