



A policy and administrative bulletin for licensed dealers from the Dealer and Agent Section of the WisDOT Division of Motor Vehicles

“Nothing astonishes men so much as common sense and plain dealing.”

R.W. Emerson

**Spring/
Summer
2012**

ELT: Electronic Liens and Titles... Coming to Wisconsin



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As of July 30, 2012, Wisconsin takes its first giant step into the electronic title world. Since October 2009, Wisconsin law states DOT may maintain any title or other information in an automated format and consider this as the original and controlling record, notwithstanding the printed version of the same record. DMV hopes that in the near future, most titles will be held electronically allowing transmission of electronic records while reducing our current reliance on paper.

In accordance with the recent amendments to Wisconsin statute 342.09 (1)(a), DOT will begin delivering the certificate of title to the lien holder as of July 30, 2012. This means big changes for Wisconsin residents and businesses alike, but it is the first step to meet the larger electronic title goal.

DMV's plan is to electronically deliver the majority of titles to financial institutions and receive electronic notification of release of liens. During the initial phase, DMV will use service providers to deliver these titles to participating lenders, eventually

accounting for the majority of the titles issued in Wisconsin with a loan.

While DMV is still planning some details of how this process will work, dealers can look forward to this change and the positive impacts for business. Electronic titles and additional options for electronic lien release will expedite commerce and the speed that dealers receive clear titles, reduce fraud and provide real-time access to accurate and timely vehicle history.

The Dealer and Agent Section has developed forms and procedures for trade-in vehicles with outstanding liens. Electronic records and titles held by lien holders have greater protection against consumer fraud.

DMV will continue to release more details and information to dealers, Wisconsin consumers and financial institutions as we approach July 30th. If you need more information, visit: liens.dot.wi.gov.

Please feel free to email your questions and suggestions to Allison Benton at: Allison.Benton@dot.wi.gov.

Published by the Wisconsin Department of Transportation, Division of Motor Vehicles, Bureau of Vehicle Services, Dealer and Agent Section.

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**Chuck Supple, Longtime DAS
Chief, Retires**

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Supple Retired as Chief

DMV congratulates Chuck Supple who retired from the Department on May 19th after 32 years of state service. During his 23-year tenure as Chief of the Dealer & Agent Section, Chuck was a driving force in positioning Wisconsin as the leader in used car disclosure laws, new car lemon laws, dealer franchise laws, title branding, electronic titling, and vehicle emissions inspections.

Chuck's goal has been, "Keeping dealers and agents in business doing business right." By partnering with business, consumer advocates and regulators, he advanced motor vehicle consumer protection, while fostering a healthy business climate in Wisconsin.

Chuck is a true public servant who acted on a belief that all people with a stake in motor vehicle sales and safety are DMV customers entitled to excellent service. His customer service focus garnered him the first-ever American Association of Motor Vehicle Administrators' Customer Service Award for his part in creating "Wise Buys," a consumer education partnership with Wisconsin car dealers: <http://www.watda.org/wisebuys>.

Forward-thinking in addressing the impacts of technology on vehicle sales, Chuck was instrumental in passage of a Wisconsin law to protect consumers who buy vehicles on the Internet. He also worked closely with online sellers, eBay and TrueCar, to bring their business plans in line with dealer licensing laws. Under Chuck's direction, DMV recently expanded its offering of online products and services, and successfully implemented a law requiring car dealers to process titles electronically.

Chuck advanced DMV's national presence by collaborating with other states in their efforts to emulate

Wisconsin regulations and strengthened relationships among regulators nationwide. Chuck served on committees for the American Association of Motor Vehicle Administrators and served as President and Vice-President of the National Association of Motor Vehicle Boards and Commissions.

Chuck spoke at several national conferences on motor vehicle Internet sales and title and odometer fraud. He appeared on the programs "Inside Edition" (in a story about undisclosed vehicle recalls), and the "McNeil Lehrer Report" (regarding Wisconsin's exemption from the FTC's Used Car Rule). He also was quoted several times in "Automotive News."

As valuable as his contributions to dealer regulation was Chuck's commitment to building a strong team and helping employees grow.

Chuck said, "I am good at hiring people who are smarter than I am." That faith in the capability of others allowed staff to be creative, take risks and build experience.

A former employee said, "My time working for the Dealer and Agent Section was the most satisfying of my professional life, and has allowed me to move on to new positions with confidence and skill. Chuck understands how to motivate others by providing challenges, fostering independence, celebrating success, giving credit where it's due, and sharing responsibility when an employee's sincere efforts miss the mark. He is an excellent leader and mentor."

Chuck hopes to stay active in the motor vehicle industry in some capacity. We wish him the best in his retirement and thank him for his dedication to Wisconsin consumers and businesses and his colleagues in the DMV and nationwide.



"Emphasis will be placed on planning, prioritizing, customer service and quality improvement. We will need to continually examine our programs. These are new and exciting times and I couldn't be more thrilled to be the chief of this section."

- Chuck Supple, April 1989, when asked about the future of the section.

Did you know.... during the 23 years that Chuck was the DAS Section Chief, there have been **four** DMV Administrators, **six** Bureau of Vehicle Services Directors, and **26** starting quarterbacks for the Chicago Bears.



What's News.... and Notes



New DAS Chief Announced

From the desk of the Bureau of Vehicle Services Director, Mitchell Warren: "I'm pleased to announce the appointment of **Ann Perry** as the new Chief of the Dealer and Agent Section. Ann comes to us from the Missouri Department of Economic Development. For the last 16 years she has been the manager of the Development Finance unit. Prior to joining the Missouri DED, Ann was employed in the automotive manufacturing industry as a Human Resources Manager. In addition to being a seasoned civil service manager, Ann has tremendous experience in working with stakeholders from private industry and the community. I'm confident that Ann will be a great addition to the DAS team." Ann joined us on April 30th.

New Janesville Wheel Tax

Please be aware that the City of Janesville started collecting a \$10 municipal wheel tax at the beginning of April for most autos and light trucks customarily kept in the city. The tax is effective 4/1/2012 for current registrations expiring on or after that date, and 4/2/2012 for base plate issue. Collect the wheel tax with first-time vehicle registrations and registration renewals only. Do *not* collect the wheel tax when plates are being transferred unless the registration is also being renewed.

For more information, see: www.dot.wisconsin.gov/drivers/vehicles/title/wheeltax.htm.

Service Fee Reminder for RV Dealers

There has been some confusion lately regarding what type of unit a dealer can charge a service fee for. Simply put, if you can drive it off the lot a service fee **is** authorized. If the unit needs to be pulled off the lot, a service fee is **not** authorized. A motor vehicle dealer license is required to sell or lease units with a motor, thus the dealer service fee is authorized like any other motor vehicle. An even easier way to remember: **No Motor = No Fee**.

WisDOT Hosted NOTFEA/MOTFEA Conference

The Dealer and Agent Section hosted the combined National and Midwest Odometer and Title Fraud Enforcement Association's annual conference in Green Bay on June 3 – 7. The NOTFEA/MOTFEA sponsored conference was a gathering of civil investigators and sworn officers from around the country responsible for investigating motor vehicle odometer and title fraud. This year, the conference had an international flavor by including industry and enforcement representatives from Canada and Germany. Green Bay Packer President Mark Murphy and Green Bay Packer Director of Player Development Rob Davis joined us for special presentations. The conference allowed us to showcase the professionalism and progress of WisDOT to agencies around the country.

Note on Dealer Plates

Recently the question of what to do if a new dealer plate is stolen or lost has arisen. The benefit of the new dealer plate is that law enforcement can check the owner of a dealer plate directly as opposed to contacting DMV and waiting for a response. The limitation is this now means if one dealer plate is entered into their system as lost or stolen, they will all show up with the same status. DMV is aware of this concern and is working on developing a solution. In the mean time, one possible option is to notify your local law enforcement agency a dealer plate has been stolen and have them complete a report for documentation purposes only. It is important that law enforcement **not** enter the license plate into their TIME system. This will provide you with documentation the plate is missing in case it is misused while allowing you to use the rest of your dealer plate inventory without any problems. If you have any questions please contact Michael Domke: MichaelL.Domke@dot.wi.gov or Allison Benton: Allison.Benton@dot.wi.gov in the Dealer and Agent Section.

Some Tips for Dealer Plate Use

What is permissible use of a dealer license plate? The answer not only affects your likelihood of being ticketed for improper use, but also the general public's perception of your plate use. According to Wisconsin statute section 341.47(1), vehicles of dealers, distributors, manufacturers and transporters are exempt from general registration requirements when a vehicle:

- (a) is actually offered for sale by a dealer, distributor or manufacturer; or
- (b) is in transit from the factory to a distributor or dealer or from the dealer to the purchaser; or
- (c) is being used by a manufacturer primarily for trial tests; or
- (d) is being repossessed, being reconditioned for resale or being foreclosed or resold.



This means that dealer license plates may be used for personal or business purposes provided the vehicle is actually owned and offered for sale by the dealer.

Dealers should display dealer plates whenever a vehicle they own and are offering, or will be offering for sale is operated on the highway. Recently, some police departments have been seeing a high volume of dealer plate usage without Wisconsin Buyers' Guides displayed. If a vehicle has been inspected for sale, be sure the Wisconsin Buyers' Guide is readable from the outside. Demonstrator and executive vehicles need not display a Wisconsin Buyers' Guide until they are removed from demonstrator or executive service.

If you bring vehicles to detailers or other businesses to have work done:

- Display a dealer plate while traveling to and from your dealership.
- Protect your plates by having your staff drop off and pick up vehicles and have them take the plates with them.
- Avoid releasing a plate overnight or over a weekend.
- Ask the detailer to return the plate to you while the work is being done if the vehicle will be at the detailers shop for several days.

If a dealer's spouse, not employed at the dealership, is using one of the dealership's cars to run personal errands, is this proper use of a dealer plate on the car? The answer to this question is "Yes" - if the car is owned and offered for sale by the dealership, and the spouse resides in the dealer's household, it is proper to use a dealer plate.

More guidelines for proper use of dealer plates:

- ◆ Display a Wisconsin Buyers' Guide or Monroney label on any vehicle using a dealer plate as proof that the vehicle is owned and offered for sale by the dealership. (Not required for wholesale transactions.)
- ◆ Make sure that vehicles used by employees for personal use are available for display at the dealership during business hours.
- ◆ Use dealer plates on consignment vehicles.
- ◆ Use dealer plates on loaner vehicles if the vehicle is actually offered for sale. Service customers are potential sales customers.
- ◆ Don't use dealer plates on a tow truck. (See gross weight plates.)
- ◆ Don't use dealer plates on a vehicle carrying a load. (See demonstrator plates.)
- ◆ Celebrity use of dealer plates at events such as the annual air show in Oshkosh or professional golf tournaments is permitted. Be sure a Monroney label or a Wisconsin Buyers' Guide is displayed on each vehicle.

If you allow your spouse or children residing in your household to use dealer plates, **do** be certain that the vehicle is actually offered for sale and displays a Wisconsin Buyers' Guide or Monroney label. While this type of use is technically permitted, there has been adverse public reaction to it.

These are some of the fundamentals of permissible dealer license plate use. Remember the key words: *owned and actually offered for sale by the dealership.*

What is Material History?

Wisconsin Administrative Code Trans 139.04(6) talks about disclosure on the Wisconsin Buyer’s Guide. The Code states that you need to disclose all material history, prior use and title brands. Dealers must disclose the vehicle’s prior use (personal use, rental, lease, etc.) and if the vehicle has any title brands. But what about material history? This portion of disclosure is often overlooked.

Wisconsin Administrative Code Trans 139.02(10) defines something as “Material” if a reasonable person would attach importance to its existence, or a seller knows, or had reason to know, that a buyer would regard it as important. If a buyer specifically requests information, that information is also deemed “material.”

If you purchase a vehicle at auction that has some cosmetic damage to the bumper, it can easily be fixed by having the bumper painted. This may be an item you don’t disclose on the Buyer’s Guide because it doesn’t affect the structural integrity or is insignificant to the value of the vehicle.



If a prospective customer **asks** if you did any repairs to the vehicle, the fact that you painted the bumper now becomes “material” because the customer specifically requests the information. On the flip side, if a vehicle has a blown head gasket, a reasonable person would consider that important, and it would need to be disclosed without the person requesting the information.

In this electronic age, many dealers make use of information services such as Carfax and Autocheck. These reports may give information about issues that occurred many years before you acquired the vehicle.

Often the vehicle may have been in another jurisdiction or in an accident. Once you run the report and learn information about that vehicle, it too may become “material.” Since you now have information a vehicle was in an accident, and a customer asks if it was in an accident, you would need to disclose that “material” information.

We have discussed how material history is disclosed for the retail dealer. What about wholesale transactions? Wisconsin Administrative Code Trans 139.04(8) talks about the Wholesale Disclosure Requirements. It states that you need to disclose all material history, prior use and title brands just like a retail transaction.

Many wholesale dealers, or retail dealers wholesaling a vehicle, are under the misconception that they do not need to disclose any information except for the vehicle’s history and title brands. In a wholesale transaction, you need to disclose any material history of **which you have knowledge**.

WisDOT recently had a case where a dealer purchased a damaged vehicle from a salvage pool auction with a clear title. The dealer made significant repairs to the vehicle’s front end, resulting in the vehicle having evidence of repair to the structural portion of the unibody. The vehicle was taken to auction, and nothing about the repair was disclosed. The buying dealer missed the damage on their safety inspection and retailed the vehicle. The customer who purchased it had some difficulty with the vehicle and filed a complaint with the Dealer and Agent Section. An inspection by a field investigator easily located the damage, and the dealer had to buy the vehicle back.

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There were two problems with this transaction: of course the retail dealer missed the damage on their inspection, but also the dealer that repaired the vehicle did not disclose the “material history” - that repairs were made to the vehicle’s unibody. If this information had been disclosed at auction, the buying dealer would have had the information to properly disclose when the vehicle was retailed.

If you have any doubt about whether some information is “material,” WisDOT always recommends: disclose, disclose, disclose! This will help avoid unhappy customers that may file a complaint. If you have any questions, call your local field investigator. A map of the investigator’s territories is located at: <http://www.dot.wisconsin.gov/safety/consumer/docs/fiu-territories-map.pdf>.

Recent Changes to the MV11 Form

Your next supply of the Application for Title/Registration (form MV11), will include some changes. The forms continue to be printed on secure paper and are now in stock and available from your usual suppliers. You may use up your current supply of forms (dated 1/2010)—there’s no need to throw them out. The revision, dated 3/2012, features these changes:

1. Back of the first (white) ply - contains revised **MOTOR CARRIER CLASS** information.
2. Back of the first (white) ply - moved internet information for Special Plates forms to bottom of page, and revised wording.
3. Back of the first (white) ply in **Section H** – License Plate Types: Recreation, RVT - The WI Dept. of Commerce contact information has been changed to the *Dept. of Safety and Professional Services*.
4. Back of the first (white) ply in **Section H** - License Plate Types - removed all Special Plates except PER, DIS, VET, AMA, COL, CLS.
5. Back of the second (pink) ply - contains revised **Release of Information** wording.
6. Back of the second (pink) ply – in the **Gross Weight Fee Schedule**: A 14,000 pound row (Farm Trailer Plate) was added to the schedule. The new fees added are \$61.50 in column “F” and \$246.00 in column “G.”
7. Back of the second (pink) ply - change to **Registration Periods**: TRAC is now TOR, TRLR is now TRL.
8. Back of the third (yellow) ply - in the **Wheel Tax** section, Janesville has been added.
9. Back of the third (yellow) ply - in the B Section (**Vehicle Information**), there have been some changes under **Vehicle Type** and **License Plate Transfers**.

Contact these suppliers to order the MV11:

GMA Printing

(800) 747-4647

www.gmaprinting.com

WATDASI Forms

(800) 236-7672

www.watdasi.com

Contributors' Corner

Many thanks to those who
made this issue of
PLAIN DEALING
possible...

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WisDOT Dealer Advertising Guidelines

Trade-in value – Advertising a set trade value or a minimum trade value is allowable under TRANS 139.03(4).

However, advertising a vehicle price in an advertisement which includes the trade value is prohibited under the premise it is misleading to assume everyone purchasing a vehicle will have a trade-in. Additionally, an advertised price cannot include anything a consumer must contribute to receive that price, such as a trade or down payment. For example, “We’ll give you \$3,000 or more for any trade” in an advertisement is okay. However, a dealer cannot advertise a vehicle, originally listed at \$12,000, for \$9,000 in the advertisement with a footnote stating, “Price includes \$3,000 trade or down payment”.

Qualifying rebates – If an advertised price, payment or promotion includes rebates that will not apply to every consumer (qualifying rebates), the advertisement must specifically state the TYPE and AMOUNT of the rebate per vehicle or promotion. The TYPE and AMOUNT must be listed near the final promotion price in the main advertisement and not solely in a footnote. Rebate qualifications may be listed in the footnote.

Sign & Drive – Sign & Drive advertising is permissible if the only payment required to drive a vehicle off the lot is “tax, title, license and service fee.” Any situation where a consumer may be required to pay more than “tax, title, license and service fee,” Sign & Drive may not be used. For example, if the advertised payment amount includes a \$500 College Grad rebate, Sign & Drive is prohibited because certain consumers won’t qualify for that rebate. However, if the advertised payment amount only includes rebates available to every consumer, Sign & Drive can be used.



Range of model years – It is permissible to advertise a range of model years as long as you advertise a range of prices and payments, as well. For example, used Chevy Malibu’s ‘05s to ‘09s from \$8,999 - \$14,999.

Employee pricing – The “Employee Pricing” promotion is interpreted as a manufacturer program, and vehicles are offered at the manufacturer’s employee price. If an “Employee Pricing” promotion is offered solely by a dealership, not a manufacturer, the dealer must disclose this in their advertising by including the following statement: “Not a manufacturer program. Customer to receive (DEALERSHIP NAME) employee’s pricing.” The dealership must provide evidence of employee pricing policy to Dealer/Agent Investigators if requested to validate program.

Dealer rebates – A “dealer rebate” program or incentive is not permitted. Manufacturers offer “rebates,” dealers offer “discounts.” Therefore, dealers are prohibited from offering a “dealer rebate” and must disclose their incentive as a “dealer discount.”

Vehicle awards – Vehicle awards can be advertised as long as the award source and year are stated in the advertisement, and match the year of vehicle being advertised. It is misleading to advertise a vehicle award for any year other than the advertised model year. For example, if advertising a 2011 Buick Enclave, you can only advertise a 2011 award such as “2011 Consumers Digest Best Buy Award.”

Consistent vehicle pricing – Whenever a dealer licensee advertises a reduced price on a new or used motor vehicle (via any marketing model), the same advertised price shall be disclosed on the vehicle throughout the sales promotion period. Additionally, the dealer licensee is liable for any advertised price they promote directly or have promoted on their behalf.

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Guaranteed credit approval – A dealership can advertise this if the dealer is willing to grant credit to everyone. If a down payment is required to receive credit approval, the following disclaimer must be included in the advertisement: “Minimum down payment may be required.” If receiving credit requires an individual to provide a down payment greater than 25% of the final purchase price after discounts and incentives, the dealer is not really financing the vehicle and the statement “Guaranteed Credit Approval” becomes misleading. Therefore, a Guaranteed Credit Approval promotion is only permitted if the consumer may be required to provide a down payment less than 25% of the final purchase price after discounts and incentives.

Sign up to receive Plain Dealing by email at:

<http://www.dot.wisconsin.gov/business/dealers/listserv.htm>



Moped season is upon us! If you are currently licensed as a moped dealer, you can legally sell only mopeds. You cannot sell motorcycles. A moped has an engine size of 50cc or less. Before you start selling bikes with engines larger than 50cc, you will need to update your dealer license to a motorcycle dealer license. You will need a franchise appointment from the distributor in order to sell new motorcycles. Franchise appointments are not required for mopeds.

The Lemon Grove

When life gives you lemons.... Visit us at:

<http://www.dot.wisconsin.gov/safety/consumer/rights/lemonlaw.htm>

The Honda/Acura Certification Application for the arbitration program is currently under review by WisDOT. Once Honda/Acura meets the requirements of the Wisconsin Lemon Law, they will be certified. The National Center for Dispute Settlement (NCDS), will provide the informal dispute resolution service. When the application is certified, any consumer who purchases a Honda/Acura vehicle, model year 2013 or newer, is required to go through the arbitration process before otherwise enforcing their Lemon Law rights.

Facts about arbitration

Arbitration is an informal way for consumers to resolve complaints without going to court. The consumer and manufacturer provide an arbitrator, often a volunteer from the community, with information about the ownership

experience. With a certified program available, Honda/Acura consumers must use it before suing under the Lemon Law. Non-certified programs are voluntary for the consumer. A consumer does not have to accept a decision made by the arbitrator, but it is binding upon the manufacturer.

Lemon Law facts

Wisconsin’s Lemon Law applies to vehicles purchased or leased new and still under warranty. If the vehicle has a serious defect that the dealer can’t fix in four attempts, or if it has one or more defects that prevent the consumer from using it for 30 or more days (does not have to be consecutive) within the first year, it may be found to be a lemon. If either one of these scenarios occur, consumers may be eligible for a replacement vehicle or refund.



DOT Criminal Actions

Coffee, Steve dba Northwoods Motor Cars - Rosendale/Menomonee Falls – Sentenced to six and one-half years in federal prison, five years supervised release and ordered to pay \$2.1 million in restitution as a result of bank fraud. Coffee enlisted the assistance of 25 different straw buyers to obtain fraudulent loans over two years. The loans were obtained for vehicles on his lot and vehicles already sold to legitimate buyers.

Dembowski, Reza - Racine - Convicted of Mail and Wire Fraud and sentenced to 10 years in federal prison and three years extended supervision. He was also ordered to pay \$304,615.00 in restitution. Charged with Mail and Wire Fraud for sending in fraudulent advertising receipts to the manufacturer for re-imbursement. In addition, he was creating fraudulent college degrees in to qualify for the \$400 manufacture rebate for a customer with a college degree. He created a fraudulent company to bill the dealership for radio/GPS units that were never installed in the vehicles. While employed as a salesperson, these acts cost the dealer hundreds of thousands of dollars.

Grajek, John - Lake Geneva – Sentenced to 120 days in jail with Huber release and \$10,005.50 in restitution. Misdemeanor charges that were originally filed were dismissed and re-filed as felony charges, including three counts of Forgery, one count of Misappropriating ID Info to Obtain Money and one count of Theft in a Business Setting. Charged with Theft, Forgery and Misappropriation of ID for forging the name of an elderly woman and stealing her two vehicles and then selling them to two dealerships.

Huff, Bradley - Fall Creek – Pled guilty to Receiving Stolen Property and Operating as an Unlicensed Salvage Dealer. Community Service agreement to complete 80 hours of community service and restitution in the amount of \$3050.00 ordered. Eau Claire Auto Exchange reported that Bradley Huff stole a Dodge Truck from his dealership a few years before. Investigators Nicolai and McCluskey were invited by Eau Claire Police Dept. to assist on a search warrant of an associate of Huffs. Two stolen vehicles were found on the property of Curtis Rye. One of the vehicles was stolen from Eau Claire Auto Exchange. Rye confessed to stealing it at the request of Huff. Both were arrested.

Rullman, Billy - Lake Geneva – Sentenced to 5 years probation, \$1000 fine and \$34,921.40 in restitution. Charged with theft by false representation. While employed as a salesperson for Racine Truck in Racine and Miles Truck in Salem, he solicited funds from consumers for vehicles that the dealer never owned and kept the money and never delivered any vehicles to the consumers.

Rye, Curtis - Fall Creek – Rye pled guilty to Theft-Movable Property and Criminal Damage to Property. He was ordered to pay \$16,451.06 in court assessments, \$14,920.96 in Probation charges and restitution in the amounts of \$29,525.96 and \$14,800.96 with a surcharge of \$1,480.10 in two separate counties. Two stolen vehicles were found on the property of Curtis Rye. One of the vehicles was stolen from Eau Claire Auto Exchange. Rye confessed to stealing it at the request of an associate, Bradley Huff. Both were arrested.

Schuessler, Todd - Black Creek – Sentenced to the following: Charge 1 (Theft); two years prison (imposed and stayed), two years extended supervision, three years probation and 25 hours of community service per week for the first year of probation if not employed. Charge 2 (Bail Jumping); one year local jail to run concurrent with Charge 1 and three years probation. Todd acquired two trucks (silver Chevy Silverado and a black 2004 Chevy Silverado), The black Silverado was not damaged but had a junk status. He switched the VIN #s from the silver truck to the black and registered the black one with a new color of Silver. A short time later, he sold the it to Jeff's Northshore Auto in Menasha. During the inspection, the tech noticed something was wrong with the public VIN, and the dealer called for help. After WSP, NICB and WisDOT DAS inspected the truck, Todd was charged with two counts of VIN tampering and one count of false application for title. He had a significant list of other unrelated criminal charges pending at the same time and the three felonies were dismissed but read in.

DOT Citations

Banks, Arthur dba A and B Auto - Milwaukee – 18 citations issued for Operating as an Unlicensed Dealer; Banks pled No Contest to three of the charges and the remaining charges were dismissed. Resulting fines totaled \$1,500.

Bartel, Alan - Oshkosh – Nine citations issued for Failure to Transfer Title.

Bennin, Robert - Manitowoc - Two citations issued for Operating as an Unlicensed Dealer and Failure to Transfer Title.

Downs, James - Iola – 11 citations issued for Failure to Transfer Title.

Duket, Terrance – Redgranite – 12 citations issued for Failure to Transfer Title.

Engen, Larry dba Crawford County Motorcycles - Prairie du Chien – Two citations issued for Operating as an Unlicensed Dealer and four citations issued for Failure to Transfer Title.

Gilbertson, Terry - Holmen – One citation issued for Acting as a Motor Vehicle Dealer Without a License.

Kearns Motor Car - West Bend – 16 citations issued for Failure to Transfer Title within seven business days.

McCune, Paul dba Ashley Motors of Kenosha - Kenosha – One citation issued for Operating as an Unlicensed Dealer

Palmer, Val - Oshkosh – One citation issued for Operating as an Unlicensed Salvage Dealer.

Peterson, Faith - West Bend – Six citations issued for Failure to Transfer Title.

Rodensal, Timothy - Berlin – One citation issued for Failure to Transfer Title within seven business days.

Rohan, Ryan - Black Creek – 30 citations issued for Failure to Transfer Title.

Taylor, Benjamin - Green Bay – Five citations issued for Acting as a Motor Vehicle Dealer Without a License.

Walsh, Brandon - Green Bay – Four citations issued for Operating as an Unlicensed Dealer.

DOT Enforcement Actions

Allen, Raymond - Greendale - Salesperson's and buyer's license applications denied due to past activities as the former owner of *A & K Services LLC*. Records show Mr. Allen still owes WisDOT for NSF checks and motor vehicle registration applications submitted with no payment.

Behm, Oliver - Appleton – Application for salesperson license denied due to outstanding debt to WisDOT for NSF checks written as owner of previous dealership *Wedge Automotive*.

Chuck Van Horn Dodge, Inc. - Plymouth – Special Order issued for allowing unlicensed salesperson to sell vehicles.

Peterson, Scott - Eau Claire – License application denied due to not being employed by a licensed dealership.

Reilly, Duane L dba R & R Enterprises of Coloma - Coloma – Salesperson's license suspended for three days for numerous license violations.

Van Horn Hyundai of Fond du Lac - Fond du Lac - Special Order issued for allowing unlicensed salesperson to sell vehicles.