

GENERAL ASSEMBLY OF NORTH CAROLINA
SESSION 2021

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HOUSE BILL 403

Short Title: Clarify Motor Vehicle Franchise Laws. (Public)

Sponsors: Representatives B. Jones and Wray (Primary Sponsors).
For a complete list of sponsors, refer to the North Carolina General Assembly web site.

Referred to: Transportation, if favorable, Rules, Calendar, and Operations of the House

March 25, 2021

1 A BILL TO BE ENTITLED
2 AN ACT TO REVISE AND CLARIFY THE LAWS GOVERNING NEW MOTOR VEHICLE
3 DEALER FRANCHISES.

4 The General Assembly of North Carolina enacts:

5
6 **DEALERSHIP TRANSFERS/RIGHT OF FIRST REFUSAL CLARIFICATION**

7 **SECTION 1.(a)** G.S. 20-305(4) reads as rewritten:

8 "(4) Notwithstanding the terms of any franchise agreement, to prevent or refuse to
9 approve the sale or transfer of the ownership of a dealership by the sale of the
10 business, stock transfer, or otherwise, or the transfer, sale or assignment of a
11 dealer franchise, or a change in the executive management or principal
12 operator of the dealership, change in use of an existing facility to provide for
13 the sales or service of one or more additional line-makes of new motor
14 vehicles, or relocation of the dealership to another site within the dealership's
15 relevant market area, if the Commissioner has determined, if requested in
16 writing by the dealer within 30 days after receipt of an objection to the
17 proposed transfer, sale, assignment, relocation, or change, and after a hearing
18 on the matter, that the failure to permit or honor the transfer, sale, assignment,
19 relocation, or change is unreasonable under the circumstances.

20 a. No franchise may be transferred, sold, assigned, relocated, or the
21 executive management or principal operators changed, or the use of an
22 existing facility changed, unless the franchisor has been given at least
23 30 days' prior written notice ~~as to the~~ of all of the following:

- 24 1. The proposed transferee's name and address, financial ability,
25 and qualifications of the proposed transferee, a copy of the
26 purchase agreement between the dealership and the proposed
27 transferee, ~~the transferee.~~
28 2. The identity and qualifications of the persons proposed to be
29 involved in executive management or as principal ~~operators,~~
30 and ~~the operators.~~
31 3. The location and site plans of any proposed relocation or
32 change in use of a dealership facility.

33 b. The If the franchisor objects to the proposed transfer, sale, assignment,
34 relocation, or change, the franchisor shall send the dealership and the
35 proposed transferee notice of objection, by registered or certified mail,



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1 return receipt requested, to the proposed transfer, sale, assignment,
2 relocation, or change within 30 days after receipt of notice from the
3 dealer, as provided in this section. The notice of objection shall state
4 in detail all factual and legal bases for the objection on the part of the
5 franchisor to the proposed transfer, sale, assignment, relocation, or
6 change that is specifically referenced in this subdivision. An objection
7 to a proposed transfer, sale, assignment, relocation, or change in the
8 executive management or principal operator of the dealership or
9 change in the use of the facility may only be premised upon the factual
10 and legal bases specifically referenced in this subdivision or
11 G.S. 20-305(11), as it relates to change in the use of a facility. A
12 manufacturer's notice of objection which is based upon factual or legal
13 issues that are not specifically referenced in this subdivision or
14 G.S. 20-305(11) with respect to a change in the use of an existing
15 facility as being issues upon which the Commissioner shall base his
16 determination shall not be effective to preserve the franchisor's right
17 to object to the proposed transfer sale, assignment, relocation, or
18 change, provided the dealership or proposed transferee has submitted
19 written notice, as required above, as to the proposed transferee's name
20 and address, financial ability, and qualifications of the proposed
21 transferee, a copy of the purchase agreement between the dealership
22 and the proposed transferee, the identity and qualifications of the
23 persons proposed to be involved in the executive management or as
24 principal operators, and the location and site plans of any proposed
25 relocation or change in the use of an existing facility.

26 c. Failure by the franchisor to send notice of objection within 30 days
27 shall constitute waiver by the franchisor of any right to object to the
28 proposed transfer, sale, assignment, relocation, or change. If the
29 franchisor requires additional information to complete its review, the
30 franchisor shall notify the dealership within 15 days after receipt of the
31 ~~proposed transferee's name and address, financial ability, and~~
32 ~~qualifications, a copy of the purchase agreement between the~~
33 ~~dealership and the proposed transferee, the identity and qualifications~~
34 ~~of the persons proposed to be involved in executive management or as~~
35 ~~principal operators, and the location and site plans of any proposed~~
36 ~~relocation or change in use of the dealership facility. notice to~~
37 franchisor under sub-subdivision a. of this subdivision. If the
38 franchisor fails to request additional information from the dealer or
39 proposed transferee within 15 days of receipt of this initial
40 information, the 30-day time period within which the franchisor may
41 provide notice of objection shall be deemed to run from the initial
42 receipt date. Otherwise, the 30-day time period within which the
43 franchisor may provide notice of objection shall run from the date the
44 franchisor has received the supplemental information requested from
45 the dealer or proposed transferee; provided, however, that failure by
46 the franchisor to send notice of objection within 60 days of the
47 franchisor's receipt of the initial information from the dealer shall
48 constitute waiver by the franchisor of any right to object to the
49 proposed transfer, sale, assignment, relocation, or change.

50 d. With respect to a proposed transfer of ownership, sale, or assignment,
51 the sole issue for determination by the Commissioner and the sole

1 issue upon which the Commissioner shall hear or consider evidence is
2 whether, by reason of lack of good moral character, lack of general
3 business experience, or lack of financial ability, the proposed
4 transferee is unfit to own the dealership. For purposes of this
5 subdivision, the refusal by the manufacturer to accept a proposed
6 transferee who is of good moral character and who otherwise meets
7 the written, reasonable, and uniformly applied business experience and
8 financial requirements, if any, required by the manufacturer of owners
9 of its franchised automobile dealerships is presumed to demonstrate
10 the manufacturer's failure to prove that the proposed transferee is unfit
11 to own the dealership.

12 e. With respect to a proposed change in the executive management or
13 principal operator of the dealership, the sole issue for determination
14 by the Commissioner and the sole issue on which the Commissioner
15 shall hear or consider evidence shall be whether, by reason of lack of
16 training, lack of prior experience, poor past performance, or poor
17 character, the proposed candidate for a position within the executive
18 management or as principal operator of the dealership is unfit for the
19 position. For purposes of this subdivision, the refusal by the
20 manufacturer to accept a proposed candidate for executive
21 management or as principal operator who is of good moral character
22 and who otherwise meets the written, reasonable, and uniformly
23 applied standards or qualifications, if any, of the manufacturer relating
24 to the business experience and prior performance of executive
25 management required by the manufacturers of its dealers is presumed
26 to demonstrate the manufacturer's failure to prove the proposed
27 candidate for executive management or as principal operator is unfit
28 to serve the capacity.

29 f. With respect to a proposed change in use of a dealership facility to
30 provide for the sales or service of one or more additional line-makes
31 of new motor vehicles, the sole issue for determination by the
32 Commissioner is whether the new motor vehicle dealer has a
33 reasonable line of credit for each make or line of motor vehicle and
34 remains in compliance with any reasonable capital standards and
35 facilities requirements of the manufacturer or distributor. The
36 reasonable facilities requirements of the manufacturer or distributor
37 shall not include any requirement that a new motor vehicle dealer
38 establish or maintain exclusive facilities, personnel, or display space.

39 g. With respect to a proposed relocation or other proposed change, the
40 issue for determination by the Commissioner is whether the proposed
41 relocation or other change is unreasonable under the circumstances.
42 For purposes of this subdivision, the refusal by the manufacturer to
43 agree to a proposed relocation which meets the written, reasonable,
44 and uniformly applied standards or criteria, if any, of the manufacturer
45 relating to dealer relocations is presumed to demonstrate that the
46 manufacturer's failure to prove the proposed relocation is unreasonable
47 under the circumstances.

48 h. The manufacturer shall have the burden of proof before the
49 Commissioner under this subdivision.

50 i. It is unlawful for a manufacturer to, in any way, ~~condition its~~ do any
51 of the following:

- 1 1. Condition its approval of a proposed transfer, sale, assignment,
2 change in the dealer's executive management, principal
3 operator, or appointment of a designated successor, on the
4 existing or proposed dealer's willingness to construct a new
5 facility, renovate the existing facility, acquire or refrain from
6 acquiring one or more line-makes of vehicles, separate or
7 divest one or more line-makes of vehicle, or establish or
8 maintain exclusive facilities, personnel, or display space.
- 9 2. ~~It is unlawful for a manufacturer to, in any way, condition~~
10 Condition its approval of a proposed relocation on the existing
11 or proposed dealer's willingness to acquire or refrain from
12 acquiring one or more line-makes of vehicles, separate or
13 divest one or more line-makes of vehicle, or establish or
14 maintain exclusive facilities, personnel, or display space. The
15 opinion or determination of a franchisor that the continued
16 existence of one of its franchised dealers situated in this State
17 is not viable, or that the dealer holds or fails to hold licensing
18 rights for the sale of other line-makes of vehicles in a manner
19 consistent with the franchisor's existing or future distribution
20 or marketing plans, shall not constitute a lawful basis for the
21 franchisor to fail or refuse to approve a dealer's proposed
22 change in use of a dealership facility or relocation: provided,
23 however, that nothing contained in this subdivision shall be
24 deemed to prevent or prohibit a franchisor from failing to
25 approve a dealer's proposed relocation on grounds that the
26 specific site or facility proposed by the dealer is otherwise
27 unreasonable under the circumstances. Approval of a
28 relocation pursuant to this subdivision shall not in itself
29 constitute the franchisor's representation or assurance of the
30 dealer's viability at that location.
- 31 3. Condition, directly or indirectly, the approval of the sale or
32 transfer of the ownership of a dealership by the sale of the
33 business, stock transfer, or otherwise, or the transfer, sale,
34 succession, or assignment of a dealer's franchise, or a change
35 in the executive management or principal operator of the
36 dealership upon the existing or proposed dealer's willingness
37 to renovate, construct, or relocate the dealership facility, or to
38 enroll in a facility program.
- 39 4. Condition, directly or indirectly, the approval of the sale or
40 transfer of the ownership of a dealership by the sale of the
41 business, stock transfer, or otherwise, or the transfer, sale,
42 succession, or assignment of a dealer's franchise, or a change
43 in the executive management or principal operator of the
44 dealership, or a dealer's proposed relocation of the dealership
45 facility, or a dealer's satisfaction of the terms of any incentive
46 program or contest, upon the existing or proposed dealer's
47 willingness to enter into a right of first refusal in favor of the
48 manufacturer."

49 **SECTION 1.(b)** G.S. 20-305(7) reads as rewritten:

- 1 "(7) Notwithstanding the terms of any contract or agreement, to prevent or refuse
2 to honor the succession to a dealership, including the franchise, by a motor
3 vehicle dealer's designated successor as provided for under this subsection.
4 ...
- 5 b. Any objections by a manufacturer or distributor to an owner's
6 appointment of a designated successor shall be asserted in accordance
7 with the following procedure:
- 8 1. Within 30 days after receiving written notice of the identity of
9 the owner's designated successor and general information as to
10 the financial ability and general business qualifications of the
11 designated successor, the franchisor shall send the owner and
12 designated successor notice of objection, by registered or
13 certified mail, return receipt requested, to the appointment of
14 the designated successor. The notice of objection shall state in
15 detail all facts which constitute the basis for the contention on
16 the part of the manufacturer or distributor that good cause, as
17 defined in this sub-subdivision below, exists for rejection of
18 the designated successor. Failure by the franchisor to send
19 notice of objection within 30 days and otherwise as provided
20 in this sub-subdivision shall constitute waiver by the franchisor
21 of any right to object to the appointment of the designated
22 successor.
- 23 ...
- 24 3. The Commissioner shall endeavor to hold the evidentiary
25 hearing required under this sub-subdivision and render a
26 determination within 180 days after receipt of the written
27 request from the owner or designated successor. In
28 determining whether good cause exists for rejection of the
29 owner's appointed designated successor, the manufacturer or
30 distributor has the burden of proving that the designated
31 successor is a person who is not of good moral character or
32 ~~does not meet the franchisor's existing written and reasonable~~
33 ~~standards and, considering the volume of sales and service of~~
34 ~~the new motor vehicle dealer, uniformly applied minimum~~
35 ~~business experience standards in the market area.~~does not
36 possess reasonable minimum general business experience.
- 37 ...
- 38 5. Nothing in this sub-subdivision shall preclude a manufacturer
39 or distributor from, upon its receipt of written notice from an
40 owner of the identity of the owner's designated successor,
41 requiring that the designated successor promptly provide
42 personal and financial data that is reasonably necessary to
43 determine the financial ability and general business
44 qualifications of the designated successor; provided, however,
45 that such a request for additional information shall not delay
46 any of the time periods or constraints contained herein.
- 47 ...
- 48 d. Within 60 days after the death or incapacity of the owner or principal
49 operator, a designated successor appointed in substantial compliance
50 with this section shall give the affected manufacturer or distributor
51 written notice of his or her succession to the position of owner or

1 principal operator of the new motor vehicle dealership; provided,
2 however, that the failure of the designated successor to give the
3 manufacturer or distributor written notice as provided above within 60
4 days of the death or incapacity of the owner or principal operator shall
5 not result in the waiver or termination of the designated successor's
6 right to succeed to the ownership of the new motor vehicle dealership
7 unless the manufacturer or distributor gives written notice of this
8 provision to either the designated successor or the deceased or
9 incapacitated owner's executor, administrator, guardian or other
10 fiduciary by certified or registered mail, return receipt requested, and
11 said written notice grants not less than 30 ~~days~~ time ~~days~~ within which
12 the designated successor may give the notice required hereunder,
13 provided the designated successor or the deceased or incapacitated
14 owner's executor, administrator, guardian or other fiduciary has given
15 the manufacturer reasonable notice of death or incapacity. Within 30
16 days of receipt of the notice by the manufacturer or distributor from
17 the designated successor provided in this sub-subdivision, the
18 manufacturer or distributor may request that the designated successor
19 complete the application forms generally utilized by the manufacturer
20 or distributor to review the designated successor's general business
21 qualifications to establish a successor dealership. Within 30 days of
22 receipt of the completed forms, the manufacturer or distributor shall
23 send a letter by certified or registered mail, return receipt requested,
24 advising the designated successor of facts and circumstances which
25 have changed since the manufacturer's or distributor's original
26 approval of the designated successor, and which have caused the
27 manufacturer or distributor to object to the designated successor. Upon
28 receipt of such notice, the designated successor may either designate
29 an alternative successor or may file a request for evidentiary hearing
30 in accordance with the procedures provided in sub-subdivisions b.2. –
31 5. of this subdivision. In any such hearing, the manufacturer or
32 distributor shall be limited to facts and circumstances which did not
33 exist at the time the designated successor was originally approved or
34 evidence which was originally requested to be produced by the
35 designated successor at the time of the original request and was
36 fraudulent.

37 e. The designated successor shall agree to be bound by all terms and
38 conditions of the franchise in effect between the manufacturer or
39 distributor and the owner at the time of the owner's or principal
40 operator's death or incapacity, if so requested in writing by the
41 manufacturer or distributor subsequent to the owner's or principal
42 operator's death or incapacity.

43 f. This section does not preclude an owner of a new motor vehicle
44 dealership from designating any person as his or her successor by
45 written instrument filed with the manufacturer or distributor, and, in
46 the event there is an inconsistency between the successor named in
47 such written instrument and the designated successor otherwise
48 appointed by the owner consistent with the provisions of this section,
49 and that written instrument has not been revoked by the owner of the
50 new motor vehicle dealership in writing to the manufacturer or
51 distributor, then the written instrument filed with the manufacturer or

1 distributor shall govern as to the appointment of the successor. The
2 failure or refusal of the designated successor to agree to any terms or
3 provisions that are in addition to or that vary from any of the terms or
4 provisions contained in the existing franchise between the parties shall
5 not constitute good cause for the manufacturer or distributor to object
6 to the designated successor.

7"

8 **SECTION 1.(c)** G.S. 20-305(18) reads as rewritten:

9 "(18) To prevent or attempt to prevent a dealer from receiving fair and reasonable
10 compensation for the value of the franchised business transferred in
11 accordance with G.S. 20-305(4) above, or to prevent or attempt to prevent,
12 through the exercise of any contractual right of first refusal or otherwise, a
13 dealer located in this State from either (i) transferring the franchised business
14 to such persons or other entities as the dealer shall designate in accordance
15 with G.S. 20-305(4)-G.S. 20-305(4) or (ii) purchasing, entering into an option
16 to purchase, or complying with any subjective standards or asserting any legal
17 or equitable rights relating to the franchise. The opinion or determination of a
18 manufacturer that the existence or location of one of its franchised dealers
19 situated in this State is not viable or is not consistent with the manufacturer's
20 distribution or marketing forecast or plans shall not constitute a lawful basis
21 for the manufacturer to fail or refuse to approve a dealer's proposed transfer
22 of ownership submitted in accordance with G.S. 20-305(4), or "good cause"
23 for the termination, cancellation, or nonrenewal of the franchise under
24 G.S. 20-305(6) or grounds for the objection to an owner's designated
25 successor appointed pursuant to G.S. 20-305(7)."

27 **ELECTRIC VEHICLES/FACILITATE SALES OF ELECTRIC VEHICLES**

28 **SECTION 2.(a)** G.S. 20-305(6)g. reads as rewritten:

29 "g. A franchise shall continue in full force and operation notwithstanding
30 a change, in whole or in part, of an established plan or system of
31 distribution of the motor vehicles offered for sale under the franchise.
32 The appointment of a new manufacturer, factory branch, distributor,
33 or distributor branch for motor vehicles offered for sale under the
34 franchise agreement or the establishment of a separate franchise that
35 sells or distributes exclusively or primarily electric vehicles shall be
36 deemed to be a change of an established plan or system of distribution.

37 Upon the occurrence of the change, the Division shall deny an
38 application of a manufacturer, factory branch, distributor, or
39 distributor branch for a license or license renewal unless the applicant
40 for a license as a manufacturer, factory branch, distributor, or
41 distributor branch offers to each motor vehicle dealer who is a party to
42 a franchise for that ~~line make~~ line-make, without any separate or
43 additional fee or charge, a new franchise agreement containing
44 substantially the same provisions which were contained in the
45 previous franchise agreement or files an affidavit with the Division
46 acknowledging its undertaking to assume and ~~fulfill~~-fulfill, without
47 any separate or additional fee or charge to its dealers, the rights, duties,
48 and obligations of its predecessor under the previous franchise
49 agreement. Should the Division fail to deny an application following
50 the change, as required by this subsection, the Division shall then deny
51 any subsequent renewal of such license until such time as the

1 manufacturer, factory branch, distributor, or distributor branch offers
2 to each motor vehicle dealer who is a party to a franchise for that
3 line-make a new franchise agreement on substantially the same
4 provisions which were contained in the previous franchise agreement."

5 **SECTION 2.(b)** G.S. 20-305(9) reads as rewritten:

6 "(9) To require, coerce, or attempt to coerce any new motor vehicle dealer in this
7 State to purchase or lease a specific dealer management computer system for
8 communication with the manufacturer, factory branch, distributor, or
9 distributor branch or any computer hardware or software used for any purpose
10 other than the maintenance or repair of motor vehicles, to participate
11 monetarily in an advertising campaign or contest, or to purchase unnecessary
12 or unreasonable quantities of any promotional materials, training materials,
13 training programs, showroom or other display decorations, materials,
14 computer equipment or programs, or special tools at the expense of the new
15 motor vehicle dealer, provided that nothing in this subsection shall preclude a
16 manufacturer or distributor from including an unitemized uniform charge in
17 the base price of the new motor vehicle charged to the dealer where such
18 charge is attributable to advertising costs incurred or to be incurred by the
19 manufacturer or distributor in the ordinary courses of its business.

20 Notwithstanding the terms or conditions of any franchise or other
21 agreement, policy, or incentive program, it is unlawful for any manufacturer
22 or distributor to require, coerce, or attempt to coerce any of its franchised
23 dealers in this State to either (i) purchase or lease any electric vehicle charging
24 stations at the dealer's expense unless the dealer is actually offering for sale to
25 the public or providing warranty service on electric vehicles manufactured or
26 distributed by that manufacturer or distributor or (ii) purchase or lease, at the
27 dealer's expense, more than one electric vehicle charging station per
28 dealership location owned by the dealer.

29 Notwithstanding the terms or conditions of any franchise or other
30 agreement, policy, or incentive program, it is unlawful for any manufacturer
31 or distributor to require that any of its franchised dealers in this State purchase
32 or lease any diagnostic equipment or tool for the maintenance, servicing, or
33 repair of electric vehicles if the dealer has other diagnostic equipment or tools
34 available that can perform the work to the standards required by the applicable
35 manufacturer or distributor. To the extent practicable, manufacturers and
36 distributors having franchised dealers in this State that sell or service multiple
37 brands of electric vehicles manufactured or distributed by the same
38 manufacturer or distributor are required to design, manufacture, and distribute
39 diagnostic equipment, tools, and parts that can be used interchangeably with
40 all brands of electric vehicles sold or distributed to their dealers in this State.

41 Notwithstanding the terms or conditions of any franchise or other
42 agreement, a franchised dealer that sells fewer than 250 new motor vehicles
43 per year may request approval from the manufacturer to enter into a tool loaner
44 agreement with another dealer, in lieu of purchasing or leasing any special
45 tools required by any manufacturer, factory branch, distributor, or distributor
46 branch, provided, however, that all of the following conditions are satisfied:

47"

48 **SECTION 2.(c)** G.S. 20-286(10) reads as rewritten:

49 "(10) Motor vehicle. – Any motor propelled vehicle, regardless of the size and type
50 of motor, source of power, or mode of operation, trailer or semitrailer,

1 required to be registered under the laws of this State. This term does not
2 include mopeds, as that term is defined in G.S. 20-4.01.
3"

5 REQUIREMENT TO PURCHASE PRE-OWNED VEHICLES

6 SECTION 3.(a) G.S. 20-305(9), as rewritten by subsection (b) of Section 2 of this
7 act, reads as rewritten:

8 "(9) To require, coerce, or attempt to coerce any new motor vehicle dealer in this
9 State to purchase or lease a specific dealer management computer system for
10 communication with the manufacturer, factory branch, distributor, or
11 distributor branch or any computer hardware or software used for any purpose
12 other than the maintenance or repair of motor vehicles, to participate
13 monetarily in an advertising campaign or contest, to purchase off-lease or
14 other pre-owned vehicles either as a part of the franchise agreement or as a
15 part of an incentive program, or to purchase unnecessary or unreasonable
16 quantities of any promotional materials, training materials, training programs,
17 showroom or other display decorations, materials, computer equipment or
18 programs, or special tools at the expense of the new motor vehicle dealer,
19 provided that nothing in this subsection shall preclude a manufacturer or
20 distributor from including an unitemized uniform charge in the base price of
21 the new motor vehicle charged to the dealer where such charge is attributable
22 to advertising costs incurred or to be incurred by the manufacturer or
23 distributor in the ordinary courses of its business.

24 Notwithstanding the terms or conditions of any franchise or other
25 agreement, policy, or incentive program, it is unlawful for any manufacturer
26 or distributor to require, coerce, or attempt to coerce any of its franchised
27 dealers in this State to either (i) purchase or lease any electric vehicle charging
28 stations at the dealer's expense unless the dealer is actually offering for sale to
29 the public or providing warranty service on electric vehicles manufactured or
30 distributed by that manufacturer or distributor or (ii) purchase or lease, at the
31 dealer's expense, more than one electric vehicle charging station per
32 dealership location owned by the dealer.

33 Notwithstanding the terms or conditions of any franchise or other
34 agreement, policy, or incentive program, it is unlawful for any manufacturer
35 or distributor to require that any of its franchised dealers in this State purchase
36 or lease any diagnostic equipment or tool for the maintenance, servicing or
37 repair of electric vehicles if the dealer has other diagnostic equipment or tools
38 available that can perform the work to the standards required by the applicable
39 manufacturer or distributor. To the extent practicable, manufacturers and
40 distributors having franchised dealers in this State that sell or service multiple
41 brands of electric vehicles manufactured or distributed by the same
42 manufacturer or distributor are required to design, manufacture and distribute
43 diagnostic equipment, tools and parts that can be used interchangeably with
44 all brands of electric vehicles sold or distributed to their dealers in this State.

45 Notwithstanding the terms or conditions of any franchise or other
46 agreement, a franchised dealer that sells fewer than 250 new motor vehicles
47 per year may request approval from the manufacturer to enter into a tool loaner
48 agreement with another dealer, in lieu of purchasing or leasing any special
49 tools required by any manufacturer, factory branch, distributor, or distributor
50 branch, provided, however, that all of the following conditions are satisfied:
51"

1 **SECTION 3.(b)** G.S. 20-305(28) reads as rewritten:

2 "(28) To require, coerce, or attempt to coerce any new motor vehicle dealer to
3 ~~purchase or order any purchase, order, or accept any pre-owned or~~ new motor
4 vehicle as a precondition to purchasing, ordering, or receiving any other new
5 motor vehicle or vehicles. Nothing herein shall prevent a manufacturer from
6 requiring that a new motor vehicle dealer fairly represent and inventory the
7 full line of current model year new motor vehicles which are covered by the
8 franchise agreement, provided that such inventory representation
9 requirements are not unreasonable under the circumstances."

10
11 **CLARIFICATION OF DEALER'S RIGHT TO CONTROL LOCATION**

12 **SECTION 4.(a)** G.S. 20-305(12) reads as rewritten:

13 "(12) To require, coerce, or attempt to coerce any new motor vehicle dealer in this
14 State to change location of the dealership, ~~or to make any substantial~~
15 ~~alterations to the dealership premises or facilities, when to do so would be~~
16 ~~unreasonable, or without written assurance of a sufficient supply of new motor~~
17 ~~vehicles so as to justify such an expansion, in light of the current market and~~
18 ~~economic conditions.~~ dealership."

19 **SECTION 4.(b)** G.S. 20-305 is amended by adding a new subdivision to read:

20 "(12a) To require, coerce, or attempt to coerce any new motor vehicle dealer in this
21 State to make any substantial alterations to the dealership premises or
22 facilities, when to do so would be unreasonable, or without written assurance
23 of a sufficient supply of new motor vehicles so as to justify such an expansion,
24 in light of the current market and economic conditions."

25
26 **RELEASES/WAIVERS**

27 **SECTION 5.** G.S. 20-305 is amended by adding a new subdivision to read:

28 "(13a) To enter into any release or waiver of rights created under this Article with
29 one of its franchised dealers in this State unless the release or waiver of rights
30 complies with all of the following:

- 31 a. The dealer's release or waiver of rights would not release or waive any
32 rights relating to any provision contained in this Article which
33 specifically provides that the dealer's rights are nonreleasable or
34 nonwaivable;
35 b. The dealer's release or waiver of rights relates to an actual, active, and
36 current claim or dispute between a manufacturer and a dealer and is in
37 no part prospective;
38 c. The specific wording of the dealer's release or waiver of rights does
39 not cause the dealer to release or waive any rights the dealer may have
40 under this Article that are not directly related to resolution of an actual,
41 active, and current claim or dispute between the dealer and
42 manufacturer;
43 d. The dealer's release or waiver of rights is contained in a standalone
44 document that is executed by an authorized owner or officer of the
45 dealer and contains or references no other matters or issues other than
46 facts and terms of settlement directly related to the resolution of the
47 specific issues that comprise an actual, active, and current claim or
48 dispute between the manufacturer and a dealer;
49 e. The dealer's release or waiver of rights would not require any dispute
50 between the manufacturer and dealer related to its interpretation or
51 either of the parties' performance or breach to be referred to any person

1 other than the duly constituted courts of the State or the United States
 2 of America, or to the Commissioner, if such referral would be binding
 3 upon the dealer; and

4 f. The dealer's release or waiver of rights is supported by adequate and
 5 reasonable consideration from the manufacturer that is fully disclosed
 6 in the release or waiver of rights itself and is negotiated and agreed to
 7 by both the dealer and manufacturer without any threats, coercion, or
 8 undue influence.

9 This subdivision shall be strictly construed, and a dealer's release or waiver of
 10 rights that fails to comply with any of the requirements or other provisions
 11 contained in sub-subdivisions a. through f. of this subdivision shall be null and
 12 void."

13
 14 **MINIMUM VEHICLE ALLOCATION**

15 **SECTION 6.** G.S. 20-305(14) reads as rewritten:

16 "(14) To delay, refuse, or fail to deliver motor vehicles or motor vehicle parts or
 17 accessories in reasonable quantities relative to the new motor vehicle dealer's
 18 facilities and sales potential in the new motor vehicle dealer's market area as
 19 determined in accordance with reasonably applied economic principles, or
 20 within a reasonable time, after receipt of an order from a dealer having a
 21 franchise for the retail sale of any new motor vehicle sold or distributed by the
 22 manufacturer or distributor, any new vehicle, parts or accessories to new
 23 vehicles as are covered by such franchise, and such vehicles, parts or
 24 accessories as are publicly advertised as being available or actually being
 25 delivered. The delivery to another dealer of a motor vehicle of the same model
 26 and similarly equipped as the vehicle ordered by a motor vehicle dealer who
 27 has not received delivery thereof, but who has placed his written order for the
 28 vehicle prior to the order of the dealer receiving the vehicle, shall be evidence
 29 of a delayed delivery of, or refusal to deliver, a new motor vehicle to a motor
 30 vehicle dealer within a reasonable time, without cause. Additionally, except
 31 as may be required by any consent decree of the Commissioner or other order
 32 of the Commissioner or court of competent jurisdiction, any sales objectives
 33 which a manufacturer, factory branch, distributor, or distributor branch
 34 establishes for any of its franchised dealers in this State must be reasonable,
 35 and every manufacturer, factory branch, distributor, or distributor branch must
 36 allocate its products within this State in a manner that does all of the following:

37 a. Provides each of its franchised dealers in this State an adequate supply
 38 of vehicles by series, product line, and model in a fair, reasonable, and
 39 equitable manner based on each dealer's historical selling pattern and
 40 ~~reasonable sales standards as compared to other same line make~~
 41 ~~dealers in the State.~~ planning potential.

42 ...

43 f. If, during the immediately preceding 12 calendar months, a new motor
 44 vehicle dealer located in this State sold a total of 250 or fewer new
 45 motor vehicles manufactured or distributed by a particular
 46 manufacturer or distributor, that manufacturer or distributor shall be
 47 required to allocate to the dealer and deliver in a timely manner,
 48 monthly and on a model by model or series basis, no fewer than the
 49 number of new motor vehicles of each such model or series that dealer
 50 sold at retail during the immediately previous calendar month;
 51 provided, however, that nothing contained in this subdivision or in any

1 franchise shall prevent or prohibit any dealer from refusing to accept
2 all or any portion of any allocation of vehicles made available to the
3 dealer by the manufacturer or distributor pursuant to this subdivision.

4 g. Provides in writing to each of its franchised dealers in this State the
5 manufacturer's formula used for allocating motor vehicles as well as a
6 monthly summary of the number of motor vehicles allocated to each
7 of its franchised dealers in this State by series, product line, and model.

8 This subsection is not violated, however, if such failure is caused solely by the
9 occurrence of temporary international, national, or regional product shortages
10 resulting from natural disasters, unavailability of parts, labor strikes, product
11 recalls, and other factors and events beyond the control of the manufacturer
12 that temporarily reduce a manufacturer's product supply. The willful or
13 malicious maintenance, creation, or alteration of a vehicle allocation process
14 or formula by a manufacturer, factory branch, distributor, or distributor branch
15 that is in any part designed or intended to force or coerce a dealer in this State
16 to close or sell the dealer's franchise, cause the dealer financial distress, or to
17 relocate, update, or renovate the dealer's existing dealership facility shall
18 constitute an unfair and deceptive trade practice under G.S. 75-1.1."

19 20 **LOANER/RENTAL CAR REIMBURSEMENT**

21 **SECTION 7.** G.S. 20-305(33) reads as rewritten:

22 "(33) To fail to reimburse a dealer located in this State in full for the actual ~~cost~~-cost,
23 including applicable taxes and third-party fees, of providing a loaner or rental
24 vehicle to any customer who is having a vehicle serviced at the dealership if
25 the provision of such a loaner or rental vehicle is ~~required~~ by the
26 ~~manufacturer~~ is either required by the manufacturer, or if the manufacturer
27 has represented or otherwise indicated to the customer that a loaner or rental
28 vehicle will be provided or that the customer is entitled to a loaner or rental
29 vehicle. It is unlawful for a manufacturer to fail to reimburse the dealer in full
30 as provided above (i) whether or not the dealer provides the customer with a
31 model vehicle similar to the vehicle the customer brought in for service, in the
32 event the dealer does not have a similar model loaner or rental vehicle
33 available, or (ii) in the event that all or any portion of the time the dealer has
34 provided the customer with a loaner or rental is due to the unavailability of
35 one or more parts."

36 37 **FACILITY EXPENDITURES**

38 **SECTION 8.** G.S. 20-305(50) reads as rewritten:

39 "(50) To require, coerce, or attempt to coerce any new motor vehicle dealer located
40 in this State to change location of its dealership, or to make any substantial
41 alterations to its dealership premises or facilities, if the dealer (i) has changed
42 the location of its dealership or made substantial alterations to its dealership
43 premises or facilities within the preceding 10 years at a cost of more than two
44 hundred fifty thousand dollars (\$250,000), indexed to the Consumer Price
45 Index, over this 10-year period, and (ii) the change in location or alteration
46 was made toward compliance with a facility initiative or facility program that
47 was sponsored or supported by the manufacturer, factory branch, distributor,
48 or distributor branch, with the approval of the manufacturer, factory branch,
49 distributor, or distributor branch. If a manufacturer, factory branch,
50 distributor, or distributor branch offers incentives, or other payments under a
51 program that are in any part conditioned on a dealer's construction of a new

1 facility, facility improvements, or installation of signs or other image
2 elements, a dealer that constructed a new facility, made facility improvements,
3 or installed signs or other image elements required by or approved by the
4 manufacturer that were completed at a cost of more than two hundred fifty
5 thousand dollars (\$250,000), indexed to the Consumer Price Index, within the
6 preceding 10 years shall be deemed to be in compliance with the
7 manufacturer's new or successor program requirements, and the dealer shall
8 be entitled to receive all such incentives or other payments awardable under
9 the new or successor program. For any dealer that did not change the location
10 of its dealership or make substantial alterations to its dealership premises or
11 facilities within the preceding 10 years at a cost of more than two hundred
12 fifty thousand dollars (\$250,000), indexed to the Consumer Price Index, the
13 dealer's obligation ~~to change location of its dealership, or to make any~~
14 substantial alteration to its dealership premises or facilities, at the request of a
15 manufacturer, factory branch, distributor, or distributor branch, or to satisfy a
16 requirement or condition of an incentive program sponsored by a
17 manufacturer, factory branch, distributor, or distributor branch, shall be
18 governed by the applicable provisions of subdivisions (4), (11), (12), (25),
19 (30), (32), and (42) of this section. This section shall not apply to any facility
20 or premises improvement or alteration that is voluntarily agreed to by the new
21 motor vehicle dealer and for which the dealer receives facilities-related
22 compensation from the manufacturer or distributor for the facility
23 improvement or alteration equivalent to at least a majority of the cost incurred
24 by the dealer for the facility improvement or alteration."
25

26 **WARRANTY REQUIREMENTS**

27 **SECTION 9.** G.S. 20-305.1 reads as rewritten:

28 "**§ 20-305.1. Automobile dealer warranty and recall obligations.**

29 (a) Each motor vehicle manufacturer, factory branch, distributor or distributor branch,
30 shall specify in writing to each of its motor vehicle dealers licensed in this State the dealer's
31 obligations for preparation, delivery, warranty, manufacturer-sponsored maintenance programs,
32 manufacturer extended warranty, goodwill repairs, parts exchange programs, and recall service
33 on its products. The disclosure required under this subsection shall include the schedule of
34 compensation to be paid the dealers for parts, work, and service in connection with preparation,
35 delivery, warranty, and recall service, and the time allowances for the performance of the work
36 and service. In no event shall the schedule of compensation fail to include reasonable
37 compensation for diagnostic ~~work-work, battery disposal or other disposal charges and shipping~~
38 and all other associated fees, and associated administrative requirements as well as repair service
39 and labor. Time allowances for the performance of preparation, delivery, warranty, and recall
40 work and service shall be reasonable and adequate for the work to be performed. The
41 compensation paid under this section shall be reasonable, provided, however, that under no
42 circumstances shall the reasonable compensation under this section for warranty and recall
43 service be in an amount less than the dealer's current retail labor rate and the amount charged to
44 retail customers for the manufacturer's or distributor's original parts for nonwarranty work of like
45 kind, provided the amount is competitive with the retail rates charged for parts and labor by other
46 franchised dealers of the same line-make located within the dealer's market. If there is no other
47 same line-make dealer located in the dealer's market or if all other same line-make dealers in the
48 dealer's market are owned or operated by the same entities or individuals as the dealership being
49 compared, the retail rates charged for parts and labor by other franchised dealers located in the
50 dealer's market that sell competing line-make motor vehicles as the dealer may be considered
51 when determining whether the dealer's rates are competitive.

1 (a1) The retail rate customarily charged by the dealer for parts and labor may be
2 established at the election of the dealer by the dealer submitting to the manufacturer or distributor
3 100 sequential nonwarranty customer-paid service repair orders which contain warranty-like
4 parts, or 60 consecutive days of nonwarranty customer-paid service repair orders which contain
5 warranty-like parts, whichever is less, covering repairs made no more than 180 days before the
6 submission and declaring the average percentage markup. The average of the parts markup rate
7 and the average labor rate shall both be presumed to be reasonable, however, a manufacturer or
8 distributor may, not later than 30 days after submission, rebut that presumption by reasonably
9 substantiating that the rate is unfair and unreasonable in light of the retail rates charged for parts
10 and labor by all other franchised motor vehicle dealers located in the dealer's market-city or town
11 offering the same line-make vehicles. In the event there are no other franchised dealers offering
12 the same line-make of vehicle in the dealer's market-city or town, the manufacturer or distributor
13 may compare the dealer's retail rate for parts and labor with the retail rates charged for parts and
14 labor by other same segment franchised dealers who are selling competing line-makes of vehicles
15 within the dealer's market-city or town. The retail rate and the average labor rate shall go into
16 effect 30 days following the manufacturer's approval, but in no event later than 60 days following
17 the declaration, subject to audit of the submitted repair orders by the manufacturer or distributor
18 and a rebuttal of the declared rate as described above. If the declared rate is rebutted, the
19 manufacturer or distributor shall propose an adjustment of the average percentage markup based
20 on that rebuttal not later than 30 days after such audit, but in no event later than 60 days after
21 submission. If the dealer does not agree with the proposed average percentage markup, the dealer
22 may file a protest with the Commissioner not later than 30 days after receipt of that proposal by
23 the manufacturer or distributor. If such a protest is filed, the Commissioner shall inform the
24 manufacturer or distributor that a timely protest has been filed and that a hearing will be held on
25 such protest. In any hearing held pursuant to this subsection, the manufacturer or distributor shall
26 have the burden of proving by a preponderance of the evidence that the rate declared by the dealer
27 was unreasonable as described in this subsection and that the proposed adjustment of the average
28 percentage markup is reasonable pursuant to the provisions of this subsection. If the dealer
29 prevails at a protest hearing, the dealer's proposed rate, affirmed at the hearing, shall be effective
30 as of 60 days after the date of the dealer's initial submission of the customer-paid service orders
31 to the manufacturer or distributor. If the manufacturer or distributor prevails at a protest hearing,
32 the rate proposed by the manufacturer or distributor, that was affirmed at the hearing, shall be
33 effective beginning 30 days following issuance of the final order.

34 ...

35 (b) Notwithstanding the terms of any franchise agreement, it is unlawful for any motor
36 vehicle manufacturer, factory branch, distributor, or distributor branch to fail to perform any of
37 its warranty or recall obligations with respect to a motor vehicle, to fail to fully compensate its
38 motor vehicle dealers licensed in this State for a qualifying used motor vehicle pursuant to
39 subsections (i) and (j) of this section or warranty and recall parts other than parts used to repair
40 the living facilities of recreational vehicles, including motor homes, travel trailers, fifth-wheel
41 trailers, camping trailers, and truck campers as defined in G.S. 20-4.01(32b), at the prevailing
42 retail rate according to the factors in subsection (a) of this section, or, in service in accordance
43 with the schedule of compensation provided the dealer pursuant to subsection (a) of this section,
44 or to otherwise recover all or any portion of its costs for compensating its motor vehicle dealers
45 licensed in this State for warranty or recall parts and service or for payments for a qualifying
46 used motor vehicle pursuant to subsections (i) and (j) of this section either by reduction in the
47 amount due to the dealer, or by separate charge, surcharge, or other imposition, and to fail to
48 indemnify and hold harmless its franchised dealers licensed in this State against any judgment
49 for damages or settlements agreed to by the manufacturer, including, but not limited to, court
50 costs and reasonable attorneys' fees of the motor vehicle dealer, arising out of complaints, claims
51 or lawsuits including, but not limited to, strict liability, negligence, misrepresentation, express or

1 implied warranty, or rescission or revocation of acceptance of the sale of a motor vehicle as defined
2 in G.S. 25-2-608, to the extent that the judgment or settlement relates to the alleged defective or
3 negligent manufacture, assembly or design of new motor vehicles, parts or accessories or other
4 functions by the manufacturer, factory branch, distributor or distributor branch, beyond the
5 control of the dealer. Any audit, other than an audit conducted for cause, for warranty or recall
6 parts or service compensation, or compensation for a qualifying used motor vehicle in accordance
7 with subsections (i) and (j) of this section may only be conducted one time within any ~~12-month~~
8 ~~period~~ 24-month period and shall only be for the 12-month period immediately following the
9 date of the payment of the claim by the manufacturer, factory branch, distributor, or distributor
10 branch. Any audit, other than an audit conducted for cause, for sales incentives, service
11 incentives, rebates, or other forms of incentive compensation may only be conducted one time
12 within any ~~12-month period~~ 24-month period and shall only be for the 12-month period
13 immediately following the date of the payment of the claim by the manufacturer, factory branch,
14 distributor, or distributor branch pursuant to a sales incentives program, service incentives
15 program, rebate program, or other form of incentive compensation program. Provided, however,
16 these limitations shall not be effective in the case of fraudulent claims. For purposes of this
17 subsection, the term "audit conducted for cause" is defined as an audit based on any of the
18 following: (i) statistical evidence that the dealer's claims are unreasonably high in comparison to
19 other dealers similarly situated or the dealer's claim history, (ii) that the ~~dealer's claims~~
20 ~~submissions violate reasonable claims documentation or other requirements of the applicable~~
21 ~~manufacturer, factory branch, distributor, or distributor branch, dealer cannot reasonably~~
22 ~~substantiate the claim either in accordance with the manufacturer's reasonable written procedures~~
23 ~~or by other reasonable means,~~ (iii) a follow up to an earlier audit in which the dealer was notified
24 of a claim documentation procedure violation that occurred within the prior 12-month period,
25 provided the audit and any chargeback are in compliance with subdivision (b1) or (b2) of this
26 section and are limited in scope to just the specific violation determined previously, or (iv)
27 reasonable evidence of malfeasance or fraud. In the event a manufacturer, factory branch,
28 distributor, or distributor branch elects to perform an audit conducted for cause, the manufacturer,
29 factory branch, distributor, or distributor branch, simultaneously with providing the affected
30 dealer with written notice of the audit, shall further be required to explain in detail in the notice
31 the data or other foundation upon which the cause is based.

32 (b1) All claims made by motor vehicle dealers pursuant to this section for compensation
33 for delivery, preparation, warranty, and recall work, including compensation for a qualifying
34 used motor vehicle in accordance with subsection (i) of this section, labor, parts, and other
35 expenses, shall be paid by the manufacturer within 30 days after receipt of claim from the dealer.
36 When any claim is disapproved, the dealer shall be notified in writing of the grounds for
37 disapproval. Any claim not specifically disapproved in writing within 30 days after receipt shall
38 be considered approved and payment is due immediately. No claim which has been approved
39 and paid may be charged back to the dealer unless it can be shown that the claim was false or
40 fraudulent, that the repairs were not properly made or were unnecessary to correct the defective
41 condition, or the dealer failed to reasonably substantiate the claim either in accordance with the
42 manufacturer's reasonable written procedures or by other reasonable means. A manufacturer or
43 distributor shall not deny a claim or reduce the amount to be reimbursed to the dealer as long as
44 the dealer has provided reasonably sufficient documentation that the dealer:

- 45 (1) Made a good faith attempt to perform the work in compliance with the written
- 46 policies and procedures of the manufacturer; and
- 47 (2) Actually performed the work.

48 Notwithstanding the foregoing, a manufacturer shall not fail to fully compensate a dealer for
49 warranty or recall work or make any chargeback to the dealer's account based on the dealer's
50 failure to comply with the manufacturer's claim documentation procedure or procedures ~~unless~~

1 ~~both of the following requirements have been met:~~if the dealer has documented by other
2 reasonable means.

- 3 (1) ~~The dealer has, within the previous 12 months, failed to comply with the same~~
4 ~~specific claim documentation procedure or procedures; and~~
5 (2) ~~The manufacturer has, within the previous 12 months, provided a written~~
6 ~~warning to the dealer by certified United States mail, return receipt requested,~~
7 ~~identifying the specific claim documentation procedure or procedures violated~~
8 ~~by the dealer.~~

9 Nothing contained in this subdivision shall be deemed to prevent or prohibit a manufacturer from
10 adopting or implementing a policy or procedure which provides or allows for the self-audit of
11 dealers, provided, however, that if any such self-audit procedure contains provisions relating to
12 claim documentation, such claim documentation policies or procedures shall be subject to the
13 prohibitions and requirements contained in this subdivision. Notices sent by a manufacturer
14 under a bona fide self-audit procedure shall be deemed sufficient notice to meet the requirements
15 of this subsection provided that the dealer is given reasonable opportunity through self-audit to
16 identify and correct any out-of-line procedures for a period of at least 60 days before the
17 manufacturer conducts its own audit of the dealer warranty operations and procedures. A
18 manufacturer may further not charge a dealer back subsequent to the payment of the claim unless
19 a representative of the manufacturer has met in person at the dealership, or by telephone, with an
20 officer or employee of the dealer designated by the dealer and explained in detail the basis for
21 each of the proposed charge-backs and thereafter given the dealer's representative a reasonable
22 opportunity at the meeting, or during the telephone call, to explain the dealer's position relating
23 to each of the proposed charge-backs. In the event the dealer was selected for audit or review on
24 the basis that some or all of the dealer's claims were viewed as excessive in comparison to
25 average, mean, or aggregate data accumulated by the manufacturer, or in relation to claims
26 submitted by a group of other franchisees of the manufacturer, the manufacturer shall, at or prior
27 to the meeting or telephone call with the dealer's representative, provide the dealer with a written
28 statement containing the basis or methodology upon which the dealer was selected for audit or
29 review.

30 ...

31 (c) In the event there is a dispute between the manufacturer, factory branch, distributor,
32 or distributor branch, and the dealer with respect to any matter referred to in subsection (a), (b),
33 (b1), (b2), (b3), ~~(b4)~~, (d), or (i) of this section, either party may petition the Commissioner in
34 writing, within 30 days after either party has given written notice of the dispute to the other, for
35 a hearing on the subject and the decision of the Commissioner shall be binding on the parties,
36 subject to rights of judicial review and appeal as provided in Chapter 150B of the General
37 Statutes; provided, however, that nothing contained herein shall give the Commissioner any
38 authority as to the content of any manufacturer's or distributor's warranty. Upon the filing of a
39 petition before the Commissioner under this subsection, any chargeback to or any payment
40 required of a dealer by a manufacturer relating to warranty or recall parts or service
41 compensation, or to sales incentives, service incentives, rebates, other forms of incentive
42 compensation, or the withholding or chargeback of other compensation or support that a dealer
43 would otherwise be eligible to receive, shall be stayed during the pendency of the determination
44 by the Commissioner.

45"

47 **CLARIFY DEFINITION OF MOTOR VEHICLE DEALER**

48 **SECTION 10.** G.S. 20-286(11)a. reads as rewritten:

49 "a. A person who does any of the following:

- 50 1. For commission, money, or other thing of value, buys, sells,
51 leases, offers for subscription, or exchanges, whether outright

- 1 or on conditional sale, bailment lease, chattel mortgage, or
- 2 otherwise, five or more motor vehicles within any 12
- 3 consecutive months, regardless of who owns the motor
- 4 vehicles.
- 5 2. On behalf of another and for commission, money, or other
- 6 thing of value, arranges, offers, attempts to solicit, or attempts
- 7 to negotiate the sale, purchase, or exchange of an interest in
- 8 five or more motor vehicles within any 12 consecutive months,
- 9 regardless of who owns the motor vehicles.
- 10 3. Engages, wholly or in part, in the business of ~~selling~~ selling,
- 11 leasing, or offering for subscription new motor vehicles or new
- 12 or used motor vehicles, or used motor vehicles only, whether
- 13 or not the motor vehicles are owned by that person, and sells
- 14 five or more motor vehicles within any 12 consecutive months.
- 15 4. Offers to sell, displays, or permits the display for sale for any
- 16 form of compensation five or more motor vehicles within any
- 17 12 consecutive months.
- 18 5. Primarily engages in the leasing or renting of motor vehicles
- 19 to others and sells or offers to sell those vehicles at retail."
- 20

DEALERSHIP FINANCIAL STATEMENTS REQUIRED NO MORE THAN ONCE PER QUARTER

SECTION 11. G.S. 20-305(20) reads as rewritten:

"(20) To release to any outside party, except under subpoena or as otherwise required by law or in an administrative, judicial or arbitration proceeding involving the manufacturer or new motor vehicle dealer, any confidential business, financial, or personal information which may be from time to time provided by the new motor vehicle dealer to the manufacturer, without the express written consent of the new motor vehicle dealer. A manufacturer shall not require, or include in any incentive program, a requirement that any of its motor vehicle dealers in this State provide (i) a financial statement more than once per calendar quarter or (ii) an exclusive financial statement for a franchise when the dealer company operates more than one franchise."

SEVERABILITY CLAUSE

SECTION 12. If any section or provision of this act is declared unconstitutional or invalid by the courts, it does not affect the validity of this act as a whole or any part other than the part so declared to be unconstitutional or invalid.

EFFECTIVE DATE

SECTION 13. This act is effective when it becomes law and applies to all current and future franchises and other agreements in existence between any new motor vehicle dealer located in this State and a manufacturer or distributor as of the effective date of this act.