Bill No. CS/HB 637 (2023)

Amendment No. 1

COMMITTEE/SUBCOMMITTEE ACTIONADOPTED(Y/N)ADOPTED AS AMENDED(Y/N)ADOPTED W/O OBJECTION(Y/N)FAILED TO ADOPT(Y/N)WITHDRAWN(Y/N)OTHER

Committee/Subcommittee hearing bill: Commerce Committee Representative Shoaf offered the following:

Amendment (with title amendment)

Remove everything after the enacting clause and insert: 5 6 Section 1. Present subsections (8), (9), (10), (11), (12), 7 (13), (14), (15), and (16) of section 320.60, Florida Statutes, 8 are redesignated as subsections (9), (11), (12), (13), (15), 9 (18), (10), (16), and (17), respectively, new subsections (8) 10 and (14) are added to that section, and subsection (2) and present subsection (15) of that section are amended, to read: 11 320.60 Definitions for ss. 320.61-320.70.-Whenever used in 12

13 ss. 320.61-320.70, unless the context otherwise requires, the 14 following words and terms have the following meanings:

15

1 2

3 4

(2) "Common entity" means a person:

16 (a) Who is <u>directly or indirectly</u> either controlled <u>by</u> or 517303 - h0637-strike.docx

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1 1	
17	has more than 30 percent of its equity interest directly or
18	indirectly owned, beneficially or of record, through any form of
19	<u>ownership structure, by a manufacturer, an importer, a</u>
20	distributor, or a licensee, or an affiliate thereof; or
21	(b) Who has more than 30 percent of its equity interest
22	directly or indirectly controlled or owned, beneficially or of
23	record, through any form of ownership structure, by one or more
24	persons who also <u>directly or indirectly</u> control or own <u>,</u>
25	beneficially or of record, more than <u>30</u> 40 percent of the voting
26	equity interests of a manufacturer, an importer, a distributor,
27	or a licensee, or an affiliate thereof ; or
28	(b) Who shares directors or officers or partners with a
29	manufacturer.
30	(c) Notwithstanding paragraphs (a) and (b), an entity that
31	would otherwise be considered a common entity of a distributor
32	under paragraph (a) or paragraph (b) because of its relation to
33	a distributor is not considered a common entity of that
34	distributor if:
35	1. The distributor that the entity is related to was a
36	licensed distributor on March 1, 2023;
37	2. The entity is not a common entity of a manufacturer or
38	importer; and
39	3. The distributor that the entity is related to is not,
40	and has never been, a common entity of a manufacturer or
41	importer.
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42	(8) "Independent person" means a person who is not an
43	agent, a parent, a subsidiary, a common entity, an officer, a
44	director, or an employed representative of a licensee,
45	manufacturer, importer, or distributor.
46	(14) "Motor vehicle dealer association" means a not-for-
47	profit entity organized under the laws of this state and
48	qualified as tax-exempt under s. 501(c)(6) of the Internal
49	Revenue Code which acts as a trade association that primarily
50	represents the interests of franchised motor vehicle dealers and
51	has a membership of at least 500 franchised motor vehicle
52	dealers as defined in s. 320.27(1)(c)1.
53	<u>(16)</u> "Sell," "selling," "sold," "exchange," "retail
54	sales," and "leases" includes:
55	(a) Accepting a deposit or receiving a payment for the
56	retail purchase, lease, or other use of a motor vehicle, but
57	does not include facilitating a motor vehicle dealer's
58	acceptance of a deposit or receipt of a payment from a consumer,
59	and does not include receiving payment under a retail
60	installment sale contract;
61	(b) Accepting a reservation from a retail consumer for a
62	specific motor vehicle identified by a vehicle identification
63	number or other product identifier;
64	(c) Setting the retail price for the purchase, lease, or
65	other use of a motor vehicle, but does not include setting a
66	manufacturer's suggested retail price;
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67	(d) Offering or negotiating with a retail consumer terms	
68	for the purchase, lease, or other use of a motor vehicle;	
69	(e) Offering or negotiating with a retail consumer a value	
70	for a motor vehicle being traded in as part of the purchase,	
71	lease, or other use of a motor vehicle, but does not include a	
72	website or other means of electronic communication that	
73	identifies to a consumer a conditional trade-in value and that	
74	contains language informing the consumer that the trade-in value	
75	is not binding on any motor vehicle dealer;	
76	(f) Any transaction where the title of <u>a</u> motor vehicle or	
77	${ m \underline{a}}$ used motor vehicle is transferred to a retail consumer; or $_{ au}$	
78	and also	
79	(g) Any retail lease transaction where a retail consumer	
80	customer leases a vehicle for a period of at least 12 months <u>,</u>	
81	but does not include administering lease agreements, taking	
82	assignments of leases, performing required actions pursuant to	
83	such leases, or receiving payments under a lease agreement that	
84	was originated by a motor vehicle dealer. Establishing a price	
85	for sale pursuant to s. 320.64(24) does not constitute a sale or	
86	lease.	
87	Section 2. Section 320.605, Florida Statutes, is amended	
88	to read:	
89	320.605 Legislative intent.—It is the intent of the	
90	Legislature to protect the public health, safety, and welfare of	
91	the citizens of the state by regulating the licensing of motor	
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92 vehicle dealers and manufacturers, maintaining competition, 93 providing consumer protection and fair trade and providing 94 minorities with opportunities for full participation as motor 95 vehicle dealers. <u>Sections 320.61-320.70 are intended to apply</u> 96 <u>solely to the licensing of manufacturers, factory branches,</u> 97 <u>distributors, and importers and do not apply to non-motor-</u> 98 vehicle-related businesses.

99 Section 3. Subsections (18), (23), and (24) of section100 320.64, Florida Statutes, are amended to read:

101 320.64 Denial, suspension, or revocation of license; 102 grounds.-A license of a licensee under s. 320.61 may be denied, 103 suspended, or revoked within the entire state or at any specific 104 location or locations within the state at which the applicant or 105 licensee engages or proposes to engage in business, upon proof 106 that the section was violated with sufficient frequency to 107 establish a pattern of wrongdoing, and a licensee or applicant 108 shall be liable for claims and remedies provided in ss. 320.695 109 and 320.697 for any violation of any of the following 110 provisions. A licensee is prohibited from committing the following acts: 111

(18) The applicant or licensee has established a system of motor vehicle allocation or distribution or has implemented a system of allocation or distribution of motor vehicles to one or more of its franchised motor vehicle dealers which:

116 <u>(a)</u> Reduces or alters allocations or supplies of new motor 517303 - h0637-strike.docx

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117 vehicles to the dealer to achieve, directly or indirectly, a purpose that is prohibited by ss. 320.60-320.70; 118 119 (b) Conditionally or unconditionally reserves a specific motor vehicle identified by vehicle identification number or 120 121 other unique identifier for a specifically named person, except for purposes of replacing a consumer's vehicle pursuant to 122 123 chapter 681; 124 (c) Requires or incentivizes motor vehicle dealers to sell 125 or lease, or to negotiate the sale or lease of, a specific motor 126 vehicle identified by vehicle identification number or other unique identifier to a specifically named person; 127 128 (d) Requires or incentivizes motor vehicle dealers to sell 129 or lease a motor vehicle at a specified price or profit margin 130 or restricts the price at which a motor vehicle dealer may sell 131 or lease a motor vehicle; or 132 (e) Is, or which otherwise is unfair, inequitable, 133 unreasonably discriminatory, or not supportable by reason and good cause after considering the equities of the affected motor 134 135 vehicles dealer or dealers. As used in this paragraph, the term "unfair" includes, but is not limited to, refusing or failing to 136 offer to any dealer an equitable supply of new vehicles under 137 its franchise, by model, mix, or color, as the licensee offers 138 139 or allocates to its other same line-make dealers in this state or using the number of motor vehicles preordered or reserved by 140 consumers as a factor in determining the allocation of motor 141 517303 - h0637-strike.docx Published On: 4/14/2023 11:33:08 PM

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142	vehicles to motor vehicle dealers.	
143		
144	An applicant or licensee shall maintain for 3 years records that	
145	describe its methods or formula of allocation and distribution	
146	of its motor vehicles and records of its actual allocation and	
147	distribution of motor vehicles to its motor vehicle dealers in	
148	this state. As used in this subsection, "unfair" includes,	
149	without limitation, the refusal or failure to offer to any	
150	dealer an equitable supply of new vehicles under its franchise,	
151	by model, mix, or colors as the licensee offers or allocates to	
152	its other same line-make dealers in the state.	
153	(23) The applicant or licensee has engaged in any of the	
154	activities of a motor vehicle dealer as defined in s.	
155	320.60(13)(a) or any activities described in s. 320.60(16) or	
156	has competed or is competing with respect to any activity	
157	covered by the franchise agreement with a motor vehicle dealer	
158	of the same line-make located in this state with whom the	
159	applicant or licensee has entered into a franchise agreement,	
160	except as permitted in s. 320.645 or in subsection (24) with	
161	respect to the remote electronic transmission of a permanent or	
162	temporary feature or improvement of a motor vehicle.	
163	(24) The applicant or licensee, or common entity thereof,	
164	has sold <u>or leased</u> a motor vehicle <u>to any retail consumer in</u>	
165	this state, or has sold or activated for a fee to any retail	
166	consumer in the state any permanent or temporary motor vehicle	
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167 feature or improvement that functions through hardware or 168 components installed on the motor vehicle, except through a 169 motor vehicle dealer properly licensed pursuant to s. 320.27 and holding a franchise agreement for the line-make that includes 170 171 the motor vehicle. Notwithstanding this subsection, an applicant, licensee, or their common entity may sell or activate 172 for a fee a permanent or temporary motor vehicle feature or 173 174 improvement for a motor vehicle of a line-make manufactured, 175 imported, or distributed by the applicant or licensee and 176 registered in Florida, if, and only if, the feature or improvement is provided directly to the motor vehicle through 177 178 remote electronic transmission. However, if such motor vehicle 179 was new when sold or leased by a Florida franchised motor 180 vehicle dealer within the 2-year period preceding such remote electronic transmission, and the ownership of the vehicle has 181 182 not changed, then the applicant or licensee must pay a 183 percentage of the payment received for the feature or 184 improvement to the Florida franchised motor vehicle dealer. 185 Payment from the applicant or licensee to the Florida franchised motor vehicle dealer shall be at a minimum 8 percent of the 186 payment received by the applicant, licensee, or common entity 187 for the sale of the feature or improvement that was remotely 188 189 transmitted. As used in this subsection, the term "feature or 190 improvement" includes the activation or use of motor vehicle 191 components or hardware, but does not include services that 517303 - h0637-strike.docx

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192 require the transmission of data or information to or from the 193 motor vehicle while the service is being used. Payments required 194 under this subsection must be made within 60 days after the date 195 of sale of the feature or improvement. This subsection section 196 does not apply to sales by the applicant or licensee of motor 197 vehicles to its current employees, employees of companies affiliated by common ownership, charitable not-for-profit 198 199 organizations, and the Federal Government.

A motor vehicle dealer who can demonstrate that a violation of, or failure to comply with, any of the preceding provisions by an applicant or licensee will or may adversely and pecuniarily affect the complaining dealer, shall be entitled to pursue all of the remedies, procedures, and rights of recovery available under ss. 320.695 and 320.697.

207 Section 4. Subsection (6) of section 320.642, Florida 208 Statutes, is amended to read:

209 320.642 Dealer licenses in areas previously served; 210 procedure.-

(6) When a proposed addition or relocation concerns a dealership that performs or is to perform only service, as defined in <u>s. 320.60</u> s. 320.60(16), and will not or does not sell or lease new motor vehicles, as defined in <u>s. 320.60</u> s. 320.60(15), the proposal shall be subject to notice and protest pursuant to the provisions of this section.

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(a) Standing to protest the addition or relocation of a service-only dealership shall be limited to those instances in which the applicable mileage requirement established in subparagraphs (3) (a) 2. and (3) (b) 1. is met.

(b) The addition or relocation of a service-onlydealership shall not be subject to protest if:

The applicant for the service-only dealership location
 is an existing motor vehicle dealer of the same line-make as the
 proposed additional or relocated service-only dealership;

226 2. There is no existing dealer of the same line-make 227 closer than the applicant to the proposed location of the 228 additional or relocated service-only dealership; and

3. The proposed location of the additional or relocated service-only dealership is at least 7 miles from all existing motor vehicle dealerships of the same line-make, other than motor vehicle dealerships owned by the applicant.

(c) In determining whether existing franchised motor vehicle dealers are providing adequate representations in the community or territory for the line-make in question in a protest of the proposed addition or relocation of a service-only dealership, the department may consider the elements set forth in paragraph (2)(b), provided:

With respect to subparagraph (2)(b)1., only the impact
 as it relates to service may be considered;

241 2. Subparagraph (2)(b)3. shall not be considered; 517303 - h0637-strike.docx

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242 3. With respect to subparagraph (2)(b)9., only service 243 facilities shall be considered; and 244 4. With respect to subparagraph (2)(b)11., only the volume 245 of service business transacted shall be considered. 246 (d) If an application for a service-only dealership is 247 granted, the department must shall issue a license which permits 248 only service, as defined in s. 320.60 s. 320.60(16), and does 249 not permit the selling or leasing of new motor vehicles, as 250 defined in s. 320.60 s. 320.60(15). If a service-only dealership 251 subsequently seeks to sell new motor vehicles at its location, 252 the notice and protest provisions of this section shall apply. 253 Section 5. Subsection (1), paragraph (a) of subsection 254 (2), and subsection (4) of section 320.645, Florida Statutes, 255 are amended to read: 256 320.645 Restriction upon ownership of dealership by 257 licensee.-258 <u>A No licensee, manufacturer, importer, or distributor,</u> (1) 259 manufacturer, or agent of the licensee, a manufacturer, 260 importer, or distributor, or any parent, subsidiary, common 261 entity, or officer, or employed representative of the licensee, manufacturer, importer, or distributor, may not directly or 262 263 indirectly shall own, or operate, or control, by contract, 264 agreement, or otherwise either directly or indirectly, a motor 265 vehicle dealership for any line-make in this state if the 266 licensee, manufacturer, importer, or distributor has 517303 - h0637-strike.docx

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2.67 manufactured, imported, or distributed for the sale or service 268 of motor vehicles of any line-make which have been or are 269 offered for sale under a franchise agreement with a motor 270 vehicle dealer in this state with an independent person. Any 271 person who is not prohibited by this section from owning, 272 operating, or controlling a motor vehicle dealership may be 273 issued a license pursuant to s. 320.27. Any person prohibited by this section from owning, operating, or controlling a motor 274 275 vehicle dealership. A licensee may not be issued a motor vehicle 276 dealer license pursuant to s. 320.27. However, a no such licensee subject to the prohibition in this section is not will 277 278 be deemed to be in violation of this section:

(a) When operating a motor vehicle dealership for a
temporary period, not to exceed 1 year, during the transition
from one owner of the motor vehicle dealership to another;

282 (b) When operating a motor vehicle dealership temporarily 283 for a reasonable period for the exclusive purpose of broadening 284 the diversity of its dealer body and enhancing opportunities for 285 qualified persons who are part of a group that has historically been underrepresented in its dealer body, or for other qualified 286 287 persons who the licensee deems lack the resources to purchase or 288 capitalize the dealership outright, in a bona fide relationship 289 with an independent person, other than a licensee or its agent 290 or affiliate, who has made a significant investment that is 291 subject to loss in the dealership within the dealership's first 517303 - h0637-strike.docx

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292 year of operation and who can reasonably expect to acquire full 293 ownership of the dealership on reasonable terms and conditions; 294 or

295 If the department determines, after a hearing on the (C) 296 matter, pursuant to chapter 120, at the request of any person, 297 that there is no independent person available in the community 298 or territory to own and operate the motor vehicle dealership in a manner consistent with the public interest. This paragraph 299 300 applies only if the motor vehicle dealership at issue sells 301 motor vehicles of a line-make that, at the time of the hearing, 302 is offered for sale by at least one other existing motor vehicle 303 dealership not owned, operated, or controlled by the licensee, 304 an officer or employed representative of the licensee, a parent, 305 subsidiary, or common entity of the licensee, or a manufacturer, 306 importer, or distributor.

307

In <u>the</u> any such case <u>of a</u>, the licensee must continue to make the motor vehicle dealership <u>owned or operated pursuant to</u> paragraph (a), paragraph (b), or paragraph (c), the dealership must be continually made available for sale to an independent person at a fair and reasonable price. Approval of the sale of such a motor vehicle dealership to a proposed motor vehicle dealer shall not be unreasonably withheld.

315

(2) As used in this section, the term:

316 (a) "Independent person" is a person who is not an 517303 - h0637-strike.docx Published On: 4/14/2023 11:33:08 PM

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317 officer, director, or employee of the licensee.

Nothing in this chapter shall prohibit a distributor 318 (4) 319 as defined in s. 320.60 s. 320.60(5) or an affiliate thereof which common entity that is not a manufacturer or importer, a 320 321 division of a manufacturer or importer, an entity that is 322 controlled by a manufacturer or importer, or a common entity of 323 a manufacturer or importer, and that is not owned, in whole or 324 in part, directly or indirectly, by a manufacturer or importer, 325 as defined in s. 320.60 s. 320.60(9), from receiving a license 326 or licenses as defined in s. 320.27 and owning and operating a 327 motor vehicle dealership or dealerships that sell or service 328 motor vehicles other than any line-make of motor vehicles 329 distributed by the distributor. A distributor or an affiliate 330 thereof may not receive a license pursuant to s. 320.27 for a 331 motor vehicle dealership, or own or operate a motor vehicle 332 dealership, that sells or services motor vehicles of the line-333 make of motor vehicles distributed by the distributor.

334 Section 6. Section 320.67, Florida Statutes, is amended to 335 read:

336 320.67 <u>Inquiry and</u> inspection of books or other documents 337 of licensee.-

(1) The department <u>shall conduct an inquiry of a licensee</u>
may inspect the pertinent books, records, letters, and contracts
of a licensee relating to any written complaint <u>alleging a</u>
violation of ss. 320.61-320.70 made to it against such licensee

41 <u>violation of ss. 320.61-320.70</u> made to it against such licensee

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342 made by a motor vehicle dealer with a current franchise agreement issued by the licensee, or a motor vehicle dealer 343 344 association with at least one member with a current franchise 345 agreement issued by the licensee.

In the exercise of its duties under this section, the 346 (2)347 department is granted and authorized to exercise the power of 348 subpoena for the purposes of compelling production of and inspecting pertinent books, records, letters, and contracts of a 349 350 licensee and compelling the attendance of witnesses at 351 deposition and the production of any documentary evidence 352 necessary to the disposition by it of any written complaint 353 under this section. The inquiry required by this section must be 354 commenced within 30 days after receipt of the written complaint. 355 The department may allow the licensee that is the subject of the 356 complaint no more than 60 days after commencement of the inquiry 357 to provide a written response. Within 30 days after the deadline 358 for a written response by the licensee, the department shall 359 provide a written response to the complainant stating whether 360 the department intends to take action against the licensee under subsection (3) and, if so, what action the department intends to 361 362 take. Any information obtained may not be used against the 363 licensee as the basis for a criminal prosecution under the laws 364 of this state.

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(3) If, as the result of an inquiry conducted under this 366 section, the department determines that a licensee has violated 517303 - h0637-strike.docx

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367	ss. 320.61-320.70, the department must take appropriate action
368	against the licensee, which may include license suspension or
369	revocation; denial of a license renewal application; assessment,
370	imposition, levy, and collection of an appropriate civil fine;
371	or instituting a civil action for issuance of an injunction
372	pursuant to s. 320.695.
373	(4) This section does not alter or affect the rights of a
374	motor vehicle dealer to bring a claim or action against a
375	licensee pursuant to any other provision of ss. 320.60-320.70.
376	Section 7. Subsection (13) of section 681.102, Florida
377	Statutes, is amended to read:
378	681.102 Definitions.—As used in this chapter, the term:
379	(13) "Manufacturer" means any person, whether a resident
380	or nonresident of this state, who manufactures or assembles
381	motor vehicles, or who manufactures or assembles chassis for
382	recreational vehicles, or who manufactures or installs on
383	previously assembled truck or recreational vehicle chassis
384	special bodies or equipment which, when installed, forms an
385	integral part of the motor vehicle, <u>or</u> a distributor <u>or an</u>
386	importer as those terms are defined in s. 320.60 s. 320.60(5),
387	or an importer as defined in s. 320.60(7). A dealer as defined
388	in <u>s. 320.60 may not</u> s. 320.60(11)(a) shall not be deemed to be
389	a manufacturer, distributor, or importer as provided in this
390	section.
391	Section 8. Section 681.113, Florida Statutes, is amended

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392 to read:

393 681.113 Dealer liability.-Except as provided in ss. 394 681.103(3) and 681.114(2), nothing in this chapter imposes any 395 liability on a dealer as defined in s. $320.60 \frac{s}{s}$ 396 or creates a cause of action by a consumer against a dealer, 397 except for written express warranties made by the dealer apart 398 from the manufacturer's warranties. A dealer may not be made a 399 party defendant in any action involving or relating to this 400 chapter, except as provided in this section. The manufacturer 401 shall not charge back or require reimbursement by the dealer for any costs, including, but not limited to, any refunds or vehicle 402 403 replacements, incurred by the manufacturer arising out of this 404 chapter, in the absence of evidence that the related repairs had 405 been carried out by the dealer in a manner substantially 406 inconsistent with the manufacturer's published instructions.

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409

TITLE AMENDMENT

Allo Remove everything before the enacting clause and insert: An act relating to motor vehicle sales; amending s. 320.60, F.S.; revising and providing definitions; amending s. 320.605, F.S.; providing legislative intent; amending s. 320.64, F.S.; prohibiting an applicant or a licensee from certain actions in the allocation or distribution of motor vehicles to franchised motor vehicle dealers; revising the definition of the term 517303 - h0637-strike.docx

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417 "unfair"; prohibiting applicants and licensees from engaging in 418 certain activities; authorizing an applicant or a licensee, or a 419 common entity thereof, to sell or activate certain motor vehicle 420 features or improvements through remote electronic transmission; 421 providing for a payment of the percentage of such sale or 422 activation to a motor vehicle dealer; providing applicability; 423 requiring certain payments to be made within a certain 424 timeframe; amending s. 320.642, F.S.; conforming cross-425 references; amending s. 320.645, F.S.; revising provisions 426 prohibiting a manufacturer, a distributor, or an importer from owning, operating, or controlling a motor vehicle dealership in 427 428 this state; specifying when certain licenses may be and are 429 prohibited from being issued; revising exceptions to certain 430 prohibitions on licensees; providing applicability; making 431 technical changes; deleting the definition of the term 432 "independent person"; conforming cross-references; prohibiting a 433 distributor or affiliate thereof from receiving a certain 434 license under certain circumstances; amending s. 320.67, F.S.; 435 requiring the Department of Highway Safety and Motor Vehicles to 436 conduct an inquiry relating to certain written complaints; 437 providing purposes of the department's use of a subpoena; 438 authorizing the department to allow a written response to the 439 complaint; requiring the department to commence the inquiry 440 within a certain timeframe; requiring the department to provide a certain written response to the complainant by a certain date; 441 517303 - h0637-strike.docx

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- 442 requiring the department to take certain action if the
- 443 department determines that a licensee violated certain statutes;
- 444 providing construction; amending ss. 681.102 and 681.113, F.S.;
- 445 conforming cross-references; providing an effective date.

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