



## RV Registration – Which VIN and Model Year?

Many RVs have two VINs – one for the chassis and one for the coach. Currently, there is no set standard across North America as to which VIN is required at registration for motorhomes. This can be problematic, as some provinces, territories or states use the chassis VIN (the primary number) to register the RV and determine its year of production. Others use the coach VIN (the secondary number). What's more, at least one province uses the chassis VIN to register RVs, but then manually overrides it to enter the year as shown on the coach VIN.

With no set rules across the country, a consumer may purchase a motorhome registered in one jurisdiction based on the coach year (which is often newer), and then import it into a jurisdiction where the chassis year determines the model year. With this, the consumer may feel they were misled by the dealership into thinking the complete vehicle is newer than it appears on the registration documents. For that reason, it's best to disclose both VINs and model years, and clearly explain to customers the current requirements for BC registration.

In BC, dealers need to register [Class B and C motorhomes](#) using the chassis VIN and its associated model year designation. The only exception is Class A motorhomes, where the model year, as designated by the secondary manufacturer of the coach, is recorded. Even so, Class A units are still registered using the chassis VIN. This creates some Class A situations where a unit may be registered with a model year newer than the indicated registered VIN. Note: the chassis includes the frame, steering and suspension, exhaust and power-train.

One way to enhance disclosure is to use the industry dealer associations' [Standardized Purchase Agreement](#), which includes space for both the chassis VIN and RV coach VIN. Additionally, the [ICBC Tax/Transfer \(APV9T\) Form](#) includes two locations to record a general VIN and a secondary VIN. Instructions and definitions are detailed on the back of the form.

## Attention all salespeople: Representatives Needed

If you would like to share your industry concerns and ideas, the VSA Salesperson Advisory Committee is once again accepting applications for membership.

The VSA Board of Directors created the Salesperson Advisory Committee in 2007 to give a voice to the industry's 6,600 licensed salespeople. The committee provides ongoing advice and comments to the VSA Board and management. Topics include VSA activities and policies, as well as industry issues, as seen through the eyes of experienced salespeople.

The committee meets two times a year and the meetings typically run for four hours. Committee members have their travel costs reimbursed - a \$200 honorarium is also paid for meeting attendance. Arrangements are being made to allow members from outside the Lower Mainland to participate by video conference.

Members are selected to reflect geographic, gender and industry sector diversity. Preference will be given to those in non-management sales roles.

Interested candidates are asked to send a brief expression of interest by Friday, September 20, 2013. Additional information will then be sent. Expressions of interest can be sent to [Amelia@mvsabc.com](mailto:Amelia@mvsabc.com) or mailed to the VSA office.