

## Motorcycle Dealer Advisory Committee – October 16, 2008

### Summary Report

The report is a brief summary of the principal issues and concerns raised by the committee members at their October 2008 meeting. The remarks in *italics* that follow an issue reflect actions taken or being actively considered by management.

**Motorcycle and Moped Dealer Advisory Committee** members are:

|                         |                               |               |
|-------------------------|-------------------------------|---------------|
| <b>Lenard Hall</b>      | Harley in Prince George       | Prince George |
| <b>Simon Holt</b>       | Spunky's Motorcycle Shop Ltd. | Parksville    |
| <b>Chuck Pawlechko</b>  | Cranbrook Power Sports Ltd.   | Cranbrook     |
| <b>Marq Smith</b>       | Western Powersports           | Langley       |
| <b>Michael Stevulak</b> | Scooter Underground           | Victoria      |
| <b>Gordon World</b>     | E-Cycle Electric Vehicles     | Vancouver     |

### Summary of Issues and VSA response - Motorcycle Dealer Advisory Committee:

#### Communications

- To comply with ICBC classifications, committee members opted to remove "Moped" from their committee name
- Committee members agreed that each meeting's Summary Report is to be emailed to members, and once the content is agreed on, the report will be presented to the VSA Board of Directors at their next meeting and then published on the website and be part of an industry bulletin .

*It was agreed that the VSA would publish a bulletin and post the April Summary report to the VSA website by mid-November. This action was delayed and is now in process*

- The Committee members agreed to forward any issues of concern to the committee Chair.
- They asked for email and contact information for all motorcycle dealers in BC in order to:
  - distribute the Summary Report to them
  - contact them to discuss ARA membership

*These items were delayed due to the completion of the term of the Board of Directors-appointed committee Chair. They will be looked after now that a new committee Chair has been appointed. If it is agreed to by their industry members, the VSA will support the Motorcycle Dealers in seeking membership as a division of the ARA.*

#### Compliance concerns

- The Advertising Guidelines need updating. "Bait and Switch" is a concern to some dealers. All advertising, including hang tags, are to include MSRP and all other items in the total price.
- Motorcycle histories are not available in current research sources.

- Curbing, sales of imported bikes by off-road dealerships, unregistered consignment sales and sales by repair shops remain sources of concern.

*Compliance staff are continuing to use the information from committee members regarding improper motorcycle sales practices when reviewing current policies and procedures.*

### **Standard Contract**

- Various forms are currently used in the industry and a standard contract is being worked on by the Dealer Associations/VSA Working Committee. As the Motorcycle industry has no representative on the committee, Marq Smith agreed to represent motorcycle dealers.

*The standard contract is close implementation.*

### **Salesperson Licence**

- The committee agreed that they would like to see salesperson licences list all courses taken, accomplishments and years of industry membership.

*This suggestion will be considered by VSA management.*

### **Licensing**

- The current focus on licence classes in the Legislation Review would include licensing brokers, wholesalers and auctions as they are important members of the supply chain and it is believed this would have the effect of making it significantly difficult for curbers to obtain and sell product and greatly improve the VSA's ability to address compliance concerns.