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## DIGEST

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HB 167 Original

2017 Regular Session

Carmody

**Abstract:** Modifies certain exceptions allowing the sale or offer of sale of a new or unused motor vehicle directly to a consumer.

Present law enumerates a list of restrictions imposed on manufacturers, distributors, wholesalers, distributor branches, factory branches, converters, or the officers, agents, or other representatives thereof.

Present law provides that it shall be an unauthorized act to sell or offer to sell a new or unused motor vehicle directly to a consumer except when as provided in present law, or to compete with a licensee in the same-line makes, models, or classifications operating under an agreement or franchise from the aforementioned manufacturer. Present law further provides that a manufacturer shall not, however, be deemed to be competing when certain conditions are met.

Proposed law modifies present law to provide that it shall be an unauthorized act to sell or offer to sell a new or unused motor vehicle directly to a consumer except when the manufacturer, distributor, wholesaler, distributor branch, factory branch, converter, or the officers, agents, or other representatives thereof meet the following conditions:

- (1) Operates an existing, licensed, and franchised motor vehicle dealership for a reasonable period, not to exceed two years.
- (2) Operates a licensed and franchised motor vehicle dealership which is for sale to any qualified independent person at a fair and reasonable price, not to exceed two years.
- (3) Operates in a bona fide relationship in which a person independent of a manufacturer has made a significant investment subject to loss in the dealership, and can reasonably expect to acquire full ownership of such dealership on reasonable terms and conditions.

Present law requires the La. Motor Vehicle Commission (commission) to allow the manufacturer to compete with licensees of the same-line makes, models, or classifications under an agreement or franchise from said manufacturer for longer than two years when, in the discretion of the commission, the best interest of the manufacturer, consuming public, and licensees are best served after the conditions imposed by present law are satisfied.

Proposed law states that, once the conditions imposed by proposed law are met, the commission may allow the manufacturer to continue operating a licensed and franchised motor vehicle dealership for

longer than two years when, in the discretion of the commission, the best interest of the manufacturer, consuming public, and licensees are best served.

(Amends R.S. 32:1261(A)(1)(k))