



# Plain Dealing

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

Vol. 1, No. 3

Spring/Summer 1990

**"Nothing astonishes men so much as common sense and plain dealing."**

R. W. Emerson

You'll notice a new section in this issue, called "Paperwork Pointers." It contains hints to help you avoid some of the pitfalls involved in filling out title and registration forms for you customers. The hints come from the people who receive and process the forms. Drop us a line with any forms questions you'd like answered.

A report on the results of the dealer plate survey conducted earlier this year is also included in the new "Points of View" section. We plan to use this section as a forum for your questions and comments on current issues.

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## Sunday sales law & off-premise sales

by Thomas L. Gais

You may remember the controversy the Dealer Section got into last February when one of our investigators told several Dane County RV dealers to remove their salespeople from the premises of their Madison RV show on Sunday. Our policy had been to prohibit salespeople from attending off-premise vehicle displays on Sundays, even if nobody actually buys a vehicle. We had this policy because we view a situation where a salesperson describes vehicles that are displayed and available for purchase as "selling," which is great on six days of the week but is prohibited by state law on Sunday.

Since then, we have considered and reconsidered our policies on Sunday sales and how they apply to trade shows and other off-premise sales, and we've drafted a rule proposal which we expect to submit to the legislature shortly. Our proposal would prohibit dealers from selling on Sundays at off-premise locations - including trade shows - unless they are selling motor homes. This motor home exemption is granted to RV dealers because of the special difficulties they'd face in complying with a Sunday sales ban. Since most motor home dealers also sell mobile homes - which are expressly *not* covered by the Sunday closing law - the RV dealers would have to remove all motor homes from their display areas in order to show and sell their, mobile homes on Sundays. As you can imagine, it would be quite a job for the RV dealers to maneuver those *motor* homes around their *mobile* homes on a Saturday night on a cramped trade show floor. To avoid imposing this special burden on RV dealers, we exempted motor homes from the off-premise Sunday sales ban.

Even though these rule changes have not yet cleared the legislature, they do represent our current policies concerning Sunday sales. That means that dealers may not now sell or offer to sell vehicles on Sundays, whether they're at their own licensed place of business, a trade show, or some other off-premise location. The only exceptions are for motor homes or, as the Sunday closing law itself states, for people who observe the Sabbath on the seventh day of the week (from sunset Friday to sunset Saturday) and refrain from selling on that day. Dealers may display their vehicles at trade shows or other off-premise sales along with brochures and advertisements. Security people and people hired to hand out literature, sometimes called "greeters," may be present at Sunday displays; but salespeople may not be present. Of course, we welcome your comments or questions concerning this policy.

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## The Right Way

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### WisDOT and dealers offer **Wise Buys**

WisDOT and dealers are teaming up to help Wisconsin consumers buy wisely. The Dealer Section, in cooperation with dealers from the Wisconsin Automobile & Truck Dealers Association, has developed **Wise Buys**, a program that asks dealers to teach consumers about laws that protect them when they buy from a licensed dealer. Participating dealers voluntarily display posters and distribute brochures highlighting advantages of buying from a dealer who-unlike a private seller-must comply with state motor vehicle trade practice and consumer protection laws.

Already, nearly 300 dealers have begun distributing **Wise Buys** materials-in their showrooms. Dealer Section announced the program in a news conference at Thorstad Chevrolet, Madison, last July.

**Wise Buys** may be the first such program in the nation that gives car buyers information they need to make a wise purchase-before they buy. The program's tone is new as well-it informs without putting dealers on trial or consumers -on the defensive. It discards old notions that dealer and customer are adversaries, and explains both parties' responsibilities for making a sound deal.

"The days of *Buyer beware* are gone. Now the message for consumers and dealers who want to succeed is *Buyer be wise.*" said DMV Administrator Roger Cross. Gary Williams, President of the Wisconsin Automobile & Truck Dealers Association agrees, "**Wise Buys** is a win-win program," he says. "Informed consumers enjoy the car-buying experience more and build a better relationship with their dealer. Everyone wins when consumers make wise, satisfying purchases."

**Wise Buys Car Buyer's Guide** explains disclosure requirements and the purchase contract, gives tips for finding out more about a vehicle, and lists Dealer Section's Consumer Hotline number, (608) 266-0765, where anyone can call for advice or help with vehicle purchases or warranty work.

Licensed dealers can show their customers they do things "the right way" by becoming a **Wise Buys** dealer. Join the charter members of the program pictured above at the news conference announcing the program. Just complete and send in the order form below, or call the Business Licensing Unit at (608) 266-1425. You'll receive free brochures, signs, and a certificate for participating. Please allow four weeks for delivery.

*Photo not available.*

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### Reply Form

Yes, I want to be a **Wise Buys** dealer!

Please send my free posters, brochures and display stand to:

Dealer Name and License Number: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_

Mail to: WisDOT Dealer Section, P.O. Box 7909, Madison, WI 53707-7909

## News In Brief

### GM, VW and Audi certified to handle Lemon Law complaints

General Motors became the first Wisconsin vehicle manufacturer and the first "Big 3" manufacturer to earn certification from the state Department of Transportation for settling Lemon Law complaints. Volkswagen and Audi were also certified, as was the Better Business Bureau of Wisconsin's AUTO LINE, which will resolve Lemon Law complaints against these manufacturers.

*Photo Not Available*

*Dick Bugno (left), General Director of GM North America Service Operations, accepts Lemon Law certification plaque from DMV Administrator, Roger Cross.*

AUTO LINE provides 125 trained arbitrators who will determine if a consumer is entitled to receive repurchase or replacement of a defective car. The program offers consumers a free, fair, and informal process that will resolve the problem within 60 days.

Consumers don't need lawyers to use the process and do not have to accept the arbitrator's recommendation. If the consumer accepts the arbitrator's decision, the ruling is binding on the manufacturer. Consumers must use the arbitration program before they can sue manufacturers who have certified arbitration programs.

Certification also requires manufacturers to tell vehicle owners about their Lemon Law rights in warranty materials that accompany the new vehicle. Wisconsin now has a total of six manufacturers whose arbitration programs are certified: General Motors, Volkswagen, Audi, Toyota, Lexus and Porsche.

The Center for Auto Safety reports that 50,000 vehicles are bought back annually, compared to only 5,000 buy backs ten years ago.

Wisconsin's new title branding law will require the buyback information to be disclosed and recorded on the vehicle's title so the information is available to potential future buyers.

### Adams, Price and Dodge counties collect county sales and use tax

Starting January 1, 1994, Adams County began collecting the 1/2 percent county sales tax. Dodge County starts April 1, 1994. Price County has been collecting the tax since January 1, 1993. A total of 45 counties now collect a county sales tax.

Because county taxes are use taxes, the location where a vehicle is "customarily kept" determines whether the vehicle is subject to the tax, regardless of where it was purchased. All motor vehicles, trailers and semi-trailers are subject to the tax.

If you would like a chart listing the 45 counties that collect a county sales tax, call the Dealer Section's Business Licensing Unit at (608) 266-1425.

### Disclosure label and purchase contracts to change

A work group has been formed by WisDOT to revise and update the Used Vehicle Disclosure Label and Motor Vehicle Purchase Contract. Changes in automotive technology, marketing and legislation have dated them and given us an opportunity to consider other improvements. The process has begun and we expect it to take many months to complete. You'll have at least three months notice before the revised forms are made available. All printers of the forms will be included in the process before any revisions are finalized. Look for more developments in the next issue of *Plain Dealing*.

David Williams of the Wisconsin Automobile & Truck Dealers Association represents dealer perspectives on the team. We also welcome any suggestions you would like to make directly. Please feel free to call any of the team members or fax your ideas to the DAPA Team at (608) 267-0323.

Gary Kastorff	(608) 267-2333
David Williams	(608) 251-5577
Kevin Konopacki	(608) 267-3150
Tom Rastall	(608) 789-4634 (La Crosse)

### Office of the Commissioner of Transportation Eliminated

Legislation passed in 1993 eliminated the Office of the Commissioner of Transportation January 1, 1994. Jurisdiction over complaints and petitions for hearings filed under Chapter 218 of the Wisconsin Statutes has been transferred to the state Department of Administration's Division of Hearings and Appeals. The procedure for handling these cases will stay the same. Upon receipt of a complaint or request for hearing, the administrator will assign an administrative law judge to hear the case. After the hearing, the administrative law judge will issue a proposed decision. The parties will have an opportunity to comment on the proposed decision before the Administrator issues the final decision. The final decision is subject to judicial review.

Complaints and requests for hearings should be sent to:  
David H. Schwarz, Administrator  
Division of Hearings and Appeals  
5005 University Ave., Suite 201  
Madison, WI 53705-5400  
Telephone: (608) 266-7709 FAX: (608) 267-2744

### Salvage inspection fee increase

The fee to have a salvage vehicle inspected for road use increased to \$80 March 1, 1994. The \$80 plus any additional title or registration fees due should be made payable to Registration Fee Trust and sent in with the application. WisDOT will reimburse \$60 to municipalities for each inspection completed by one of their authorized officers.

### Dealer access to WisDOT registration records piloted

Thirteen Wisconsin dealers from all parts of the state are participating in a pilot program allowing direct access to the department's computer registration records. Representatives from each dealership attended a training session in Madison to learn **how to use a modem with** their personal computers to dial up the WisDOT mainframe computer - and interpret the information on the screen. The pilot test will run six months and lead to recommendations on the feasibility of offering access to DOT registration records on a large-scale basis.

Illinois ends reciprocity on demonstrator plates As of May 1, 1993, trucks and trailers displaying demonstrator plates may operate interstate on Illinois highways only if the vehicle is not carrying a load. In order to operate a demonstrator-plated vehicle with a load, you must first obtain a form of Illinois registration for the vehicle. You may either:

- Purchase a trip permit from one of these sources:  
CICS..... 1-800-233-5588  
Transceiver ..... 1-800-527-0665  
Transcom ..... 1-800-848-9100  
Jet Permits..... 1-800-733-2911  
IL Secretary of State.....217-785-1816  
(Note that Illinois restricts the purchase of trip permits to three per applicant per year.)

OR

- Purchase IRP registration for the vehicle. Contact: Wisconsin IRP Unit.....608-266-9900

Loaded vehicles displaying demonstrator plates operating on Illinois highways without a trip permit or IRP registration will be subject to citations.

Illinois continues to extend interstate reciprocity to vehicles displaying Wisconsin Dealer, Manufacturer, Distributor and Transporter plates if the vehicles are operating without a load.

### State searches for license plate abuse

The state is taking a hard look at the use of collector/hobbyist, farm, dealer and some truck license plates to find out if they're being misused.

The department sent a survey to the nearly 700 law enforcement agencies in the state, asking them what registration violations they have noticed and how they enforce vehicle registration violations.

At the same time, the department is surveying parking lots in the Madison, Janesville, Waterloo and Cross Plains areas and using computer technology to determine if trucks are being registered at the right weight and if owners of collector/hobbyist plates have another noncollector vehicle registered.

Roger Cross, administrator of the Division of Motor Vehicles, notes a public perception that license plates are being abused. "We want to know if this perception is accurate, because inappropriate registering of vehicles is unfair to those who pay their fees promptly each year and means the state has less money to maintain our transportation system," says Cross.

The parking lot surveys will include a check to determine if regular farm plates are being used to get to work. Regular farm plates cannot be used for non-farm occupations. The surveys will also look at the use of dealer plates. Vehicles displaying dealer plates must be owned by the dealership and offered for sale.

By mid-1994, the stud team is expected to recommend what steps, if any, should be taken to reduce any plate misuse that may be occurring. If you'd like a reprint of previous *Plain Dealing* articles on dealer plate use, call the Business Licensing Unit at (608) 266-1425.

### No ownership transfers for repeat drunk drivers

A stronger drunk driving law prevents transfer of a motor vehicle by someone who has been arrested for a third or subsequent operating while intoxicated (OWI) violation.

If a court places a hold on a vehicle under this law, a court order is needed to allow the transfer to take place to any good-faith transferee (including private parties, repossessioners and dealers).

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## Policy Briefings

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### Still "bushing" after all these years

"Bushing" is not including shrubbery with a vehicle purchase. It's any attempt to increase the selling price of a vehicle after a contract has been signed by both parties. Even if the sale at the higher price does not go through, the attempt itself is bushing. We're seeing an increase in consumer complaints on this topic. Bushing is viewed by WisDOT as a serious violation, and normally results in a special order and forfeiture as well as honoring the original contract price.

The department took a bushing case all the way to the Wisconsin Supreme Court and won. The Court upheld the department's position that the term "willful" merely means that the failure to perform on the original contract, and attempt to collect more money was intentional and not involuntary or accidental, nor did it have to involve fraud or malice. This decision clarified that bushing occurs even when the price increase is an attempt to correct an "honest error" on the part of the dealership. If a representative of your dealership writes the wrong price in error, you must absorb any loss and deliver the vehicle at the contract price.

This ruling does not prohibit dealers from correcting visible math errors on the contract-unless there is some other evidence to show an agreed-upon price with the customer. Fraudulent representations by a customer can also be handled by asking the department to determine if the contract can be rescinded or modified. The only other time that a higher price can be charged is when there are specific provisions written into the contract such as waiver of price protection.

The bushing prohibition can be harsh medicine for an unintentional mistake. It is clearly to your advantage to educate all dealership employees about bushing and to warn them that changing the purchase price is not an option to correct a mistake on a purchase contract.

If you or your staff have any questions regarding this issue, contact the **Dealer Section at (608)266-0765**. Please make that call before you ask your customer for more money!

### What is "as is"?

Marking the "as is" box on a motor vehicle purchase contract means you, re selling the vehicle without a warranty. Don't check the "as is" box if you are offering any kind of dealer warranty. Remember, too, that marking "as is" does not mean you can sell a car without doing the pre-sale inspection and completing the used vehicle disclosure label. It is acceptable to mark both the "as is" box and one of the new vehicle manufacturer warranty boxes.

### Temporary plates for trucks

Your nonresident customers purchasing vehicles which, if operated commercially would be subject to registration under the International Registration Plan (IRP), are eligible for temporary plates if all three of these conditions exist:

- the vehicle is not operated for commercial purposes when displaying the temporary operation plate; and
- the vehicle is only being moved from the dealership to its home base; and
- the vehicle is not hauling a load.

This policy applies to power units having an unladen weight in excess of 26,000 pounds and to any power unit having three or more axles regardless of weight.

There is an exception allowing semi-trailers to carry a load if the power unit is otherwise legal to operate in Wisconsin and the weight of the combination does not exceed the gross weight for which the power unit is registered. This does not apply to operating in California, which requires a temporary trip permit.

The temporary plate is acceptable because if a vehicle meets the above conditions, it is not being operated commercially and therefore is not subject to registration under the IRP.

### Administrative subpoena authority

The department now has the authority to subpoena both witnesses and documents to secure evidence of violations of laws it enforces. Under a subpoena a person may be required to do one or more of the following:

- Appear before the department to answer investigative inquiries;
- Submit documents and records for inspection and copying by the department; and
- Submit sworn or unsworn answers in writing to investigative inquiries contained in the subpoena.

Investigations will normally include an attempt to obtain evidence voluntarily-and most businesses do comply with these requests. A department attorney will review each subpoena request to check that these requirements are met:

- ◇ The matter being investigated is within the jurisdiction of the department;
- ◇ The documents requested are relevant to the investigation;
- ◇ The request is definite and understandable; and
- ◇ The request is reasonable.

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## Truth In Mileage Act Update

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### Conforming title tune-up

Dealers and auctions must follow the same title requirements that dealers follow when selling vehicles to other dealers. In general, this means eliminating the use of the MV2115 Reassignment form on sales involving a *conforming* title. The requirements when using conforming titles are:

- ⇒ **On WI titles having 3 or 5 reassignment spaces:** Reassign ownership and give an odometer statement on the title. Photocopy the front and back of the title so the selling dealer can keep complete signed file copies.
- ⇒ **On WI titles having 3 reassignment spaces but no reassignment space is available:** Either reassign ownership and give an odometer statement on the MV2115 Reassignment form OR have the selling dealer obtain title in the dealership's name prior to sale, give the odometer statement on the title, and photocopy the front & back of the reassigned title so the selling dealer can retain complete signed file copies.
- ⇒ **On WI titles having 5 reassignment spaces but no reassignment space is available:** Selling dealer must obtain title in the dealership's name prior to sale and give the odometer statement on that title. Photocopy the front & back of the reassigned title so the selling dealer can retain complete signed file copies.
- ⇒ **On out-of-state titles:** Reassign ownership and give the odometer statement on the title. If NO reassignment space is available, the selling dealer must obtain title in the dealership's name prior to sale and give an odometer statement on that title. In either case, photocopy the front and back of the reassigned title so the selling dealer can retain complete signed file copies.
- ⇒ **On salvage titles:** The title must be in the name of the selling dealership prior to sale. Reassign ownership and give the odometer statement on that title. Photocopy the front & back of the assigned title so the selling dealer can retain complete signed file copies. The buying dealer must promptly obtain a salvage title in their dealership's name.

### Auction pointers

- ⇒ *The auction name, auction license number, and auction sale date must be put on the title, MSO,*

*or other reassignment document for every vehicle sold through the auction.* If there is no specific area for the required auction information, it must be printed or stamped on the document in the left margin immediately adjacent to the assignment or reassignment completed by the selling dealer. If there is no space on the back of the title, print or stamp the information on the front (being careful not to obliterate information on either side of the title).

- ⇒ *An auction block ticket can no longer be used to assign ownership.* An auction block ticket which includes an odometer statement may be used for the selling dealer's required odometer statement only when a non-conforming title is involved and the selling dealer's reassignment of ownership is completed on the title.
- ⇒ An auction may act as an agent for a dealer if the dealer grants the auction such authority by use of a regular power of attorney. A separate power of attorney form is required for each vehicle. Attach the power of attorney form to the title and odometer statement so that it accompanies the future title application to DMV.
- ⇒ If a title doesn't have separate areas for printing both the dealer's name and the auction agent's individual name, the hand printed name should include both as follows: "Bill's Auto Sales by John Smith, POA." The signature would be John Smith's.
- ⇒ *An auction cannot sign an odometer statement as agent for both the seller and buyer of the same vehicle.* Doing so violates odometer laws because the auction as agent signing an odometer statement as both the transferor and transferee in the same transaction is prohibited.
- ⇒ Retail dealers need prior use information on all vehicles acquired. Because conforming titles do not include space for selling dealers to enter prior use information, it should be furnished to purchasing dealers on the auction block ticket.

For more information on handling titles and odometer statements for both conforming and non-conforming titles, consult your dealership's copy of the *Guide to Wisconsin's Implementation of Truth in Mileage*. To order more copies of this guide, send \$2 (make check payable to Registration Fee Trust) for each copy to:

WisDOT Dealer Section  
P. O. Box 7909  
Madison, WI 53707-7909

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## Dealer Alert

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The Lac Du Flambeau Indian Tribe is issuing **tribal license plates** as of January 1, 1994. The plates are identical to the Military Group plate except that the top of the plate will have the Lac Du Flambeau/Ojibwa notation and the tribal crest will appear in place of the military logo. The tribe will offer auto plates, ATK plates and MLG plates. Applications for title and registration should be sent directly to:

Tribal Attorney: Attention Terry  
Lac Du Flambeau Band of Lake Superior  
P.O. Box 67  
Lac du Flambeau, WI 54538

If you have any questions, please call the department's Title and Registration Processing Section at (608) 266-3241.

Don't alter **Monroney labels** in any way-including shrinking them in a photocopier-for improved visibility. Federal law says the Monroney label stays affixed until delivery to the retail purchaser. Dealers can be fined for altering them.

**Dealer licenses are not transferable.** All dealer licenses are valid only at the location printed on the license. If you move, you must file an original application for the new location. An original application is also required if you change type of ownership (for example, from a sole proprietorship to a corporation), or if 10% or more of the ownership of a corporation or partnership changes.

**Dealer plates can't be used** on vehicles such as wreckers and courtesy vans or cars that have dealership information, logo or "Courtesy Car" painted on them. These vehicles are not offered for sale and should be registered with regular plates.

**Both month and year stickers** must be affixed to your dealer plates. We're getting reports of lots of plates showing a year sticker only-which could result in a ticket for improper registration.

**Salespeople**-your salesperson license number is your driver license number. It should appear on every purchase contract you write. A tip we've heard from some salespeople: have a stamp made up with the number on it-it's easier on your memory and cuts down the amount of writing you do.

If you or one of your employees want to sell a personal vehicle from the dealership lot, be sure it is treated as a **consignment sale**. This includes completing a written consignment agreement, entering the vehicle in the logbook, inspecting the vehicle and completing a used vehicle disclosure label.

**Unlicensed salvage dealers** are under the scrutiny of the Department of Natural Resources as they step up their enforcement of air quality standards concerning the release of freon. If you are aware of unlicensed salvage activity in your area, please call our Consumer Assistance Hotline at (608) 266-0765

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## Criminal Actions

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**Larry T. Beasley**, former sales manager for Ideal RV and Auto in Eau Claire, pleaded guilty to one count of embezzlement and was sentenced to five years probation, 900 hours of community service and \$17,000 restitution. The investigation began with a consumer complaint filed with the Dealer Section by a person who said the dealership had not paid off the loan on his trade-in as agreed.

**James B. Burke** of Juneau, was found guilty of three counts of theft by fraud and five counts of odometer tampering and was sentenced to 90 days in jail, three years probation and \$2,100 restitution. His accomplice, James Theusch of Allenton, was convicted of one count of theft and sentenced to 45 days in jail, two years probation and \$2,500 restitution. The men were accused of purchasing high mileage cars from dealers and rolling the odometers back before re-selling them at inflated prices.

**Daniel DeValk** of Milwaukee, was found guilty of misdemeanor odometer tampering and fined \$170.

**Gerald R. Dobbe, Jr.** former owner of Dobbe Motors, Rosholt, was charged with two counts of federal bank fraud. He entered into a plea agreement and was sentenced to 15 months in prison, a five-year term of supervised release, and ordered to pay restitution of \$378,839 to two banks.

**Mhomed (Mickey) Govani** of Milwaukee, pleaded guilty to one charge of acting as a motor vehicle dealer without a license and was fined \$331.

**Chris Gunderson** of Milwaukee, pleaded guilty to two charges of acting as a motor vehicle dealer without a license and was fined \$662.

Howard B. Johnson, who worked for Ideal Auto in Eau Claire, was sentenced to three months in prison, three years of supervisory release and ordered to pay \$20,000 restitution to consumers after pleading guilty to one count of odometer tampering and one count of mail fraud. He allegedly removed 500,000 miles from the odometers of 12 cars.

**Kenneth Sanders**, former owner of Midway Motor Mart in Chippewa Falls, was sentenced to a year in prison, a year of probation and was ordered to make \$47,000 restitution to consumers, after pleading guilty to two counts of odometer tampering. According to court records, Sanders removed more than 1.2 million miles from the odometers of 28 vehicles during a three-year period.

**Westside Auto**, Appleton, entered into a deferred prosecution agreement and paid a \$500 fine for possession of three or more vehicles with the Vehicle Identification Number (VIN) tag removed.

## 1993 Licensing Actions

**A and J Automotive**, Oostburg-wholesale license was suspended for 30 days and a Special Order was issued for unlicensed retail sales and salvage fraud.

**Bob Adams Collectibles, Ltd.**, Caledonia-A Special Order was issued for failing to promptly pay money owed to the owners for the sale of consignment vehicles. The order requires that a \$50,000 surety bond be posted.

**Auto Sport**, La Crosse - A Special Order was issued for allowing a salesperson to buy vehicles with his funds and make it appear as if the vehicles were purchased by the dealership; and failing to enter vehicles in the used vehicle log book. The dealership also agreed to pay a \$2,500 civil forfeiture.

**Badger Auto Sales**, Milwaukee - A 60-day license suspension and Special Order were issued for assisting a wholesale dealer's scheme to sell cars at retail and failing to disclose salvage history,

**Ken, Brickner**, salesperson for Doucas Motors in Fond du Lac-Salesperson license suspended for one week and a Special Order was issued for submitting a fraudulent used vehicle disclosure label to the department.

**Richard Capron**, Milwaukee, salesperson for Frank Boucher Chevrolet, Inc.-A Special Order was issued for acting as an unlicensed motor vehicle dealer. He also agreed to pay a \$300 fine.

**Joe Carini Lincoln-Mere, Inc.**, Waukesha-A Special Order was issued for selling new Ford vehicles without a franchise and allowing an individual to conceal unlicensed dealer activities through the use of their dealer license. The dealership also paid a \$250 civil forfeiture.

**Downtown Auto Sales**, Tomah-A Special Order was issued for participating in a scheme to conceal the activities of unlicensed dealers. The dealership also paid a \$250 civil forfeiture.

**Eversole Motors, Inc.**, La Crosse-Dealer signed an Assurance of Compliance admitting to selling three new motor vehicles without a franchise and implemented policies and procedures to prevent future violations.

**Helpful Motors**, Madison-Dealer signed a stipulation agreeing to pay a \$250 civil forfeiture for selling vehicles without titles and paying an unlicensed dealer to, negotiate sales.

**Hulick Chevrolet**, Stoughton- A Special Order was issued for continuous violations of "invoice" price advertising without providing the required disclosure. The dealership also paid a \$2,000 civil forfeiture.

**Kaufmann Motors**, Milwaukee-Dealer license denial upheld based on a criminal conviction for money laundering for which he was sentenced to four years in prison.

**Stan Kaun Scrap Metal**, Oconomowoc-Salvage dealer license was suspended for 30 days and a Special Order was issued for failing to enter 305 vehicles in the salvage log book.

**Allen W. Kipp**, Milwaukee-A Special Order was issued for failing to enter 72 vehicles in the salvage log book and mail in the titles to the department.

**D Laes Motors, Inc.**, Green Bay-A Special Order was issued for failing to display used vehicle disclosure labels on vehicles offered for sale-The dealership also paid a \$1,500 civil forfeiture.

**Midwest Auto, Inc.**, Milwaukee-- Wholesale license was revoked and a Special Order was issued for allowing their books to be used to conceal unlicensed retail sales.

**Milwaukee Cycle Salvage**, Milwaukee-Salvage license was suspended for 17 days and a Special Order was issued for failing to submit junked titles to the: department.

**Namekagon Motor Car Co.**, Hayward-A Special Order was issued for acting as an agent/broker for a Minnesota new car dealer while only authorized to sell used cars.

**Richard Parker**, Milwaukee-Salesperson license denial was upheld for past misconduct and fraud when acting as a dealer without a license.

**Anthony Pratt**, Madison-BID card denial was upheld for prior felony convictions based on auto theft.

**Frank Prekop**, Mason, salesperson for Sechen Auto Service-A Special Order was issued for acting as a dealer without a license and concealing the ownership of a vehicle. He also paid a \$250 civil forfeiture.

John Roberts Enterprises, Oak Creek-Surrendered wholesale dealer license after an investigation found unlicensed retail sales and salvage fraud.

**Sechen Auto Service**, Mason-A Special Order was issued for allowing a salesperson to buy vehicles with his funds and make it appear as if the vehicles were purchased by the dealership, and knowingly selling a vehicle to an unlicensed dealer.

**Southern Belle Motors**, South Milwaukee-Surrendered dealer license after an investigation determined the dealer sold a flood damaged vehicle without proper disclosure.

**Victory Salvage**, Milwaukee-Salvage dealer license was suspended for 10 days and a Special Order was issued for failing to enter vehicles into the salvage log book and send in the titles.

**Thomas M. Weber**, Green Bay, salesperson for I & M RV-A Special Order was issued for selling a motor home from the dealership lot without disclosing that it did not belong to the dealer. He also paid a \$250 civil forfeiture.

**West Town Auto Plaza**, Manitowoc-A Special Order was issued and the dealership paid a \$500 civil forfeiture for selling a new motor vehicle without a franchise.

Dealer Section  
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P.O. Box 7909, Room 806  
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