

# Centre Line

## News For BC's Retail Motor Dealer Industry

### President's Letter

*Communicating with you is a priority for us at the Motor Dealer Council.*

Welcome to the first issue of Centre Line, News for BC's Retail Motor Dealer Industry. Centre Line is a newsletter for people in retail vehicle sales and is published by the Motor Dealer Council. We want you to know we're here to help you and to help our industry.

Communicating with you is a priority for us at the Motor Dealer Council. We'll stay in touch through this newsletter – so keep your eyes on the Centre Line – coming your way every two months.

We also invite you to visit our website ([www.mdcbc.com](http://www.mdcbc.com)) – and check back often to find out what's new in your industry.

Since it was formed just over a year ago, the Motor Dealer Council has been working with people like

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*Ken Smith  
President/Registrar  
Motor Dealer Council*

you to build a strong and confident motor dealer industry for British Columbians. We know this can be done and we feel we are already on our way. We have trained over 7000 people who are, like you, involved in retail vehicle sales in BC. Over 5000 of these people have completed the salesperson licensing process. We have the highest standards in the country for licensing salespeople.

We know your work has its challenges – consumers who shop around for a deal, and waste your time, or buyers who don't know what they want. We're working to change this too. The MDC offers services to "educate" consumers. This will make the vehicle buying and leasing process easier for everyone. Why not check the consumer pages on our website so you know what we're telling consumers!

We'd love to hear from you. If you're near a computer, you can email us at [centreline@mdcbc.com](mailto:centreline@mdcbc.com) or call us at 604-293-3521. Remember you can always get our latest news by visiting our website at [www.mdcbc.com](http://www.mdcbc.com). ●

- Ken Smith  
President/Registrar

#### Keep your eyes on the Centre Line

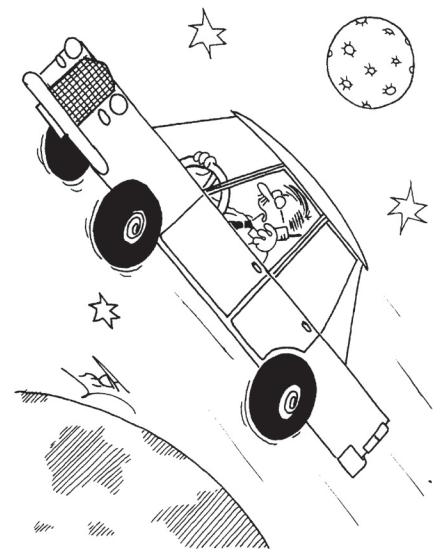
Welcome to the first edition of Centre Line, News for BC's Retail Motor Dealer Industry. Produced by BC's Motor Dealer Council, Centre Line will be coming to you every two months. It's a way for us

*"We'll stay in touch through this newsletter, ...coming your way every two months."*

to keep in touch with you – passing on news you can use about the industry we're in.

**If you're not receiving Centre Line by email and would like to, drop us a line at:**  
**[centreline@mdcbc.com](mailto:centreline@mdcbc.com).**

**JUMP START**



"Err...hello?...Wilson Car Sales? - I'm having a little teething trouble with the satellite navigation system."

## Dealership Inspections – aiming to get acquainted

“We want everyone in the business to know we’re here to make this a positive environment.” That’s how Ross Cote explains his job as an investigator / inspector for the Motor Dealer Council.

Ross and a team of investigators are more than half way through their routine inspections of BC’s motor dealerships – and they like what they see.

“It’s been really positive,” he says. “The first question we usually get is, ‘What is the Motor Dealer Council doing for us?’ And that’s a good question. I tell them the MDC is working to get rid of the people who shouldn’t be in the industry and make it a better place to do business.”

Cote says during the first round of routine dealership inspections the inspectors introduce themselves, answer any questions about the role of the Motor Dealer Council and do a quick look around the business. It takes between 20 and 30 minutes.

After this year they’ll be doing annual inspections aimed at finding out if anything has changed since the last inspection, checking that all those who should have their salesperson licenses do, or are in the process of being licensed and making sure the business is operating in compliance with the governing regulations.

A copy of the routine inspection form is available on the MDC website under Dealer Info and Routine Dealer Inspections. ●

*“...the MDC is working to get rid of the people who shouldn’t be in the industry and make it a better place to do business.”*

Ross Cote  
Investigator/Inspector  
Motor Dealer Council

## Updates Proposed to BC’s Laws

Vehicle leasing is far more common now than it was 10 years ago. But it was about 10 years ago that BC’s vehicle leasing laws were written. These laws, along with many others covered by BC’s Motor Dealer Act, are out of date. To address this situation the Motor Dealer Council created a committee and has been gathering suggestions for updates to the province’s laws.

*“Many of us in the business realize that BC’s laws are as much as 30 years out of date”*

Gary Cowell  
Legislative Review Chairman

The Legislative Review Committee is headed by Gary Cowell of Richmond’s Cowell Auto Group. Later this year the committee will present the provincial government with its recommendations for change.

“Many of us in the business realize that BC’s laws are as much as 30 years out of date and out of alignment with the rest of North America,” says Cowell. “We went out to industry and consumer groups province-wide and asked where people wanted to see changes.”

Cowell says that some of the submissions have been controversial.

“We’ve had a suggestion to have a cooling off period for motor vehicle transactions,” he said.

Submit your comments or suggestions in writing to the Motor Dealer Council Legislative Review Committee, attention: E. Karabilgin at the MDC’s mailing address or email: [eray.karabilgin@mdcbc.com](mailto:eray.karabilgin@mdcbc.com). Before the final materials go to government,

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Gary Cowell  
Legislative Review Chairman

they will appear on the MDC’s website and you will be invited to comment. ●

Visit us online!  
[www.mdcbc.com](http://www.mdcbc.com)



Centre Line is the official newsletter publication of the Motor Dealer Council of BC. It is published 6 times per year and distributed free to motor dealers and licensed sales professionals throughout British Columbia.

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