

Wholesaler Licences for Dealers A 12-month Project

Dealers must have a no-cost Wholesaler Licence

As of April 2018, the amended *Motor Dealer Act* requires dealers who sell to wholesalers or other dealers to have a Wholesaler Licence from the VSA. There is no additional cost for a Wholesaler Licence when it is obtained with an active Dealer Licence. If your dealership needs a Wholesaler Licence, it must be done no later than your next Dealer Licence renewal.

Employees who conduct wholesale transactions must be identified

Employees engaged in these activities are called Wholesaler Representatives. Wholesaler Representatives must be vetted by the VSA, but there is no licence required.

- **If a Wholesaler Representative is already a Licensed Salesperson**, they will need training on the new wholesaler legislation. The online Wholesale Transactions Update will be offered at no charge when done as part of the initial Wholesaler Licence application for the business or dealership.
- **If a Wholesaler Representative is not a Licensed Salesperson**, they must complete the limited Wholesaler Certification Course or the full Salesperson Certification Course. Criminal record check fees will also apply.

Wholesale regulations must be met prior to being licensed

- A [wholesale agreement](#) that records the required information about the seller, the buyer and the vehicle must be used, with a copy given to the buyer.
- A seller must make the [standard declarations](#) required in Section 23 of the MDA Regulation. If the vehicle is not intended for transportation, a statement that the vehicle is not suitable for transportation must be included.
- If the vehicle is intended for repair by the purchaser, the following statements are recommended:
 - *This vehicle has not been inspected.*
 - *The seller does not warrant that this vehicle is suitable for transportation.*

For more information on these changes:

- [Bulletin 16.18](#) Wholesale Transactions and Licensing FAQs
- [Bulletin 10.18](#) Wholesale Auctions Part 5
- [Bulletin 7.18](#) Wholesaler, Broker Agent Licensing Part 4
- [Bulletin 19.17](#) New Legislation

Mark Bakken joins the VSA Board of Directors

Mark currently holds the position of Chief Administrative Officer and City Manager at the Corporation of the Township of Langley. After receiving a Bachelor of Business Administration Degree from SFU, Mark then went on to study law at UBC. An active member of the community, Mark serves on numerous boards and associations and is a seasonal instructor of Business Law at Kwantlen Polytechnic University.

Mary Childs Joins the Compensation Fund Board

A lawyer in the Vancouver office of Miller Thomson LLP, Mary is a member of their Social Impact Group, working with charities, not-for-profits and cooperatives. Mary has held academic positions in law faculties in both the United Kingdom and Canada. She has also published on a wide range of legal topics.



The VSA is an independent, non-profit agency that oversees the retail sales of personal-use motor vehicles in British Columbia. Please send your questions and comments to communications@mvsabc.com

