

---

**SUBSTITUTE HOUSE BILL 1445**

---

**State of Washington**

**58th Legislature**

**2003 Regular Session**

**By** House Committee on Commerce & Labor (originally sponsored by Representatives Conway, Chandler, Kenney, Fromhold and Clements)

READ FIRST TIME 02/21/03.

1       AN ACT Relating to the relationship between motor vehicle  
2 manufacturers and dealers; amending RCW 46.96.020, 46.96.105, and  
3 46.96.185; adding new sections to chapter 46.96 RCW; and creating a new  
4 section.

5 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF WASHINGTON:

6       **Sec. 1.** RCW 46.96.020 and 1989 c 415 s 2 are each amended to read  
7 as follows:

8       In addition to the definitions contained in RCW 46.70.011, which  
9 are incorporated by reference into this chapter, the definitions set  
10 forth in this section apply only for the purposes of this chapter.

11       (1) A "new motor vehicle" is a vehicle that has not been titled by  
12 a state and ownership of which may be transferred on a manufacturer's  
13 statement of origin (MSO).

14       (2) "New motor vehicle dealer" means a motor vehicle dealer engaged  
15 in the business of buying, selling, exchanging, or otherwise dealing in  
16 new motor vehicles or new and used motor vehicles at an established  
17 place of business, under a franchise, sales and service agreement, or  
18 contract with the manufacturer of the new motor vehicles. However, the

1 term "new motor vehicle dealer" does not include a miscellaneous  
2 vehicle dealer as defined in RCW 46.70.011(3)(c) or a motorcycle dealer  
3 as defined in chapter 46.94 RCW.

4 (3) "Franchise" means one or more agreements, whether oral or  
5 written, between a manufacturer and a new motor vehicle dealer, under  
6 which the new motor vehicle dealer is authorized to sell, service, and  
7 repair new motor vehicles, parts, and accessories under a common name,  
8 trade name, trademark, or service mark of the manufacturer.

9 "Franchise" includes an oral or written contract and includes a  
10 dealer agreement, either expressed or implied, between a manufacturer  
11 and a new motor vehicle dealer that purports to fix the legal rights  
12 and liabilities between the parties and under which (a) the dealer is  
13 granted the right to purchase and resell motor vehicles manufactured,  
14 distributed, or imported by the manufacturer; (b) the dealer's business  
15 is associated with the trademark, trade name, commercial symbol, or  
16 advertisement designating the franchisor or the products distributed by  
17 the manufacturer; and (c) the dealer's business relies on the  
18 manufacturer for a continued supply of motor vehicles, parts, and  
19 accessories.

20 (4) "Good faith" means honesty in fact and fair dealing in the  
21 trade as defined and interpreted in RCW 62A.2-103.

22 (5) "Designated successor" means:

23 (a) The spouse, biological or adopted child, stepchild, grandchild,  
24 parent, brother, or sister of the owner of a new motor vehicle  
25 dealership who, in the case of the owner's death, is entitled to  
26 inherit the ownership interest in the new motor vehicle dealership  
27 under the terms of the owner's will or similar document, and if there  
28 is no such will or similar document, then under applicable intestate  
29 laws;

30 (b) A qualified person experienced in the business of a new motor  
31 vehicle dealer who has been nominated by the owner of a new motor  
32 vehicle dealership as the successor in a written, notarized, and  
33 witnessed instrument submitted to the manufacturer; or

34 (c) In the case of an incapacitated owner of a new motor vehicle  
35 dealership, the person who has been appointed by a court as the legal  
36 representative of the incapacitated owner's property.

37 (6) "Owner" means a person holding an ownership interest in the

1 business entity operating as a new motor vehicle dealer and who is the  
2 designated dealer in the new motor vehicle franchise agreement.

3 (7) "Person" means every natural person, partnership, corporation,  
4 association, trust, estate, or any other legal entity.

5 **Sec. 2.** RCW 46.96.105 and 1998 c 298 s 1 are each amended to read  
6 as follows:

7 (1) Each manufacturer shall specify in its franchise agreement, or  
8 in a separate written agreement, with each of its dealers licensed in  
9 this state, the dealer's obligation to perform warranty work or service  
10 on the manufacturer's products. Each manufacturer shall provide each  
11 of its dealers with a schedule of compensation to be paid to the dealer  
12 for any warranty work or service, including parts, labor, and  
13 diagnostic work, required of the dealer by the manufacturer in  
14 connection with the manufacturer's products.

15 (2) All claims for warranty work for parts and labor made by  
16 dealers under this section shall be submitted to the manufacturer  
17 within one year of the date the work was performed. All claims  
18 submitted must be paid by the manufacturer within thirty days following  
19 receipt, provided the claim has been approved by the manufacturer. The  
20 manufacturer has the right to audit claims for warranty work and to  
21 charge the dealer for any unsubstantiated, incorrect, or false claims  
22 for a period of one year following payment. However, the manufacturer  
23 may audit and charge the dealer for any fraudulent claims during any  
24 period for which an action for fraud may be commenced under applicable  
25 state law.

26 (3) All claims submitted by dealers on the forms and in the manner  
27 specified by the manufacturer shall be either approved or disapproved  
28 within thirty days following their receipt. The manufacturer shall  
29 notify the dealer in writing of any disapproved claim, and shall set  
30 forth the reasons why the claim was not approved. Any claim not  
31 specifically disapproved in writing within thirty days following  
32 receipt is approved, and the manufacturer is required to pay that claim  
33 within thirty days of receipt of the claim.

34 **Sec. 3.** RCW 46.96.185 and 2000 c 203 s 1 are each amended to read  
35 as follows:

36 (1) Notwithstanding the terms of a franchise agreement, a

1 manufacturer, distributor, factory branch, or factory representative,  
2 or an agent, officer, parent company, wholly or partially owned  
3 subsidiary, affiliated entity, or other person controlled by or under  
4 common control with a manufacturer, distributor, factory branch, or  
5 factory representative, shall not:

6 (a) Discriminate between new motor vehicle dealers by selling or  
7 offering to sell a like vehicle to one dealer at a lower actual price  
8 than the actual price offered to another dealer for the same model  
9 similarly equipped;

10 (b) Discriminate between new motor vehicle dealers by selling or  
11 offering to sell parts or accessories to one dealer at a lower actual  
12 price than the actual price offered to another dealer;

13 (c) Discriminate between new motor vehicle dealers by using a  
14 promotion plan, marketing plan, or other similar device that results in  
15 a lower actual price on vehicles, parts, or accessories being charged  
16 to one dealer over another dealer;

17 (d) Discriminate between new motor vehicle dealers by adopting a  
18 method, or changing an existing method, for the allocation, scheduling,  
19 or delivery of new motor vehicles, parts, or accessories to its dealers  
20 that is not fair, reasonable, and equitable. Upon the request of a  
21 dealer, a manufacturer, distributor, factory branch, or factory  
22 representative shall disclose in writing to the dealer the method by  
23 which new motor vehicles, parts, and accessories are allocated,  
24 scheduled, or delivered to its dealers handling the same line or make  
25 of vehicles;

26 (e) Give preferential treatment to some new motor vehicle dealers  
27 over others by refusing or failing to deliver, in reasonable quantities  
28 and within a reasonable time after receipt of an order, to a dealer  
29 holding a franchise for a line or make of motor vehicles sold or  
30 distributed by the manufacturer, distributor, factory branch, or  
31 factory representative, a new vehicle, parts, or accessories, if the  
32 vehicle, parts, or accessories are being delivered to other dealers, or  
33 require a dealer to purchase unreasonable advertising displays or other  
34 materials, or unreasonably require a dealer to remodel or renovate  
35 existing facilities as a prerequisite to receiving a model or series of  
36 vehicles;

37 (f) Compete with a new motor vehicle dealer by acting in the

1 capacity of a new motor vehicle dealer, or by owning, operating, or  
2 controlling, whether directly or indirectly, a motor vehicle dealership  
3 in this state. It is not, however, a violation of this subsection for:

4 (i) A manufacturer, distributor, factory branch, or factory  
5 representative to own or operate a dealership for a temporary period,  
6 not to exceed two years, during the transition from one owner of the  
7 dealership to another where the dealership was previously owned by a  
8 franchised dealer and is currently for sale to any qualified  
9 independent person at a fair and reasonable price. The temporary  
10 operation may be extended for one twelve-month period on petition of  
11 the temporary operator to the department. The matter will be handled  
12 as an adjudicative proceeding under chapter 34.05 RCW. A dealer who is  
13 a franchisee of the petitioning manufacturer or distributor may  
14 intervene and participate in a proceeding under this subsection  
15 (1)(f)(i). The temporary operator has the burden of proof to show  
16 justification for the extension and a good faith effort to sell the  
17 dealership to an independent person at a fair and reasonable price;

18 (ii) A manufacturer, distributor, factory branch, or factory  
19 representative to own or operate a dealership in conjunction with an  
20 independent person in a bona fide business relationship for the purpose  
21 of broadening the diversity of its dealer body and enhancing  
22 opportunities for qualified persons who are part of a group who have  
23 historically been underrepresented in its dealer body, or other  
24 qualified persons who lack the resources to purchase a dealership  
25 outright, and where the independent person: (A) Has made, or within a  
26 period of two years from the date of commencement of operation will  
27 have made, a significant, bona fide capital investment in the  
28 dealership that is subject to loss; (B) has an ownership interest in  
29 the dealership; and (C) operates the dealership under a bona fide  
30 written agreement with the manufacturer, distributor, factory branch,  
31 or factory representative under which he or she will acquire all of the  
32 ownership interest in the dealership within a reasonable period of time  
33 and under reasonable terms and conditions. The manufacturer,  
34 distributor, factory branch, or factory representative has the burden  
35 of proof of establishing that the acquisition of the dealership by the  
36 independent person was made within a reasonable period of time and  
37 under reasonable terms and conditions. Nothing in this subsection

1 (1)(f)(ii) relieves a manufacturer, distributor, factory branch, or  
2 factory representative from complying with RCW 46.96.185(1) (a) through  
3 (e);

4 (iii) A manufacturer, distributor, factory branch, or factory  
5 representative to own or operate a dealership in conjunction with an  
6 independent person in a bona fide business relationship where the  
7 independent person: (A) Has made, or within a period of two years from  
8 the date of commencement of operation will have made, a significant,  
9 bona fide capital investment in the dealership that is subject to loss;  
10 (B) has an ownership interest in the dealership; and (C) operates the  
11 dealership under a bona fide written agreement with the manufacturer,  
12 distributor, factory branch, or factory representative under which he  
13 or she will acquire all of the ownership interest in the dealership  
14 within a reasonable period of time and under reasonable terms and  
15 conditions. The manufacturer, distributor, factory branch, or factory  
16 representative has the burden of proof of establishing that the  
17 acquisition of the dealership by the independent person was made within  
18 a reasonable period of time and under reasonable terms and conditions.  
19 The number of dealerships operated under this subsection (1)(f)(iii)  
20 may not exceed four percent rounded up to the nearest whole number of  
21 a manufacturer's total of new motor vehicle dealer franchises in this  
22 state. Nothing in this subsection (1)(f)(iii) relieves a manufacturer,  
23 distributor, factory branch, or factory representative from complying  
24 with RCW 46.96.185(1) (a) through (e);

25 (iv) A truck manufacturer to own, operate, or control a new motor  
26 vehicle dealership that sells only trucks of that manufacturer's line  
27 make with a gross vehicle weight rating of 12,500 pounds or more, and  
28 the truck manufacturer has been continuously engaged in the retail sale  
29 of the trucks at least since January 1, 1993; or

30 (v) A manufacturer to own, operate, or control a new motor vehicle  
31 dealership trading exclusively in a single line make of the  
32 manufacturer if (A) the manufacturer does not own, directly or  
33 indirectly, in the aggregate, in excess of forty-five percent of the  
34 total ownership interest in the dealership, (B) at the time the  
35 manufacturer first acquires ownership or assumes operation or control  
36 of any such dealership, the distance between any dealership thus owned,  
37 operated, or controlled and the nearest new motor vehicle dealership  
38 trading in the same line make of vehicle and in which the manufacturer

1 has no ownership or control is not less than fifteen miles and complies  
2 with the applicable provisions in the relevant market area sections of  
3 this chapter, (C) all of the manufacturer's franchise agreements confer  
4 rights on the dealer of that line make to develop and operate within a  
5 defined geographic territory or area, as many dealership facilities as  
6 the dealer and the manufacturer agree are appropriate, and (D) as of  
7 January 1, 2000, the manufacturer had no more than four new motor  
8 vehicle dealers of that manufacturer's line make in this state, and at  
9 least half of those dealers owned and operated two or more dealership  
10 facilities in the geographic territory or area covered by their  
11 franchise agreements with the manufacturer;

12 (g) Compete with a new motor vehicle dealer by owning, operating,  
13 or controlling, whether directly or indirectly, a service facility in  
14 this state for the repair or maintenance of motor vehicles under the  
15 manufacturer's new car warranty and extended warranty. Nothing in this  
16 subsection (1)(g), however, prohibits a manufacturer, distributor,  
17 factory branch, or factory representative from owning or operating a  
18 service facility for the purpose of providing or performing  
19 maintenance, repair, or service work on motor vehicles that are owned  
20 by the manufacturer, distributor, factory branch, or factory  
21 representative;

22 (h) Use confidential or proprietary information obtained from a new  
23 motor vehicle dealer to unfairly compete with the dealer. For purposes  
24 of this subsection (1)(h), "confidential or proprietary information"  
25 means trade secrets as defined in RCW 19.108.010, business plans,  
26 marketing plans or strategies, customer lists, contracts, sales data,  
27 revenues, or other financial information;

28 (i) Terminate, cancel, or fail to renew a franchise with a new  
29 motor vehicle dealer based upon any of the following events, which do  
30 not constitute good cause for termination, cancellation, or nonrenewal  
31 under RCW 46.96.060: (A) The fact that the new motor vehicle dealer  
32 owns, has an investment in, participates in the management of, or holds  
33 a franchise agreement for the sale or service of another make or line  
34 of new motor vehicles, or (B) the fact that the new motor vehicle  
35 dealer has established another make or line of new motor vehicles or  
36 service in the same dealership facilities as those of the manufacturer  
37 or distributor with the prior written approval of the manufacturer or

1 distributor, if the approval was required under the terms of the new  
2 motor vehicle dealer's franchise agreement; or

3 (j) Coerce or attempt to coerce a motor vehicle dealer to refrain  
4 from, or prohibit or attempt to prohibit a new motor vehicle dealer  
5 from acquiring, owning, having an investment in, participating in the  
6 management of, or holding a franchise agreement for the sale or service  
7 of another make or line of new motor vehicles or related products, or  
8 establishing another make or line of new motor vehicles or service in  
9 the same dealership facilities, if the prohibition against acquiring,  
10 owning, investing, managing, or holding a franchise for such additional  
11 make or line of vehicles or products, or establishing another make or  
12 line of new motor vehicles or service in the same dealership  
13 facilities, is not supported by reasonable business considerations.  
14 The burden of proving that reasonable business considerations support  
15 or justify the prohibition against the additional make or line of new  
16 motor vehicles or products or nonexclusive facilities is on the  
17 manufacturer.

18 (2) Subsection (1)(a), (b), and (c) of this section do not apply to  
19 sales to a motor vehicle dealer: (a) For resale to a federal, state,  
20 or local government agency; (b) where the vehicles will be sold or  
21 donated for use in a program of driver's education; (c) where the sale  
22 is made under a manufacturer's bona fide promotional program offering  
23 sales incentives or rebates; (d) where the sale of parts or accessories  
24 is under a manufacturer's bona fide quantity discount program; or (e)  
25 where the sale is made under a manufacturer's bona fide fleet vehicle  
26 discount program. For purposes of this subsection, "fleet" means a  
27 group of fifteen or more new motor vehicles purchased or leased by a  
28 dealer at one time under a single purchase or lease agreement for use  
29 as part of a fleet, and where the dealer has been assigned a fleet  
30 identifier code by the department of licensing.

31 (3) The following definitions apply to this section:

32 (a) "Actual price" means the price to be paid by the dealer less  
33 any incentive paid by the manufacturer, distributor, factory branch, or  
34 factory representative, whether paid to the dealer or the ultimate  
35 purchaser of the vehicle.

36 (b) "Control" or "controlling" means (i) the possession of, title  
37 to, or control of ten percent or more of the voting equity interest in  
38 a person, whether directly or indirectly through a fiduciary, agent, or



1 other intermediary, or (ii) the possession, direct or indirect, of the  
2 power to direct or cause the direction of the management or policies of  
3 a person, whether through the ownership of voting securities, through  
4 director control, by contract, or otherwise, except as expressly  
5 provided under the franchise agreement.

6 (c) "Motor vehicles" does not include trucks that are 14,001 pounds  
7 gross vehicle weight and above or recreational vehicles as defined in  
8 RCW 43.22.335.

9 (d) "Operate" means to manage a dealership, whether directly or  
10 indirectly.

11 (e) "Own" or "ownership" means to hold the beneficial ownership of  
12 one percent or more of any class of equity interest in a dealership,  
13 whether the interest is that of a shareholder, partner, limited  
14 liability company member, or otherwise. To hold an ownership interest  
15 means to have possession of, title to, or control of the ownership  
16 interest, whether directly or indirectly through a fiduciary, agent, or  
17 other intermediary.

18 (4) A violation of this section is deemed to affect the public  
19 interest and constitutes an unlawful and unfair practice under chapter  
20 19.86 RCW. A person aggrieved by an alleged violation of this section  
21 may petition the department to have the matter handled as an  
22 adjudicative proceeding under chapter 34.05 RCW.

23 NEW SECTION. **Sec. 4.** A new section is added to chapter 46.96 RCW  
24 to read as follows:

25 **Right of First Refusal.** (1) In the event of a proposed sale or  
26 transfer of a new motor vehicle dealership involving the transfer or  
27 sale of more than fifty percent of the ownership interest in, or more  
28 than fifty percent of the assets of, the dealership at the time of the  
29 transfer or sale, where the franchise agreement for the dealership  
30 contains a right of first refusal in favor of the manufacturer or  
31 distributor, then notwithstanding the terms of the franchise agreement,  
32 the manufacturer or distributor must be permitted to exercise a right  
33 of first refusal to acquire the dealership only if all of the following  
34 requirements are met:

35 (a) The manufacturer or distributor sends by certified mail, return  
36 receipt requested, or delivers by personal service, notice of its  
37 intent to exercise its right of first refusal within the lesser of (i)

1 forty-five days of receipt of the completed proposal for the proposed  
2 sale or transfer, or (ii) the time period specified in the dealership's  
3 franchise agreement; and

4 (b) The exercise of the right of first refusal will result in the  
5 motor vehicle dealer receiving consideration, terms, and conditions  
6 that are equal to or better than that for which the dealer has  
7 contracted in connection with the proposed transaction.

8 (2) Notwithstanding subsection (1) of this section, the  
9 manufacturer's or distributor's right of first refusal does not apply  
10 to transfer of a dealership under RCW 46.96.110, and does not apply to  
11 a proposed transaction involving any of the following purchasers or  
12 transferees:

13 (a) A purchaser or transferee who has been preapproved by the  
14 manufacturer or distributor with respect to the transaction;

15 (b) A family member or members, including the spouse, biological or  
16 adopted child, stepchild, grandchild, spouse of a child or grandchild,  
17 brother, sister, or parent of the dealer-operator, or one or more of  
18 the dealership's owners;

19 (c) A manager continuously employed by the motor vehicle dealer in  
20 the dealership during the previous three years who is otherwise  
21 qualified as a dealer-operator by meeting the reasonable and uniformly  
22 applied standards for approval of an application as a new motor vehicle  
23 dealer-operator by the manufacturer;

24 (d) A partnership, corporation, limited liability company, or other  
25 entity controlled by any of the family members, identified in (b) of  
26 this subsection, of the dealer-operator; or

27 (e) A trust established or to be established for the purpose of  
28 allowing the new motor vehicle dealer to continue to qualify as such  
29 under the manufacturer's or distributor's standards, or provides for  
30 the succession of the franchise agreement to designated family members  
31 identified in (b) of this subsection, or qualified management  
32 identified in (c) of this subsection, in the event of the death or  
33 incapacity of the dealer-operator or its principal owner or owners.

34 (3) As a condition to the manufacturer or distributor exercising  
35 its right of first refusal, the manufacturer or distributor shall pay  
36 the reasonable expenses, including attorneys' fees, incurred by the  
37 dealer's proposed purchaser or transferee in negotiating, and  
38 undertaking any action to consummate, the contract for the proposed

1 sale of the dealership up to the time of the manufacturer's or  
2 distributor's exercise of that right. In addition, the manufacturer or  
3 distributor shall pay any fees and expenses of the motor vehicle dealer  
4 arising on and after the date the manufacturer or distributor gives  
5 notice of the exercise of its right of first refusal, and incurred by  
6 the motor vehicle dealer as a result of alterations to documents, or  
7 additional appraisals, valuations, or financial analyses caused or  
8 required of the dealer by the manufacturer or distributor to consummate  
9 the contract for the sale of the dealership to the manufacturer's or  
10 distributor's proposed transferee, that would not have been incurred  
11 but for the manufacturer's or distributor's exercise of its right of  
12 first refusal. These expenses and fees must be paid by the  
13 manufacturer or distributor to the dealer and to the dealer's proposed  
14 purchaser or transferee on or before the closing date of the sale of  
15 the dealership to the manufacturer or distributor if the party entitled  
16 to reimbursement has submitted or caused to be submitted to the  
17 manufacturer or distributor, an accounting of these expenses and fees  
18 within thirty days after receipt of the manufacturer's or distributor's  
19 written request for the accounting. A manufacturer or distributor may  
20 request the accounting before exercising its right of first refusal.

21 (4) As a further condition to the exercise of its right of first  
22 refusal, a manufacturer or distributor shall assume and guarantee the  
23 lease or shall acquire the real property on which the motor vehicle  
24 franchise is conducted. Unless otherwise agreed to by the dealer and  
25 manufacturer or distributor, the lease terms or the real property  
26 acquisition terms must be the same as those on which the lease or  
27 property was to be transferred or sold to the dealer's proposed  
28 purchaser or transferee.

29 (5) If the selling dealer has disclosed to the proposed purchaser  
30 or transferee, in writing, the existence of the manufacturer's or  
31 distributor's right of first refusal, then the selling dealer has no  
32 liability to the proposed purchaser or transferee for a claim for  
33 damages resulting from the manufacturer or distributor exercising its  
34 right of first refusal. If the existence of the manufacturer's or  
35 distributor's right of first refusal was disclosed by the selling  
36 dealer to the proposed purchaser or transferee, in writing, before or  
37 at the time of execution of the purchase and sale or transfer  
38 agreement, the manufacturer or distributor shall indemnify, hold

1 harmless, and defend the selling dealer from and against any and all  
2 claims, damages, losses, actions, or causes of action asserted by the  
3 dealer's proposed purchaser or transferee against the selling dealer  
4 arising from the manufacturer's or distributor's exercise of its right  
5 of first refusal, and has the right, under this section, to file a  
6 motion on behalf of the dealer to dismiss the actions or causes of  
7 action asserted by the dealer's proposed purchaser or transferee.

8 NEW SECTION. **Sec. 5.** A new section is added to chapter 46.96 RCW  
9 to read as follows:

10 **Manufacturer Incentive Programs.** (1) A manufacturer or distributor  
11 shall pay a motor vehicle dealer's claim for payment or other  
12 compensation due under a manufacturer incentive program within thirty  
13 days after approval of the claim. A claim that is not disapproved or  
14 disallowed within thirty days after the manufacturer or distributor  
15 receives the claim is deemed automatically approved. If the motor  
16 vehicle dealer's claim is not approved, the manufacturer or distributor  
17 shall provide the dealer with written notice of the reasons for the  
18 disapproval at the time notice of disapproval is given.

19 (2) A manufacturer may not deny a claim based solely on a motor  
20 vehicle dealer's incidental failure to comply with a specific claim-  
21 processing requirement that results in a clerical error or other  
22 administrative technicality.

23 (3) Notwithstanding the terms of a franchise agreement or other  
24 contract with a manufacturer or distributor, a motor vehicle dealer has  
25 one year after the expiration of a manufacturer or distributor  
26 incentive program to submit a claim for payment or compensation under  
27 the program.

28 (4) Notwithstanding the terms of a franchise agreement or other  
29 contract with a dealer and except as provided in subsection (5) of this  
30 section, after the expiration of one year after the date of payment of  
31 a claim under a manufacturer or distributor incentive program, a  
32 manufacturer or distributor may not:

33 (a) Charge back to a motor vehicle dealer, whether directly or  
34 indirectly, the amount of a claim that has been approved and paid by  
35 the manufacturer or distributor under an incentive program;

36 (b) Charge back to a motor vehicle dealer, whether directly or

1 indirectly, the cash value of a prize or other thing of value awarded  
2 to the dealer under an incentive program; or

3 (c) Audit the records of a motor vehicle dealer to determine  
4 compliance with the terms of an incentive program. Where, however, a  
5 manufacturer or distributor has reasonable grounds to believe that the  
6 dealer committed fraud with respect to the incentive program, the  
7 manufacturer or distributor may audit the dealer for a fraudulent claim  
8 during any period for which an action for fraud may be commenced under  
9 applicable state law.

10 (5) Notwithstanding subsection (4)(a) and (b) of this section, a  
11 manufacturer or distributor may make charge-backs to a motor vehicle  
12 dealer if, after completion of an audit of the dealer's records, the  
13 manufacturer or distributor can show, by a preponderance of the  
14 evidence, that (a) the claim was intentionally false or fraudulent at  
15 the time it was submitted to the manufacturer or distributor, or (b)  
16 with respect to a claim under a service incentive program, the repair  
17 work was improperly performed in a substandard manner or was  
18 unnecessary to correct a defective condition.

19 NEW SECTION. **Sec. 6.** A new section is added to chapter 46.96 RCW  
20 to read as follows:

21 **Venue.** Notwithstanding the provisions of a franchise agreement or  
22 other provision of law to the contrary, the venue for a cause of  
23 action, claim, lawsuit, administrative hearing or proceeding,  
24 arbitration, or mediation, whether arising under this chapter or  
25 otherwise, in which the parties or litigants are a manufacturer or  
26 distributor and one or more motor vehicle dealers, is the state of  
27 Washington. It is the public policy of this state that venue provided  
28 for in this section may not be modified or waived in any contract or  
29 other agreement, and any provision contained in a franchise agreement  
30 that requires arbitration or litigation to be conducted outside the  
31 state of Washington is void and unenforceable.

32 This section does not apply to a voluntary dispute resolution  
33 procedure that is not binding on the dealer.

34 NEW SECTION. **Sec. 7.** Captions used in this act are not part of

1 the law.

--- END ---