

## Farewell Message from Graeme Roberts

Fiscal year 2017–2018 was another progressive and successful year and the 'end of the road' for me, as I step down from my role as Chair and Board member. My nine years have been most interesting and challenging. It has been a wonderful way to conclude my career in serving the public plus the industry I was raised in and love.

What gives me both honour and certain pride is to report on a few of the main objectives that we have set and accomplished together:

- The integration of new legislation into an already committed compliance program adding greater transparency and effectiveness as the VSA works to meet its mandate
- The long sought licensing and inclusion of Wholesalers and Broker Agents within the jurisdiction of the VSA
- An active consumer awareness program as it applies to purchasing a vehicle extended into senior secondary schools. This is a concept that I take certain pride and credit for in suggesting and fostering based on my own positive and genuine experience as a new vehicle dealer at our own secondary school in a mid-size town.
- The production and launch of the imaginative 4 Ninjas animated movie as a vehicle buying resource for Grade 10 students province-wide.

I am proud to report on another year of fiscally responsible operations, including providing quality service to an increasing number of licensees and a constant level of consumer enquiries and contacts with no increase in staffing levels.

I have every confidence that the VSA will have continued success in setting and meeting goals that will be in the best interest of consumer confidence and protection, the public image of the entire vehicle sales industry and stakeholder relations.

With thanks and a most sincere farewell,  
Graeme Roberts

## VSA 2017-2018 Annual Report Available Online

The [Annual Report](#) for the fiscal year ending March 31 is now available on the VSA website. The report highlights the activities and achievements



across all departments. Also included in the report are vehicle sales statistics showing B.C. sales by dealer type. Continued strong sales created a busy year for the industry and the VSA. Licensed salespeople and dealers both increased over the previous year, a trend that has not stopped as of this Bulletin. Active salesperson licences grew from 7,950 to 8,200 by yearend, and are now at just under 8,300. Dealer licences grew at nearly the same 3% rate, reaching 1,500 in April. In addition, the new fiscal year has seen 50 licence applications from Wholesalers.

The annual report includes the [Audited Financial Statements ending March 31, 2018](#).



The VSA is an independent, non-profit agency that oversees the retail sales of personal-use motor vehicles in British Columbia. Please send your questions and comments to [communications@mvsabc.com](mailto:communications@mvsabc.com)

