1	A bill to be entitled
2	An act relating to motor vehicle dealers,
3	manufacturers, importers, and distributors; amending
4	s. 320.60, F.S.; revising and providing definitions;
5	amending s. 320.605, F.S.; providing legislative
6	intent; amending s. 320.64, F.S.; prohibiting an
7	applicant or a licensee from certain actions in the
8	allocation or distribution of motor vehicles to
9	franchised motor vehicle dealers; revising the
10	definition of the term "unfair"; prohibiting an
11	applicant or a licensee from engaging in certain
12	activities; authorizing an applicant or a licensee, or
13	a common entity thereof, to sell or activate certain
14	motor vehicle features or improvements through remote
15	electronic transmission; providing for the payment of
16	a percentage of such sale or activation to a motor
17	vehicle dealer; defining the term "feature or
18	improvement"; providing applicability; requiring such
19	payment to be made within a certain timeframe;
20	amending s. 320.642, F.S.; conforming cross-
21	references; amending s. 320.645, F.S.; revising
22	provisions prohibiting a licensee, a motor vehicle
23	manufacturer, a distributor, or an importer from
24	owning, operating, or controlling a motor vehicle
25	dealership in this state; specifying when certain
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26	licenses may be and are prohibited from being issued;
27	revising exceptions to certain prohibitions on
28	licensees; providing applicability; removing the
29	definition of the term "independent person";
30	prohibiting a distributor or affiliate thereof from
31	receiving a certain license under certain
32	circumstances; amending s. 320.67, F.S.; requiring the
33	Department of Highway Safety and Motor Vehicles to
34	conduct an inquiry relating to certain written
35	complaints; providing purposes of the department's use
36	of a subpoena; authorizing the department to allow a
37	written response to the complaint; requiring the
38	department to commence the inquiry within a certain
39	timeframe; requiring the department to provide a
40	certain written response to the complainant within a
41	certain timeframe; requiring the department to take
42	certain action if the department determines that a
43	licensee violated certain provisions; providing
44	construction; amending ss. 681.102 and 681.113, F.S.;
45	conforming cross-references; providing an effective
46	date.
47	
48	Be It Enacted by the Legislature of the State of Florida:
49	
50	Section 1. Subsections (8), (9), (10), (11), (12), (13),
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51 (14), (15), and (16) of section 320.60, Florida Statutes, are 52 renumbered as subsections (9), (11), (12), (13), (15), (18), 53 (10), (16), and (17), respectively, subsection (2) and present subsection (15) are amended, and new subsections (8) and (14) 54 55 are added to that section, to read: 320.60 Definitions for ss. 320.61-320.70.-Whenever used in 56 57 ss. 320.61-320.70, unless the context otherwise requires, the following words and terms have the following meanings: 58 59 (2) (a) "Common entity" means a person: 1. (a) Who is directly or indirectly either controlled by 60 61 or has more than 30 percent of its equity interest directly or indirectly owned, beneficially or of record, through any form of 62 63 ownership structure, by a manufacturer, an importer, a 64 distributor, or a licensee, or an affiliate thereof; or 65 2. Who has more than 30 percent of its equity interest 66 directly or indirectly controlled or owned, beneficially or of 67 record, through any form of ownership structure, by one or more 68 persons who also directly or indirectly control or own, 69 beneficially or of record, more than 30 40 percent of the voting 70 equity interests of a manufacturer, an importer, a distributor, or a licensee, or an affiliate thereof; or 71 72 (b) Who shares directors or officers or partners with a 73 manufacturer. (b) Notwithstanding <u>subparagraph</u> (a)1. or <u>subparagraph</u> 74 75 (a)2., an entity that would otherwise be considered a common Page 3 of 20

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76	entity of a distributor under subparagraph (a)1. or subparagraph									
77	(a)2. because of its relation to a distributor is not considered									
78	a common entity of that distributor if:									
79	1. The distributor to which the entity is related was a									
80	licensed distributor on March 1, 2023;									
81	2. The entity is not a common entity of a manufacturer or									
82	an importer; and									
83	3. The distributor to which the entity is related is not,									
84	and has never been, a common entity of a manufacturer or an									
85	importer.									
86	(8) "Independent person" means a person who is not an									
87	agent, a parent, a subsidiary, a common entity, an officer, a									
88	director, or an employed representative of a licensee, a									
89	manufacturer, an importer, or a distributor.									
90	(14) "Motor vehicle dealer association" means a not-for-									
91	profit entity organized under the laws of this state and									
92	qualified as tax-exempt under s. 501(c)(6) of the Internal									
93	Revenue Code which acts as a trade association that primarily									
94	represents the interests of franchised motor vehicle dealers and									
95	has a membership of at least 500 franchised motor vehicle									
96	dealers as defined in s. 320.27(1)(c)1.									
97	(16)(15) "Sell," "selling," "sold," "exchange," "retail									
98	sales," and "leases" includes <u>:</u>									
99	(a) Accepting a deposit or receiving a payment for the									
100	retail purchase, lease, or other use of a motor vehicle, but									

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101	does not include facilitating a motor vehicle dealer's
102	acceptance of a deposit or receipt of a payment from a consumer
103	or receiving payment under a retail installment sale contract;
104	(b) Accepting a reservation from a retail consumer for a
105	specific motor vehicle identified by a vehicle identification
106	number or other product identifier;
107	(c) Setting the retail price for the purchase, lease, or
108	other use of a motor vehicle, but does not include setting a
109	manufacturer's suggested retail price;
110	(d) Offering or negotiating with a retail consumer terms
111	for the purchase, lease, or other use of a motor vehicle;
112	(e) Offering or negotiating with a retail consumer a value
113	for a motor vehicle being traded in as part of the purchase,
114	lease, or other use of a motor vehicle, but does not include a
115	website or other means of electronic communication that
116	identifies to a consumer a conditional trade-in value and that
117	contains language informing the consumer that the trade-in value
118	is not binding on any motor vehicle dealer;
119	<u>(f)</u> Any transaction where the title of <u>a</u> motor vehicle or
120	${ m \underline{a}}$ used motor vehicle is transferred to a retail consumer; or $_{ au}$
121	and also
122	(g) Any retail lease transaction where a retail consumer
123	customer leases a vehicle for a period of at least 12 months <u>,</u>
124	but does not include administering lease agreements, taking
125	assignments of leases, performing required actions pursuant to
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126 <u>such leases, or receiving payments under a lease agreement that</u> 127 <u>was originated by a motor vehicle dealer</u>. Establishing a price 128 <u>for sale pursuant to s. 320.64(24)</u> does not constitute a sale or 129 <u>lease.</u>

Section 2. Section 320.605, Florida Statutes, is amended to read:

132 320.605 Legislative intent.-It is the intent of the 133 Legislature to protect the public health, safety, and welfare of 134 the citizens of the state by regulating the licensing of motor vehicle dealers and manufacturers, maintaining competition, 135 136 providing consumer protection and fair trade, and providing minorities with opportunities for full participation as motor 137 138 vehicle dealers. Sections 320.61-320.70 are intended to apply 139 solely to the licensing of manufacturers, factory branches, distributors, and importers and do not apply to non-motor-140 141 vehicle-related businesses.

142 Section 3. Subsections (18), (23), and (24) of section 143 320.64, Florida Statutes, are amended to read:

144 320.64 Denial, suspension, or revocation of license; 145 grounds.—A license of a licensee under s. 320.61 may be denied, 146 suspended, or revoked within the entire state or at any specific 147 location or locations within the state at which the applicant or 148 licensee engages or proposes to engage in business, upon proof 149 that the section was violated with sufficient frequency to 150 establish a pattern of wrongdoing, and a licensee or applicant

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151 shall be liable for claims and remedies provided in ss. 320.695 152 and 320.697 for any violation of any of the following 153 provisions. A licensee is prohibited from committing the 154 following acts:

(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:

159 (a) Reduces or alters allocations or supplies of new motor 160 vehicles to the dealer to achieve, directly or indirectly, a 161 purpose that is prohibited by ss. 320.60-320.70;

(b) Conditionally or unconditionally reserves a specific motor vehicle identified by vehicle identification number or other unique identifier for a specifically named person, except for purposes of replacing a consumer's vehicle pursuant to chapter 681;

167 (c) Requires or incentivizes motor vehicle dealers to sell 168 or lease, or to negotiate the sale or lease of, a specific motor 169 vehicle identified by vehicle identification number or other

170 <u>unique identifier to a specifically named person;</u>

171 (d) Requires or incentivizes motor vehicle dealers to sell 172 or lease a motor vehicle at a specified price or profit margin 173 or restricts the price at which a motor vehicle dealer may sell 174 or lease a motor vehicle; or

175

(e) Is, or which otherwise is unfair, inequitable,

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176	unreasonably discriminatory, or not supportable by reason and								
177	good cause after considering the equities of the affected motor								
178	vehicles dealer or dealers. As used in this paragraph, the term								
179	"unfair" includes, but is not limited to, refusing or failing to								
180	offer to any dealer an equitable supply of new vehicles under								
181	its franchise, by model, mix, or color, as the licensee offers								
182	or allocates to its other same line-make dealers in this state								
183	or using the number of motor vehicles preordered or reserved by								
184	consumers as a factor in determining the allocation of motor								
185	vehicles to motor vehicle dealers.								
186									
187	An applicant or licensee shall maintain for 3 years records that								
188	describe its methods or formula of allocation and distribution								
189	of its motor vehicles and records of its actual allocation and								
190	distribution of motor vehicles to its motor vehicle dealers in								
191	this state. As used in this subsection, "unfair" includes,								
192	without limitation, the refusal or failure to offer to any								
193	dealer an equitable supply of new vehicles under its franchise,								
194	by model, mix, or colors as the licensee offers or allocates to								
195	its other same line-make dealers in the state.								
196	(23) The applicant or licensee has engaged in any of the								
197	activities of a motor vehicle dealer as defined in s.								
198	320.60(13)(a) or any of the activities described in s.								
199	320.60(16) or has competed or is competing with respect to any								
200	activity covered by the franchise agreement with a motor vehicle								

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201 dealer of the same line-make located in this state with whom the 202 applicant or licensee has entered into a franchise agreement, 203 except as permitted in s. 320.645 or in subsection (24) with 204 respect to the remote electronic transmission of a permanent or 205 temporary feature or improvement of a motor vehicle. 206 (24)The applicant or licensee, or a common entity 207 thereof, has sold or leased a motor vehicle to any retail 208 consumer in this state, or has sold or activated for a fee to 209 any retail consumer in this the state any permanent or temporary 210 motor vehicle feature or improvement that functions through 211 hardware or components installed on the motor vehicle, except 212 through a motor vehicle dealer properly licensed pursuant to s. 213 320.27 and holding a franchise agreement for the line-make that 214 includes the motor vehicle. Notwithstanding this subsection, an 215 applicant, a licensee, or their common entity may sell or 216 activate for a fee a permanent or temporary feature or 217 improvement for a motor vehicle of a line-make manufactured, 218 imported, or distributed by the applicant or licensee and 219 registered in Florida if and only if the feature or improvement 220 is provided directly to the motor vehicle through remote electronic transmission. However, if such motor vehicle was new 221 when sold or leased by a Florida franchised motor vehicle dealer 222 223 within the 2-year period preceding such remote electronic 224 transmission and the ownership of the vehicle was not changed, 225 then the applicant or licensee must pay a percentage of the

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226	payment received for the feature or improvement to the Florida									
227	franchised motor vehicle dealer. Payment from the applicant or									
228	licensee to the Florida franchised motor vehicle dealer shall be									
229	at least 8 percent of the gross payment received by the									
230	applicant, licensee, or common entity for the sale of the									
231	feature or improvement that was remotely transmitted. As used in									
232	this subsection, the term "feature or improvement" includes the									
233	activation or use of motor vehicle components or hardware but									
234	does not include services that require the transmission of data									
235	or information to or from the motor vehicle while the service is									
236	being used. Payments required under this subsection must be made									
237	within 60 days after the date of sale of the feature or									
238	improvement. This subsection section does not apply to sales by									
239	the applicant or licensee of motor vehicles to its current									
240	employees, employees of companies affiliated by common									
241	ownership, charitable not-for-profit organizations, and the									
242	Federal Government.									
243										
244	A motor vehicle dealer who can demonstrate that a violation of,									
245	or failure to comply with, any of the preceding provisions by an									
246	applicant or licensee will or may adversely and pecuniarily									
247	affect the complaining dealer, shall be entitled to pursue all									
248	of the remedies, procedures, and rights of recovery available									
249	under ss. 320.695 and 320.697.									
250	Section 4. Subsection (6) of section 320.642, Florida									

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251 Statutes, is amended to read:

252 320.642 Dealer licenses in areas previously served; 253 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, as defined in <u>s. 320.60</u>, new motor vehicles, as defined in <u>s. 320.60(15)</u>, the proposal shall be subject to notice and protest pursuant to the provisions of this section.

(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;

269 2. There is no existing dealer of the same line-make 270 closer than the applicant to the proposed location of the 271 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.

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276 In determining whether existing franchised motor (C) 277 vehicle dealers are providing adequate representations in the 278 community or territory for the line-make in question in a protest of the proposed addition or relocation of a service-only 279 280 dealership, the department may consider the elements set forth 281 in paragraph (2)(b), provided: 282 1. With respect to subparagraph (2)(b)1., only the impact 283 as it relates to service may be considered; 284 2. Subparagraph (2) (b) 3. shall not be considered; With respect to subparagraph (2)(b)9., only service 285 3. facilities shall be considered; and 286 4. With respect to subparagraph (2) (b)11., only the volume 287 of service business transacted shall be considered. 288 289 If an application for a service-only dealership is (d) 290 granted, the department must shall issue a license which permits 291 only service, as defined in s. 320.60 s. 320.60(16), and does 292 not permit the selling or leasing, as defined in s. 320.60, of 293 new motor vehicles, as defined in s. 320.60(15). If a service-294 only dealership subsequently seeks to sell new motor vehicles at 295 its location, the notice and protest provisions of this section 296 shall apply. 297 Subsections (1), (2), and (4) of section Section 5. 298 320.645, Florida Statutes, are amended to read: 299 320.645 Restriction upon ownership of dealership by 300 licensee.-

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301 A No licensee, a manufacturer, an importer, or a (1)302 distributor, manufacturer, or an agent of the licensee, a 303 manufacturer, importer, or distributor, or any a parent, a 304 subsidiary, a common entity, an or officer, or an employed 305 representative of the licensee, manufacturer, importer, or 306 distributor, may not directly or indirectly shall own, or 307 operate, or control, by contract, agreement, or otherwise either directly or indirectly, a motor vehicle dealership for any line-308 309 make in this state if the licensee, manufacturer, importer, or 310 distributor has manufactured, imported, or distributed for the sale or service of motor vehicles of any line-make which have 311 312 been or are offered for sale under a franchise agreement with a 313 motor vehicle dealer in this state with an independent person. 314 Any person who is not prohibited by this section from owning, 315 operating, or controlling a motor vehicle dealership may be 316 issued a license pursuant to s. 320.27. Any person prohibited by 317 this section from owning, operating, or controlling a motor 318 vehicle dealership. A licensee may not be issued a motor vehicle 319 dealer license pursuant to s. 320.27. However, a no such 320 licensee subject to the prohibition in this section is not will be deemed to be in violation of this section: 321 322 When operating a motor vehicle dealership for a (a) 323 temporary period, not to exceed 1 year, during the transition 324 from one owner of the motor vehicle dealership to another;

325

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(b) When operating a motor vehicle dealership temporarily

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326 for a reasonable period for the exclusive purpose of broadening 327 the diversity of its dealer body and enhancing opportunities for 328 qualified persons who are part of a group that has historically been underrepresented in its dealer body, or for other qualified 329 330 persons who the licensee deems lack the resources to purchase or 331 capitalize the dealership outright, in a bona fide relationship 332 with an independent person, other than a licensee or its agent 333 or affiliate, who has made a significant investment that is 334 subject to loss in the dealership within the dealership's first 335 year of operation and who can reasonably expect to acquire full 336 ownership of the dealership on reasonable terms and conditions; 337 or

If the department determines, after a hearing on the 338 (C) 339 matter, pursuant to chapter 120, at the request of any person, 340 that there is no independent person available in the community 341 or territory to own and operate the motor vehicle dealership in 342 a manner consistent with the public interest. This paragraph 343 applies only if the motor vehicle dealership at issue sells 344 motor vehicles of a line-make that, at the time of the hearing, 345 is offered for sale by at least one other existing motor vehicle dealership not owned, operated, or controlled by the licensee; 346 347 an officer or employed representative of the licensee; a parent, 348 subsidiary, or common entity of the licensee; or a manufacturer, 349 an importer, or a distributor.

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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.

358

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

359 (a) "Independent person" is a person who is not an
 360 officer, director, or employee of the licensee.

361 (a) (b) "Reasonable terms and conditions" requires that 362 profits from the dealership are reasonably expected to be 363 sufficient to allow full ownership of the dealership by the 364 independent person within a reasonable time period not to exceed 365 10 years, which time period may be extended if there is a 366 reasonable basis to do so and is not being sought to evade the 367 purpose of this section; that the independent person has 368 sufficient control to permit acquisition of ownership; and that 369 the relationship cannot be terminated solely to avoid full 370 ownership. The terms and conditions are not reasonable if they 371 preclude the independent person from an expedited purchase of 372 the dealership using a monetary source other than profits from 373 the dealership's operation; provided, however, that the 374 independent person must pay or make an agreement to pay to the 375 licensee any and all reasonable prepayment charges and costs,

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including all unrecouped restored losses, associated with the expedited purchase of the dealership. For the purpose of this section, unrecouped restored losses are moneys that the manufacturer has provided to the dealership to restore losses of the dealership that the manufacturer has not been paid back through profits of the dealership.

382 <u>(b)(c)</u> "Significant investment" means a reasonable amount, 383 considering the reasonable capital requirements of the 384 dealership, acquired and obtained from sources other than the 385 licensee or any of its affiliates and not encumbered by the 386 person's interest in the dealership.

387 Nothing in This chapter does not shall prohibit a (4) 388 distributor as defined in s. $320.60 \cdot \frac{5}{5}$ or an affiliate 389 thereof which common entity that is not a manufacturer or an 390 importer, a division of a manufacturer or an importer, an entity 391 that is controlled by a manufacturer or an importer, or a common 392 entity of a manufacturer or an importer, and which that is not 393 owned, in whole or in part, directly or indirectly, by a 394 manufacturer or an importer, as defined in s. 320.60 s. 395 320.60(9), from receiving a license or licenses as defined in s. 396 320.27 and owning and operating a motor vehicle dealership or 397 dealerships that sell or service motor vehicles other than any 398 line-make of motor vehicles distributed by the distributor. A distributor or an affiliate thereof may not receive a license 399 400 pursuant to s. 320.27 for a motor vehicle dealership, or own or

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401 operate a motor vehicle dealership, that sells or services motor 402 vehicles of the line-make of motor vehicles distributed by the 403 distributor. 404 Section 6. Section 320.67, Florida Statutes, is amended to 405 read: 406 320.67 Inquiry and inspection of books or other documents 407 of licensee.-408 The department shall conduct an inquiry may inspect (1)409 the pertinent books, records, letters, and contracts of a 410 licensee relating to any written complaint alleging a violation of any provision of ss. 320.61-320.70 made to it against such 411 412 licensee made by a motor vehicle dealer with a current franchise agreement issued by the licensee, or a motor vehicle dealer 413 414 association with at least one member with a current franchise 415 agreement issued by the licensee. 416 (2) In the exercise of its duties under this section, the 417 department is granted and authorized to exercise the power of 418 subpoena for the purposes of compelling production of and 419 inspecting pertinent books, records, letters, and contracts of a 420 licensee and compelling the attendance of witnesses at 421 deposition and the production of any documentary evidence 422 necessary to the disposition by it of any written complaint 423 under this section. The inquiry required by this section must be 424 commenced within 30 days after receipt of the written complaint. 425 The department may allow the licensee that is the subject of the

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426 complaint no more than 60 days after commencement of the inquiry 427 to provide a written response. Within 30 days after the deadline 428 for a written response by the licensee, the department must 429 provide a written response to the complainant stating whether 430 the department intends to take action against the licensee under subsection (3) and, if so, what action the department intends to 431 432 take. Any information obtained may not be used against the 433 licensee as the basis for a criminal prosecution under the laws 434 of this state. 435 (3) If, as the result of an inquiry conducted under this 436 section, the department determines that a licensee has violated 437 any provision of ss. 320.61-320.70, the department must take 438 appropriate action against the licensee, which may include 439 license suspension or revocation; denial of a license renewal 440 application; assessment, imposition, levy, and collection of an 441 appropriate civil fine; or instituting a civil action for 442 issuance of an injunction pursuant to s. 320.695. 443 (4) This section does not alter or affect the rights of a 444 motor vehicle dealer to bring a claim or action against a 445 licensee pursuant to any other provision of ss. 320.60-320.70. Section 7. Subsection (13) of section 681.102, Florida 446 447 Statutes, is amended to read: 448 681.102 Definitions.-As used in this chapter, the term: 449 (13) "Manufacturer" means any person, whether a resident or nonresident of this state, who manufactures or assembles 450

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451 motor vehicles, or who manufactures or assembles chassis for 452 recreational vehicles, or who manufactures or installs on 453 previously assembled truck or recreational vehicle chassis 454 special bodies or equipment which, when installed, forms an 455 integral part of the motor vehicle, or a distributor or an 456 importer as those terms are defined in s. 320.60 s. 320.60(5), 457 or an importer as defined in s. 320.60(7). A dealer as defined 458 in s. 320.60 may s. 320.60(11)(a) shall not be deemed to be a 459 manufacturer, a distributor, or an importer as provided in this 460 section.

461 Section 8. Section 681.113, Florida Statutes, is amended 462 to read:

463 681.113 Dealer liability.-Except as provided in ss. 464 681.103(3) and 681.114(2), nothing in this chapter imposes any 465 liability on a dealer as defined in s. $320.60 \frac{..., 320.60(11)(a)}{..., a}$ 466 or creates a cause of action by a consumer against a dealer, 467 except for written express warranties made by the dealer apart 468 from the manufacturer's warranties. A dealer may not be made a 469 party defendant in any action involving or relating to this 470 chapter, except as provided in this section. The manufacturer 471 shall not charge back or require reimbursement by the dealer for 472 any costs, including, but not limited to, any refunds or vehicle 473 replacements, incurred by the manufacturer arising out of this 474 chapter, in the absence of evidence that the related repairs had 475 been carried out by the dealer in a manner substantially

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476	inco	nsistent	with	n the	manı	ufactu	cer's	publisł	ned in	stı	uctions.	
477		Section	9.	This	act	shall	take	effect	July	1,	2023.	
						Page	20 of 20)				

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