

NEW MOTOR VEHICLE INSPECTION RULES GETTING CLOSER

The new safety standards inspection regulation is now barely two months away ... taking effect on July 1. As you have read in recent issues of Front Line the new regulation will add several more items, such as ABS brakes and air bags to the inspection and may result in inspections taking longer (early estimates have varied from 5 minutes to 30 minutes longer, but that remains to be seen).

The Ministry of Transportation is holding cross-province meetings through mid-June. We listed the March and April meetings in our March Front Line.

Here's the list of upcoming meetings:

May

May 3, 4 Welland	May 17 Brantford
May 5 St. Catharines	May 18 Milton
May 6 Niagara Falls	May 19, 24 Mississauga
May 9, 10 Hamilton	May 25, 26 Toronto
May 11 Burlington	May 31 Brampton
May 12 Oakville	

June

June 1 Brampton	June 9 Timmins
June 2 Orangeville	June 14 Sudbury
June 7 North Bay	June 15 Sudbury (French)
June 8 North Bay (French)	June 16 Timmins (French)

The meetings are free and are being organized by the Automotive Aftermarket Retailers of Ontario (AARO). If you haven't already done so, we encourage you to attend one or more of these meetings, especially if you are an MVIS station or work closely with one. To register for a meeting, contact AARO at 1-800-268-5400.

Tint Meters

The new regulations will require all inspection stations to have at least one window tint meter, capable of measuring the level of tint in all windows of a vehicle, including roll down windows. Many stations don't currently have a tint meter, and even if they do, it may not meet the required standard.

UCDA members can purchase an **Inspector II TM2000** tint meter, which can measure the tint in all windows of a vehicle, and meets MTO requirements, for just \$249.99. Contact Margi at m.muru@ucda.org or 1-800-268-2598 or your NAPA rep or local NAPA store to order.

Inspection report

One of the most important changes being made is a new requirement that a Vehicle Inspection Report be completed each time a technician performs a safety inspection. One copy of the Report will need to be kept by the inspection station and another will be given to the "customer" for whom the safety is performed.

In this context, the customer is the customer of the inspection station, so the customer could be a consumer if the station is doing the safety for them or the customer

could be a dealer, if the station performed the safety for the dealer so that the dealer could sell the vehicle.

The UCDA, with input from MTO and several members who acted as “test-pilots” by using a prototype form over the last month, has developed a form for use by UCDA members and inspection stations that perform safety inspections for members.

We’ve included an order form with this issue of Front Line. We expect a very high demand, so please order reports early. Even though they are not required until July 1st, it’s a good idea to become familiar with using the reports now, so there won’t be any issues when their use becomes mandatory.

Please call the UCDA if you have any questions.

Cutting Red Tape For Dealers

Steve Clark, MPP for Leeds-Grenville, has introduced legislation that, if passed, would allow dealers to transfer vehicle registrations at the dealership without having to send someone to wait in line at a Service Ontario licensing office. Bill 152, known as the *Cutting Red Tape For Motor Vehicle Dealers Act, 2015*, is currently before the Legislature and waiting to be sent to a legislative committee for discussion.

In the meantime, MPP Clark has provided us with a link to a petition on his website asking the Legislature to quickly pass the bill.

<http://www.steveclarkmpp.com/wp-content/uploads/2016/03/Petition-Bill-152-Cutting-Red-Tape-for-Motor-Vehicle-Dealers.pdf>

We encourage members to sign the petition and return it to Steve Clark’s constituency office in Brockville, so that it can be presented, hopefully with many thousands of signatures, to the Legislative Assembly.

The UCDA understands that not every dealer will be able to meet the strict security requirements that would need to be in place in order to provide “in-house” vehicle registration and licensing, but we support any initiative that could save dealers and consumers significant time and money if it is passed into law.

Many dealers and the public would still use Service Ontario offices, but because many other dealers would be able to choose not to lineup at Service Ontario offices for routine licensing, all would benefit from the lower waiting times and less frustration.

2016 Spring Consumer Awareness Campaign

The UCDA’s annual Spring Consumer Awareness Campaign began on-line in March and on TV and radio in early April. The Campaign runs through May.

The ad, featuring the “Saturday Morning Couple” TV spot that most members have become familiar with over the last couple of years, promotes the benefits of buying from a UCDA member and visiting Carpages.ca to look for UCDA member vehicles. It’s running on CTV network stations in Ontario on the 6:00 p.m. and 11:30 p.m. newscasts and on CITY-TV’s 6:00 p.m. newscasts.

Ten second ad clips are also appearing as a “pre-roll” ahead of video news stories on ctvnews.ca, thestar.com and a variety of other web sites. Banner ads also appear on www.theweathernetwork.ca, thestar.com as well as various other sites. The banner ads feature a click thru exclusively to UCDA member vehicles on Carpages.ca.

As we’ve seen in past years, there’s no better place to reach potential car buyers and brand the benefits of UCDA members and Carpages.ca than when they’re in their vehicle. So, the UCDA is once again sponsoring traffic reports on **680 News** in Toronto and on **CFRA NEWS TALK 580** in Ottawa.

Everyone who sees or hears any element of the Spring media campaign is a potential customer who needs to know that you’re a UCDA member. If they don’t know that, the campaign isn’t helping you.

Make sure the UCDA logo is on your web site and in all your ads. You can download it free of charge at www.ucda.org. If buyers don’t know you’re a UCDA member ... you won’t benefit from the awareness campaign ... While your fellow members will!

Trademark Bully

Let’s make it clear right off the bat that we respect property rights and free enterprise ... we are a trade association for motor vehicle dealers after all.

But we cannot accept, can’t even get our collective heads around, that a company from another country can claim to own a trademark in 3 letters from the English alphabet here in Canada and furthermore, sue anyone using those letters in their company name or website.

Surely the world is bigger than that?

Unless you’re a trademark lawyer you probably wouldn’t even believe this was possible, but it is.

In one corner we have a UCDA member called **AAA Auto Sales Ltd.** who is guilty of nothing more than trying to build a business over many years, selling used vehicles to his clients, paying his taxes, building goodwill, reputation, recognition and, by the sweat of his brow, feeding his family. In other words, an entrepreneur, like all of our members.

In the other corner we have the **American Automobile Association** who describe themselves in their lawsuit against our member as an American company with 40 million members in the U.S. which provides automobile related products and services. Those of you familiar with the **Canadian Automobile Association** (CAA) will get the idea. They are much bigger, with many more resources, than our one-man operation at AAA Auto Sales Ltd.

Does it matter that the Ontario Government allowed our member to register the corporation years and years ago and to use the name? Does it matter that the regulator in Ontario considers the name and operation to be legitimate and legal in all respects to sell vehicles here?

Maybe.

The trouble is, the American Automobile Association claim a trademark in "AAA", they "own" it and seem to feel no one else can use it. How far that restriction extends is not clear, and may be one for a judge to decide, but certainly our American friends think it extends to our member's corporate name and his website aaaautosales.ca.

They have the right to pursue their interests in court, but that doesn't make them right.

They think that it's reasonable to suggest our member's use of AAA is "likely to cause confusion between the defendant's goods, services or business and the goods, services or business of" the American Automobile Association.

That somehow some hypothetical person would be so confused as to think that our member's sale of used vehicles is endorsed by this U.S. Association is no more reasonable to suggest than it would be to say that Canadian AAA beef is so endorsed ... simply stated it stretches our ability to suspend disbelief.

The sad reality, of course, in cases like this is the cost of the fight may be the determining factor, not the relative strength of the legal arguments pro or con. Can our member successfully fight such a massive foe? Only time will tell.

The UCDA will do what we can to help our member and keep you informed as this plays out.

CAA is a corporate member of the American Association. If you are a member of the CAA or have a relationship of any kind with them, ask them if they support this move by their colleague.

As for other businesses with AAA in their name, of which there may be thousands in Canada, not to mention the United States?

Stay tuned.

Compliance Quiz

Here's this month's compliance quiz. The answers are on page 4. Good Luck!

<p>1. You have to be registered as a dealer if you only sell which of the following:</p> <p>(a) big rigs (b) snow machines (c) atvs (d) segways (e) none of the above</p>
<p>2. You must deposit funds into a trust account established with your bank if you take a deposit over \$10,000.</p> <p>True False</p>
<p>3. A safety standards certificate has a 36 day warranty on all safety related parts.</p> <p>True False</p>
<p>4. You do not have to disclose to a buyer of a used motor vehicle that the vehicle was registered in Quebec in 2007.</p> <p>True False</p>
<p>5. In Ontario, how many cars are you allowed to sell as a business activity (flip for profit) before you need a dealer registration?</p> <p>(a) three (b) one (c) zero (d) ten (e) two</p>

Continuing Success For The NAPA Rebate Program For 2015

Once again UCDA's NAPA program has proven itself to be a lucrative Member Service returning almost **\$1.3 million to members**.

The UCDA and NAPA have worked hard to bring members a true loyalty program that rewards members for showing their preference to NAPA.

We're very optimistic that 2016 will be even more rewarding to members.

To become part of the program contact the UCDA as soon as possible.



1 L to R: James Bolton, Brooklin Precision Tune, Murray Stewart (NAPA Sales), David Scouler, Brooklin Precision Tune, Michael Raven (NAPA Sales)

2 L to R: Daniel Scrob (NAPA store manager), Danny Bastone (NAPA Sales), Rick DiBiase, N&R Garage, Michael Raven (NAPA Sales)

3 L to R: Brad Diefenbacher, Newt's Mechanical Services and Rob Weber (NAPA Store Owner)

4 L to R: Lorrie Benoit, (UCDA), John Wood, (NAPA), Ray Toma and Mathew Toma, Rogers Motors

5 L to R: Pino Petruzzi & John Duncan, Zellens Auto Mall



Quiz Answers

1. **(e)** There's no requirement to be registered under the MVDA if you only sell the types of vehicles listed.
2. **True.** Deposits of more than \$10,000 must be deposited into a dealer's trust account and held there until the vehicle is delivered.
3. **False.** A safety certificate is not a warranty. The inspection is simply a snap shot of the items inspected on the date of inspection that allows the vehicle to be sold and plated within the 36 day life of the certificate. It's not a guarantee covering the inspected items.
4. **True.** Dealers must disclose whether a vehicle has been registered outside of Ontario, in Canada or the U.S.A., within the last 7 years and where it has been

registered. In 2016, vehicles registered out-of-province back to 2009 need to be disclosed.

5. **(c)** The sale of even a single vehicle that was bought and is being sold with the primary purpose of making a profit is illegal. Only truly private-use vehicles may legally be sold by non-dealers.

Annual General Meeting

The UCDA Annual General Meeting will be held on June 23rd, 2016 at 4:00 p.m at the Travelodge Toronto Airport Hotel, 925 Dixon Road, Toronto.

The Agenda will include a review of the Association's activities, finances and appointment of the auditors for 2016.

**BRAND
NEW**

Passenger/Light-Duty Vehicle Inspection Report

Passenger/Light-Duty Vehicle Inspection Report

LICENCEE (MVIS) NAME, LICENCE NUMBER, ADDRESS & TELEPHONE #

DATE OF INSPECTION

____ / ____ / ____

Year / Month / Day

Unit of measurement being used mms or inches

LEFT FRONT RIGHT

VEHICLE INFORMATION

YEAR	MAKE	MODEL
V.I.N. #		
ODOMETER READING OF THE VEHICLE AT THE END OF THE INSPECTION		
<input type="checkbox"/> KMS. <input type="checkbox"/> MILES		

MECHANIC'S NAME

TRADE CERTIFICATION NUMBER

3 | 1 | 0 |

INSPECTION RESULTS

PASS FAIL

PROVIDE ANY SAFETY STANDARDS CERTIFICATE NUMBERS ISSUED

IS THIS AN ADDITIONAL OR SECOND INSPECTION?

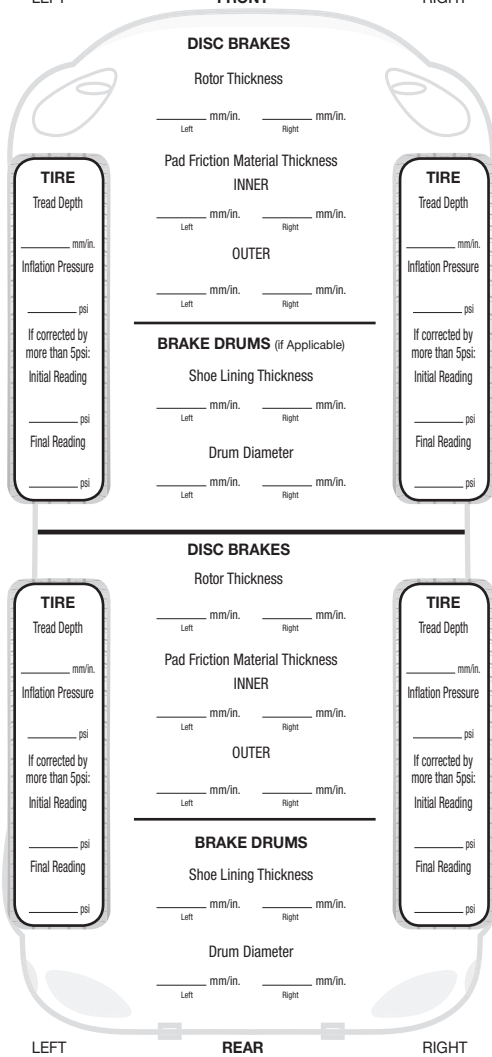
NO YES IF YES:

It is a condition of a licence that the licensee not charge an additional inspection fee if a vehicle is inspected at a station, repairs or adjustments to the vehicle or its equipment are required to qualify it for a safety standards certificate or for an annual inspection sticker or a semi-annual inspection sticker, the inspection fee charged by the licensee is paid, the required repairs or adjustments to the vehicle or its equipment are made at a place other than the station; or the vehicle is brought back to the station for issuance of the certificate or affixing of a sticker within ten days after the original inspection.

Note: An additional fee may be charged if a second inspection of a wheel brake assembly must be carried out before a safety standards certificate is issued or before an annual inspection sticker is affixed to the vehicle.

INSPECTION REPORT DETAILS

Tell-Tales (an optical signal that, when lit, indicates the activation or deactivation of a device, its correct or defective functioning or condition, or its failure to function) indicating a fault:



GAS TANK

E 1/4 1/2 3/4 F

Indicate How Full The Gas Tank Is

**DESIGNED FOR
UCDA MEMBERS
CERTIFYING USED
VEHICLES**

- Mandatory with Safety Standards Certificate
- Effective July 1st, 2016
- Approved by MTO
- Special Member Pricing
- 2 Copies
... 1 for you
... 1 for your customer
- Takes ...
minutes to complete
- Easy to Use
- ORDER NOW
... be ready for July 1st

**CAN BE ORDERED
FOR VEHICLES BEING
CERTIFIED OFF-SITE**



Used Car Dealers Association Of Ontario
230 Norseman Street, Toronto, Ontario M8Z 2R4
Tel: 416.231.2600 or 1.800.268.2598 • Fax: 416.232.0775 • www.ucda.org



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Passenger/Light-Duty Vehicle Inspection Report

ORDER FORM

SOLD TO:

MEMBER NAME:	MEMBER #:
CONTACT NAME:	EMAIL ADDRESS:
TELEPHONE #:	CELL #:
SHIP TO (IF DIFFERENT THAN ADDRESS BELOW):	FAX #:
METHOD OF PAYMENT:	CREDIT CARD INFORMATION
<input type="checkbox"/> VISA <input type="checkbox"/> MASTERCARD	NAME ON CARD: _____
<input type="checkbox"/> CHEQUE	CARD #: _____
<input type="checkbox"/> INVOICE ME	EXPIRY DATE: _____
	Signature

IMPRINTED FORMS INFORMATION:

PRINT CLEARLY: The information you give is what will appear on your order.

LICENCEE (MVIS) NAME: _____

ADDRESS: _____

CITY: _____

PROVINCE: ON POSTAL CODE: _____

TEL #: _____ FAX #: _____

LICENCE # _____

LICENCEE (MVIS) NAME, LICENCE NUMBER, ADDRESS & TELEPHONE #

This is the amount of space available for imprinting

NON-MEMBERS

YES! I would like to become a UCDA member. Please sign me up via Credit Card (VISA or MasterCard) or enclosed Cheque. I am aware the total, annual fee is just \$226.00 (\$200.00 + \$26.00 HST).

PRICING

IMPRINTED PRICING Available Black Only

FORMS (Available in packages of 100 only)

ADD 1 time set-up cost \$ 15.00
(Not payable on subsequent repeat orders)

1 to 4 packages @ \$20.00 per pkg
 # of Packages Ordered x \$20.00

ADD Printing Cost \$35.00

5 to 9 packages @ \$15.00 per pkg
 # of Packages Ordered x \$15.00

ADD Printing Cost \$50.00

10 to 20 packages @ \$15.00 per pkg
 # of Packages Ordered x \$15.00

ADD Printing Cost \$65.00

NON-IMPRINTED PRICING

Available in packages of 100 only

1 to 4 packages @ \$20.00 per pkg
 # of Packages Ordered x \$20.00

5 to 9 packages @ \$15.00 per pkg
 # of Packages Ordered x \$15.00

SHIPPING ... All Orders \$ 10.00

Sub Total \$ _____

Add 13% HST \$ _____

Grand Total \$ _____