

Motorcycle Dealer Advisory Committee – September 25, 2009

Summary Report

The report is a summary of the principal issues and concerns raised by the committee members at their September 2009 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:

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

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

ARA Membership

- 3 committee members agreed to contact all motorcycle dealers to discuss their interest in forming a Powersports division of the ARA (Automotive Retailers Association): Northern BC – Len Hall; Vancouver Island – Michael Stevulak; Southern B.C. – Marq Smith.

If it is agreed to by a majority, the VSA supports the Motorcycle Dealers in seeking membership as a division of the ARA.

Compliance concerns

- Inspections are not required on imported bikes, and some write-off bikes are repaired and sold without buyers being informed of their history. Members would like to see imported units inspected by trained technicians at licensed facilities.

Legislation needs to be changed to cover the inspection of imported motorcycles. The VSA is working with ICBC to facilitate change concerning the inspection of rebuilt vehicles. The ARA has a proposal requiring 3 inspections for rebuilt vehicles, one of them prior to painting. CarProof carries some motorcycle histories, including damage and lien searches from Canada and the United States and has access to private insurance claim information.

The VSA has worked with the industry association to correct errors and inconsistencies in the legislation governing the sales of vehicles. The review recommendations were sent to the Solicitor General and at some future time will be on the legislature's agenda for consideration.

- Committee members wanted to know how many compliance issues involved their segment of the industry.

Motorcycle dealers have few issues, but it was noted that including freight and PDI on hang tags and in advertising was often not done correctly. The VSA compliance staff will continue to use the information from committee members regarding improper motorcycle sales practices when reviewing current policies and procedures, and will follow up on the suggestions that 1 in 5 of those selling motorcycles on the island is not licensed..

As of the end of October, all compliance decisions have been posted on the VSA website.

Licensing

- Bailiffs are licensed under the BPCPA (Business Practices and Consumer Protection Act) but are currently exempt from VSA licensing. They are now able to sell units that may be uninspected and unsafe. The consensus was that bailiffs should only be able to sell to wholesalers and licensed dealers.

Current legislation needs to be changed to cover an issue such as bailiff licensing. As a division of the ARA, the powersports industry would have a voice in addressing this and other issues of concern with government.

Advertising Guidelines

The updated advertising guidelines were sent to all motorcycle dealers and were the subject of two recent industry bulletins. Emphasis has been placed on the proper disclosure of documentation fees and that the sticker price must be the total price and be the same as the advertised price.

Standard Vehicle Purchase Agreement

On reviewing the agreement, the committee members decided they would like to see full disclosure on damage declarations; places on the agreement for expiry dates for several warranties as there is often more than one; inclusion of CC class and electrics; and a place for a seller to give details and cost of privately done repairs.

The VSA, with the 3 industry associations, NCDA, ARA, RVDA and their lawyers have signed off on a standardized sales contract for the province. All parties have agreed to update the document on an on-going basis as needed.

Web-based Learning

A committee member commented on the positive feedback he had received from participants who found the online Level I course format worked well for them due to savings in travel and work time. It consists of an orientation session followed by four 2-hour sessions over a two-week period.

In future, consideration will be given to using the platform and design for other courses.