

Plain Dealing

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

Vol. 8, No. 2

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

R. W. Emerson

Do you find the information contained in *Plain Dealing* helpful? Most dealers tell us they do, but do all your staff see it before it’s filed away? Remember, nothing in the newsletter is copyrighted, so feel free to photocopy all you need. Help your staff keep up with all the law changes.

Congratulations to Ken Vance Motors of Eau Claire and Johnson-Fortnum, Inc. of Berlin, first and second quarter of 1998 winners of Dealer Section’s “Right Way” dealer award. See page 3 for the details. Third and fourth quarter winners will be announced in the winter issue of *Plain Dealing*.

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We welcome your questions and comments. Address correspondence to Vikki VanDeventer, editor, Plain Dealing, DOT Dealer Section, P.O. Box 7909, Madison, WI 53707-7909 or FAX to (608) 267-0323.

Thanks to dealers, title backlog drops

Turnaround time for title processing has dropped from nearly eight weeks in 1996 to around three weeks thanks, in part, to dealers who agreed to do “dealer drops,” delivering customers’ title applications to DMV Service Centers around the state, rather than mailing them to Madison. Staffing cuts and a stiff increase in mail-in applications had created a bottleneck in WisDOT’s main title processing center. The temporary measure reduced the burden on central office staff by more than 200,000 applications over two years.

Expansion of the Automated Processing Partnership System (APPS), in which dealers enter title applications electronically through Computerized Vehicle Registration (CVR), a third party interface with DMV, has also reduced the overload. APPS dealers can charge a \$17.50 fee to process titles and provide plates on the spot at the customer’s option. More than 300 APPS dealers now participate statewide, processing more than 5,000 title/registration applications weekly.

Due to the growth of the APPS program, several DMV Customer Service Centers have already phased out the dealer drop program. Other centers will eliminate it by January 1, 1999. Dealers still dropping their customer applications off at service centers are encouraged to sign up for the APPS program in order to provide their customers with the most immediate title and registration service. Other alternatives include:

- Regular mail-in service (about three weeks). Mail the application to:
Wisconsin Department of Transportation
P.O. Box 7949
Madison, WI 53707-7949
- Priority mail-in service (within one week). Include a \$4 service fee and mail the application to:
Wisconsin Department of Transportation
P.O. Box 7306
Madison, WI 53707-7306
- In exceptional situations, dealers may still wait in line at a Customer Service Center and pay a \$5 counter service fee per application for immediate processing.

For more information about becoming an APPS electronic title processing dealer, contact Bev Schwartz, APPS Program Manager, at (608) 267-5253.

The Right Way

Unperformed recalls studied

Of 26 dealerships surveyed in summer 1998, an average of only 11% of used vehicles on the lots of dealerships franchised for those makes had open campaigns or recalls.

Some 26 dealerships were visited in 14 cities with a total of 29 makes represented. At each dealership, 15 used vehicles of the make(s) for which the dealership is franchised were chosen at random. The vehicle identification numbers were checked against the service/warranty database and any open campaigns or recalls were noted.

The results ranged from a low of 0 vehicles with open recalls at seven of the dealerships to a high of 33% of vehicles with open recalls at one dealership.

The section of Wisconsin's Administrative Code Chapter Trans 139 that covers manufacturer recalls requires dealers to take the following steps before delivering a used vehicle for which they hold a franchise to a retail buyer:

- ❶ Find out from the manufacturer if the vehicle is the subject of any unperformed manufacturer recalls.
- ❷ If there are any unperformed manufacturer recalls, either perform them, or agree in writing to perform them at a time convenient for the customer, no later than 20 days after delivery (unless the unavailability of parts or other circumstances beyond the dealer's control prevents performance within that time).
- ❸ Disclose in writing to the purchaser any unperformed manufacturer recalls.

The dealerships involved in the study all reported that recalls are checked when a vehicle is first entered into inventory, even before the pre-sale inspection is done. One of the dealerships checks all used vehicles in inventory monthly for open recalls. Their concern is that if a recall is recorded after the pre-sale inspection is done, they wouldn't otherwise know about the recall until after the vehicle is sold and brought back in for service. (No vehicles with open recalls were found at that dealership.)

These points clarify some of the most frequently-asked questions about open recalls:

➤ Trans 139 covers manufacturer recalls. Manufacturers often refer to these as "Product Recall Campaigns," or "Campaign Bulletins." "Service Bulletins" and "Special Service Campaigns" aren't recalls.

➤ Recall disclosure must be made in writing — in any way you choose.

➤ Franchised RV dealers aren't required to perform manufacturer recalls on the chassis (e.g. Winnebago dealer with a GMC recall). Dealers must perform recall repairs only on makes for which they have a franchise.

➤ A dealership does not need to check for recalls on makes for which it is not franchised at a specific location, even if the dealer group has that franchise at one of its other locations. For vehicles offered for sale at a given site, the dealership will do recalls only for the makes that site is franchised for.

➤ A Chrysler dealer who is approved to perform Jeep warranty work is not required to disclose Jeep recalls. Only franchised Jeep dealers would have to do Jeep recalls.

Issuing Cardboard Temporary Plates Under the new Mandatory Display Law

- Issue temporary plates only when the customer has no plate to transfer and is applying for new plates. (Customers can't use a temporary plate to allow test-drives of a car they want to sell privately.)
- The law applies only to cars and light trucks (8,000 pounds or less), not motorcycles or heavy trucks.
- Temporary plates are free for your Wisconsin customers.
- Out-of-state customers pay \$3 for temporary plates. (See the green instruction sheet sent with your plates for details on issuing plates to out-of-state customers.)
- You may issue temporary plates to walk-in customers from private-party transactions if you wish. You'll need to collect an application form and fees from them. Refer to the yellow instruction sheet sent with your plates for details.
- If you've misplaced the instruction sheets shipped with your plates, call (608) 266-1473 to request another set.

Random Acts of Kindness

Venus Ford in Milwaukee was featured on *The Oprah Winfrey Show* on October 19th which highlighted charitable acts around the country. Dealer John Sponcia donated a 1991 Ford Mustang to a low-income Milwaukee woman who was struggling to hold down two jobs with an undependable car. The woman received the car on October 22nd after it was thoroughly quality-tested by Venus Ford staff.

And the winners are . . .

The Right Way Dealer Award was presented to Ken Vance Motors, Inc. of Eau Claire for the first quarter of 1998, and to Johnson-Fortnum, Inc. of Berlin for the second quarter of 1998.

First Quarter 1998

Ken Vance, pictured below with DMV administrator, Roger Cross, was nominated by field investigator, Tom Rastall for:

- * Exceptional handling of paperwork and record-keeping (customers' applications for title and registration are always submitted within seven business days).
- * Having few consumer complaints (complaints are resolved before being filed with WisDOT, consumers speak highly of the dealership).
- * Supporting WisDOT efforts by participating as a Wise Buys dealer and sponsoring training seminars.
- * Having a great attitude and always going the extra mile.

The award was presented at Ken Vance Motors by DMV administrator, Roger Cross. Also on hand were Chuck Supple (section chief of the Dealer Section), Phil Alioto (field investigation supervisor) and Investigator Tom Rastall.

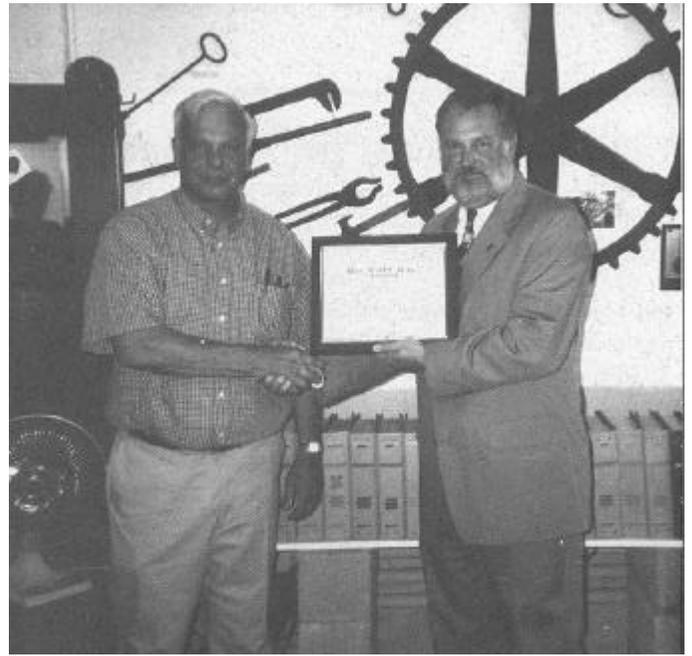
DMV Administrator Roger Cross, presents the Right Way Award to Ken Vance of Ken Vance Motors, Inc.



Second Quarter 1998

The second quarter winner for 1998, Johnson-Fortnum, Inc. of Berlin was nominated by Field Investigator, Steven Reid for:

- * Having no consumer complaints on file (the dealership calls to discuss matters and ask questions to avoid getting complaints).



DMV Administrator Roger Cross, presents the Right Way Award to Dick Fortnum of Johnson-Fortnum, Inc.

- * Submitting all paperwork on time and having all records in good order.
- * Having a well-maintained dealership facility that meets all requirements (66 years at the same location).
- * Community service work for adoption of stray animals (Tony the cat was their ad cat).
- * Being a 5 Star Chrysler Service Quality Award winner.

DMV Administrator Roger Cross presented the Right Way Award to Dick Fortnum at the dealership surrounded by Fortnum's collection of antique machinery. Also on hand were Chuck Supple (section chief of the Dealer Section) and Investigator Steven Reid.

The Right Way Award is presented quarterly to recognize dealers who set an example for other dealers of the right way to do business in Wisconsin. The winners are selected by a team of Dealer Section staff from nominations made by their co-workers. Any new or used auto/truck or motorcycle dealer, wholesaler or salvage dealer can be nominated based on criteria such as:

- Good record-keeping
- Few consumer complaints
- Rapid complaint settlement
- Good attitude
- Partnership involvement with DMV
- Community volunteer work.

See the next issue of *Plain Dealing* for the winners of the Right Way Award for the third and fourth quarters of 1998.

News

Unlicensed dealer penalties increase

Individuals who sell cars or salvage cars and parts without a license are facing stiffer penalties under a law that took effect August 1, 1998.

Individuals who operate either as a dealer or salvage dealer without a license will now face fines of \$500 to \$5,000.

Previously, persons acting as vehicle dealers faced a \$25 to \$500 fine, and illegal salvage dealers could be fined \$25 to \$200. The new law didn't change the provision that allows unlicensed salvage dealers to be either fined and/or imprisoned for not more than 60 days.

The law also authorizes law enforcement officers to issue a ticket for operating as a salvage dealer without a license, which could speed up the enforcement process.

Oneida tribe to issue license plates

The Oneida tribe will begin issuing its own vehicle registration effective January 1, 1999. Applications for title and registration for customers who are eligible for Oneida tribal registration should be mailed directly to:

Oneida Tribe of Indians of Wisconsin
Compliance Division
3759 W. Mason St.
Oneida, WI 54155
(920) 496-7897 or fax (920) 496-7893

Contact: Tonya L. Smith, Licensing Coordinator

The tribal motor vehicle office issues the plates and forwards the application to WisDOT with a registration card so a title can be issued. The same system is in place for the Lac du Flambeau and Menominee tribes. Their applications should be sent to:

Lac du Flambeau Band of
Lake Superior Chippewa Indians
Tribal Court
623 E. Peace Pipe Rd., P.O. Box 964
Lac du Flambeau, WI 54538
(715) 588-9600 or fax (715) 588-7930

Contact: R. Terry Hoyt, Tribal Attorney

or

Menominee Indian Tribe of Wisconsin
Licensing and Permit Department
P.O. Box 910
Keshena, WI 54135
(715) 799-5187 or fax (715) 799-4525

Contact: Yvette M. Snow, Director

Washington, Eau Claire Counties to collect county sales tax

Starting January 1, 1999, Washington and Eau Claire Counties will begin collecting a ½% county sales tax.

Because county taxes are use taxes, the location where a vehicle is "customarily kept" determines whether it is subject to the tax, regardless of where it was purchased. All motor vehicles, trailers and semi-trailers are subject to the tax. The latest revision to the MV11 Application for Title/Registration includes a table in its instructions listing local taxes for all Wisconsin counties.

Licenses may be suspended for failing to pay child support, taxes

All types of dealer licenses, salesperson licenses and Buyer Identification Cards may be suspended if licensees are delinquent in payment of child support or taxes.

Legislation passed this year enables the Departments of Revenue and Workforce Development to work with other state agencies to suspend occupational and recreational licenses for non-payment. The Department of Workforce Development's authority goes even further. It may seek suspension of drivers' licenses and place liens on vehicle titles for delinquent child support payments.

WisDOT's first step in complying with the new law is to collect Social Security numbers and Federal Employer Identification Numbers (FEIN) for all of our licensees to ensure accurate record matches. You'll see a space for this information on all of WisDOT's application forms starting January 1, 1999. Be sure to complete this information because your license won't be issued without it.

Late renewal fees collected

It now costs more to renew license plates when paying after the expiration date. Effective October 1, 1998, a \$10 late fee applies to registration renewals for automobiles, motorcycles, mopeds and light trucks registered at 8,000 pounds gross weight or less. The fee applies to license plates expiring September 30, 1998, and later.

You can help your customers avoid this fee by noticing the expiration on plates they are transferring to their new purchase. If the plates will expire in 60 days or less, send the renewal fee in with the application for title and plate transfer. They'll get their new stickers on time, and perhaps save \$10 as well.

Policy Briefings

Special policies developed for dealership groups

Over the past several years, WisDOT has developed several policies to streamline paperwork and procedures for dealership groups. For the purpose of these policies, “dealership group” means two or more licensed dealers that share majority ownership. Here is a summary of the policies:

① A dealership group may transfer vehicles between dealerships in the group without documenting the transfer on the title or Manufacturer’s Statement of Origin (MSO). The following evidence of vehicle ownership is required when applying for title and/or registration:

- ✓ Properly assigned or reassigned title or MSO showing the legal name of any one of the dealerships in the group, *and*
- ✓ Properly completed MV11 form showing the license number and legal name of the specific dealership that sold the vehicle.

This policy doesn’t affect motor vehicle logbook requirements. Vehicle transfers within a dealership group must be entered in the used vehicle logbook. The policy also doesn’t affect motor vehicle franchise laws. A dealership can sell a new motor vehicle only from a location that has a franchise for that make.

② A salesperson with a valid license under one dealership in a group may, at the dealer’s discretion, sell vehicles at any other dealership in the group without needing a separate salesperson license for each dealership in the group. (We suggest that salespeople be licensed at the store where they most often work. The dealer may then assign them to fill in at any of the stores in the group.)

③ A dealership group may maintain all original documents at one licensed location, with copies at other locations, upon a written request to WisDOT’s Dealer Section.

④ Any dealer in a dealership group may inspect used vehicles and prepare the Wisconsin Buyers Guide.

⑤ Dealers in a dealership group are exempt from the shared facility requirements in the Wisconsin Administrative Code Chapter Trans 138.03 (3) (c). (The requirements involve separating vehicles belonging to the different dealerships and providing a copy of the lease and diagram of how the facility is divided.)

⑥ Dealership group advertising is allowed if the ad shows the dealers in the group and which franchises are at each location. A dealership group may use the term “largest” in its advertising if it says “largest dealer group,” all the dealerships in the group are named

in the ad, and all other requirements in Trans 139.03 (2) (b) for using the term “largest” are met.

Wholesale Buyer’s Guide required

When you sell a car to another licensed Wisconsin dealer, you’re required to provide a completed Wholesale Buyer’s Guide. This half-sheet form (MV2895) offers some protection for dealers in wholesale transactions. Sellers at wholesale are required to make some of the same written prior use and history disclosures covered by the Wisconsin Buyers Guide for retail sales.

Disclosure is based on the “reasonable care” standard, just as it is for retail sales. The selling dealer completes and signs the form. The buying dealer also signs the form and both keep a copy for five years. The form *does not* accompany the title; it’s for dealer records only.

In auction-to-dealer transactions, the written disclosures may be incorporated into the auction block ticket. Disclosures on the block ticket should be the same as the Wholesale Buyer’s Guide except:

- Additional disclosures may be added, and
- Disclosures of types of vehicles that an auction doesn’t sell (for example, non-USA standard vehicles) may be omitted.

Auctions will be allowed to use up their current supply of block tickets before making these revisions (though some have already made the changes). WisDOT investigators are aware that it may still take some time, possibly six more months, before revised block tickets are in use at all Wisconsin auctions.

A detailed full-page article on the disclosures covered by the Wholesale Buyer’s Guide was published in the last issue of *Plain Dealing* (Spring 1998). If you can’t locate your copy, you can order a reprint of the article by calling Dealer Section’s Customer Service Unit at (608) 266-1425.

The Wholesale Buyer’s Guide form (MV2895) is available from the same vendors who produce the MV11 Application for Title/Registration:

- Good Morning Advertising.....(800) 747-4647
- Reynolds + Reynolds.....(800) 697-0884
- WATDASI Forms..... (800) 236-7672

Remember, the Wholesale Buyer’s Guide helps you make required disclosures to your retail customers — and it only helps protect you if you use it. Provide one if you’re selling a vehicle at wholesale, and ask for one if you’re buying a vehicle.

Advertising Advice

Advertising 101

FREE VACATION!!

With purchase of a 1999Rangefinder

House of SUV's
123 Offthe Road
Anytown, WI 55555



(Offer ends 12/31/98)

We're seeing a lot of basic advertising violations lately, often when dealers use an out-of-state advertising agency. The sample ad above contains some violations.

You can't use the word "free" in any advertising if receipt of the free merchandise or service depends on the purchase of a vehicle or related accessories. In other words, if you have to buy something to get it, it's not free. You may say that something is "included with" a purchase.

If you're including a trip with the purchase of a vehicle, you should also be careful to disclose any conditions placed upon the trip. For example, "air fare not included," "hotel reservations in advance - Tuesdays, Wednesdays or Thursdays only" should be stated in the ad. If you advertise a trip promotion, you're obligated to provide the trip on the terms advertised even if the promoter is unwilling or unable to fulfill its promises.

Other recent advertising violations include:

⊗ Program Cars — You need to disclose the type of program (factory executive, daily rental, off lease, etc.) in order to use the term "program." Simply calling them program cars doesn't adequately disclose prior use and the fact that the cars are used.

⊗ Invoice Advertising — If you advertise prices as being an amount over invoice, you must include the following disclosure: "Actual dealer cost is less because there are, or may be, factory holdbacks, rebates, incentives or other discounts to the dealer."

Call us at (608) 266-1425 with your advertising questions.

Citations Issued

A to Z Auto and Truck Salvage Elk Mound — Unlicensed dealer sales.

Alexander, Howard Sparta — Failing to apply for title.

Ames, Ronald Lone Rock — Unlicensed dealer sales.

Bengston, Michael Spring Valley — Unlicensed salvage dealer sales.

Best, Frank Eleva — Unlicensed dealer sales.

Caledonia Ford Minnesota — Unlicensed motor vehicle dealer.

Car Doctors, Hartford — False odometer statements and failure to maintain vehicle records. Dealer subsequently surrendered his dealer license.

Clark, Gerald S., Superior — Failing to promptly apply for title.

Ebert, Daniel, La Crosse — Failing to apply for title.

Eiland, Virgil dba Grade A Auto Body Repair Milwaukee — Unlicensed dealer sales.

Excalibur Automotive Corp., West Allis — Unlicensed dealer sales.

Faust Motor Works, Walworth — Unlicensed dealer sales.

Fink, Daniel R., Port Edwards — Unlicensed dealer sales.

Gerbitz, Lorry G., Portage — Unlicensed dealer sales.

Godwin, Thomas C., Holmen — Unlicensed dealer sales.

Korish, Gary, Trempealeau — Unlicensed dealer sales.

Ludwig, Norm, Milwaukee County — Unlicensed dealer sales.

Maynard, William M. Milwaukee — Failing to apply for transfer of title.

McClellan, Arden, La Crosse — Unlicensed dealer sales.

Neick, Don, Mukwonago — Unlicensed dealer sales.

Ramberg, Roger and Betty, Eau Claire — Unlicensed dealer sales.

River City Motors, Wisconsin Rapids — Unlicensed dealer sales.

Smith Sales and Service, Deerbrook — Unlicensed dealer sales.

Soben, Trevor, Chippewa Falls — Unlicensed dealer sales.

Somerset Salvage, Somerset — Unlicensed dealer sales.

Sukowatey, Gary C., Roberts — Failing to apply for title.

Weber Ray Towing, Waukesha County — Unlicensed dealer sales.

White, Travis, Milwaukee County — Unlicensed dealer sales.

Wilson, Davon, Milwaukee County — Unlicensed dealer sales.

Yaeger Auto Salvage, Schofield — Unlicensed dealer sales.

Ziebart, Pat, West Allis — Unlicensed dealer sales.

Paperwork Pointers

✍ When completing the **Salesperson/BID Card Holder Report** portion of your dealer license renewal packet, draw a single line through the names of those you no longer employ. We need to be able to read the name in order to cancel that person's license, and the name can't be read through black magic marker or white-out.

✍ If a customer has **plates to transfer**, the month and year of expiration stay the same. Don't change them.

✍ If you deliver a vehicle, the customer's title and registration **application must be submitted to WisDOT within seven business days of the delivery**. Even if you haven't found financing for the customer yet, if the vehicle has been delivered, the paperwork must be sent in. Note, too, that if you deliver a vehicle and are unsuccessful in finding financing for the customer, your dealership becomes the lender and provides the financing on the agreed-upon terms.

✍ Please use the **dealer hotline** for answers to your title and registration questions: (608) 267-3646. But please don't give that number to your customers. Keeping the number private is what gives you quick access and shorter wait times. The public should use (608) 266-1466 for title and registration information.

✍ **Wisconsin Buyers Guide** follow-up — be sure to write the inspection date on the form. Don't leave it blank or just write in the year. Use the date the inspection was actually done.

✍ The **Wisconsin Buyers Guide** must be displayed on the side window. If it doesn't fit, you may place it on the dashboard or rear deck so it is readable from outside.

Berrig, Brian, Waupaca County — As the owner of The Auto Connection, Berrig was sentenced in Waupaca County to include three years in prison (sentence stayed), 10 years probation and restitution to victims in the amount of \$62,000 for issuing worthless checks.

Brskett, Walter, Waukesha County — Pled to three counts of failure to apply for title with intent to defraud, resulting in a \$4,000 fine.

Kairis, William, Fond du Lac — Salesperson convicted of one count of theft of a movable object. His sentence was stayed. He is on probation and was fined.

Leonard, Daniel S, Stoughton — Probation was revoked in the state of New York for activities while employed at Madison Mazda Mitsubishi.

Dealer Alert

➤ It's the dealership's responsibility to make **afront license plate bracket** or mounting holes available to your customers even if the vehicle wasn't originally equipped with them. Under Wisconsin law, vehicles that are issued two plates *must* display two plates.

➤ Beware of providing **license plate brackets** that block the state name, or month and year of expiration. Your customer could be stopped by law enforcement officers and fined.

➤ All dealer license renewal packets include blank copies of the latest revision of the **Salesperson/Representative License application** form (MV2184 rev. 1294). Please save the form and photocopy as needed when you hire new employees. Discard any earlier versions of the form.

➤ The State of **Virginia** has reported that some blank **title stock has been stolen**. The Virginia titles fall in a range of sequence from E6068541 to E6069000. The sequence number is located on the front, right center side of the title and is printed in red. If you obtain one of these titles, please contact James F. Lancaster, Assistant Chief Investigator, Title Fraud Division at (804) 367-6868, or Peggy Taylor, Quality Control Unit at (804) 367-0077.

➤ Take care when **disposing of license plates**. Unscrupulous characters may fish them out of your trash and use them. Any tickets they get will go to the owner of record on DMV's data base (something you wouldn't want to happen to your trade-in customers). The safest procedure is to use a tin snip to cut the plate in half before discarding it.

Criminal Actions

Sadighozakerini, Masood, Illinois — This dealer (who was doing business in Alabama as Athens Auto Sales) was found guilty of one felony count of forgery and one misdemeanor count of odometer tampering. He was sentenced to 60 days in jail (stayed), two years probation, and ordered to pay \$26,000 restitution to the victims.

Schmid, Walter, Mt. Horeb — Found guilty of odometer tampering on one vehicle in Dane County and ordered to pay a fine of \$3,155.

Wilhelm, William O, Manitowoc — Found guilty of a felony for VIN switching on three vehicles found in his possession. He received a one year prison sentence (stayed) and two years probation.

Dealer Actions

A I II, Inc., Germantown— A Special Order was issued for allowing an individual to purchase and/or sell a vehicle with his or her own funds using this motor vehicle dealer's license.

Big Bend Motors, Big Bend—A Special Order was issued for allowing unlicensed salespeople to sell motor vehicles to retail customers and failing to have evidence of ownership for vehicles offered for sale.

Chippewa Falls Ford, Chippewa Falls—Dealer signed a stipulation for a \$250 civil forfeiture for repeated advertising violations.

Elderon Truck Parts and Truck World, Inc., Elderon— A Special Order was issued suspending the salvage dealer license for six months, suspending the motor vehicle dealer license for one year, and prohibiting Donald Schwalbach from employment in any capacity for either business until January 1, 2003. of Donald Schwalbach, corporate officer of Truck World, Inc., was convicted of a felony.

Genova's Auto Sales, Kewaskum—A Special Order was issued for failing to record vehicles in the logbook, improper disclosure and failing to have evidence of ownership for vehicles offered for sale.

Kairis, William, Fond du Lac—Agreed to a 60-day suspension of his salesperson license after being convicted of one count of theft of a movable object.

Mauro Auto Mall, Kenosha—Dealer agreed to a \$3,000 forfeiture that was donated to the Kenosha

County Drug Abuse Resistance Education (D.A.R.E.) Program. The dealer failed to display Wisconsin Buyers Guides on vehicles offered for sale.

Pete's Auto Sales, Inc., Milwaukee—A Special Order was issued for selling vehicles from an unlicensed location.

Premier Leasing, West Allis— A Special Order was issued for selling new vehicles without a franchise, failing to execute consignment agreements, failing to have complete reassignments, and failing to complete odometer readings on the Wisconsin Buyers Guides. Dealer agreed to pay a civil forfeiture of \$10,000 for the franchise violations.

Pro Auto, Eau Claire—A Special Order, citations and a 14-day suspension of the dealer license resulted from failing to submit title applications and satisfy liens in a timely manner.

Racine GMC Sales, Sturtevant—A Special Order and citations were issued for failing to record vehicles in the logbook, failing to have evidence of ownership for vehicles offered for sale, failing to keep the logbook at the place of business during business hours, and failing to post a sign describing business hours.

T.J. Auto Sales, Madison—Dealer agreed to a civil forfeiture of \$250 for failing to display a Wisconsin Buyers Guide on vehicles.

Tom Gorak Motors, Milwaukee—dealer agreed to a \$2,000 civil forfeiture for selling vehicles to an unlicensed motor vehicle dealer.

Wis. Dept. of Transportation
Dealer Section
P.O. Box 7909, Room 806
Madison, WI 53707-7909