



Dealer Associations Introduce Standardized Purchase Agreement

An important new tool for dealers and consumers is now available. Developed collaboratively by the Automotive Retailers Association (ARA), the New Car Dealers Association (NCDA) and the Recreation Vehicle Dealers Association (RVDA), with the full support of the Vehicle Sales Authority (VSA), the standardized agreement is available in carbonless paper format and electronically in conjunction with some Dealer Management Systems.

The new standardized document has been designed to provide protection to both consumers and dealers when completed correctly. While use of the agreement is voluntary, it is hoped it will be used throughout the motor vehicle industry in British Columbia. Key features include:

- Short, plain language replaces prior legal language found in the most commonly used agreements
- Declaration and disclosure provisions for both vehicles (if there is a trade-in) are identical
- Blank spaces to add additional line items
- Ability to reference an addendum to include additional custom terms or additional trade-ins
- Fully accommodates the return to GST/PST
- A statement from the VSA that the agreement complies with the Motor Dealer Act.

Use of the agreement will show a clear commitment to industry best practices and consumer transparency. The new agreement provides yet another way for licensed dealers to distinguish themselves from curbers and private sellers.

While the agreement remains the intellectual property of the associations, the agreement is available through Michael Mason & Co. Ltd. The associations will be defending the copyright to ensure the ongoing integrity of the form.

A sample agreement form is available on the [VSA website](#).

www.vehiclesalesauthority.com

Salesperson Advisory Committee Meets Tuesday

To add your concerns or comments to the discussion, please contact the [committee member](#) in your area or send an email to Amelia@mvsabc.com.

Committee [terms of reference](#) are also on the VSA website.

VSA Online Services Improved and Restored

- [Online salesperson licence renewal](#)
- [Licensee search](#), which now also includes off-site sale permits and consignment dealers

The consignment dealer search should be of particular assistance to consumers looking for RV dealers that are licensed for consignment.

Online salesperson application and course registration functions will be restored soon. Thank you for your patience.

PST Update

The BC Ministry of Finance continues to issue bulletins regarding the PST. The most recent bulletin provides information on how the PST applies to vehicles that are purchased in BC, vehicles that are acquired outside of BC and are brought back in, and vehicles that are bought as gifts. Information on refunds and exemptions is also provided.

Read the full rules and regulations in [Bulletin PST 308](#).