

FIRST REGULAR SESSION  
SENATE COMMITTEE SUBSTITUTE FOR  
**SENATE BILL NO. 91**  
**94TH GENERAL ASSEMBLY**

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Reported from the Committee on Transportation, February 8, 2007, with recommendation that the Senate Committee Substitute do pass and be placed on the Consent Calendar.

0326S.02C

TERRY L. SPIELER, Secretary.

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**AN ACT**

To repeal sections 301.550 and 301.560, RSMo, and to enact in lieu thereof two new sections relating to the sole purpose of exempting dealers who sell emergency vehicles from certain dealer licensure requirements.

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*Be it enacted by the General Assembly of the State of Missouri, as follows:*

Section A. Sections 301.550 and 301.560, RSMo, are repealed and two new sections enacted in lieu thereof, to be known as sections 301.550 and 301.560, to read as follows:

301.550. 1. The definitions contained in section 301.010 shall apply to sections 301.550 to 301.573, and in addition as used in sections 301.550 to 301.573, the following terms mean:

(1) "Boat dealer", any natural person, partnership, or corporation who, for a commission or with an intent to make a profit or gain of money or other thing of value, sells, barter, exchanges, leases or rents with the option to purchase, offers, attempts to sell, or negotiates the sale of any vessel or vessel trailer, whether or not the vessel or vessel trailer is owned by such person. The sale of six or more vessels or vessel trailers or both in any calendar year shall be required as evidence that such person is eligible for licensure as a boat dealer under sections 301.550 to 301.573. The boat dealer shall demonstrate eligibility for renewal of his license by selling six or more vessels or vessel trailers or both in the prior calendar year while licensed as a boat dealer pursuant to sections 301.550 to 301.573;

(2) "Boat manufacturer", any person engaged in the manufacturing, assembling or modification of new vessels or vessel trailers as a regular business,

**EXPLANATION—Matter enclosed in bold-faced brackets [thus] in this bill is not enacted and is intended to be omitted in the law.**

17 including a person, partnership or corporation which acts for and is under the  
18 control of a manufacturer or assembly in connection with the distribution of  
19 vessels or vessel trailers;

20 (3) "Department", the Missouri department of revenue;

21 (4) "Director", the director of the Missouri department of revenue;

22 (5) **"Emergency vehicles", motor vehicles used as ambulances, law**  
23 **enforcement vehicles, and fire fighting and assistance vehicles;**

24 (6) "Manufacturer", any person engaged in the manufacturing, assembling  
25 or modification of new motor vehicles or trailers as a regular business, including  
26 a person, partnership or corporation which acts for and is under the control of a  
27 manufacturer or assembly in connection with the distribution of motor vehicles  
28 or accessories for motor vehicles;

29 [(6)] (7) "Motor vehicle broker", a person who holds himself out through  
30 solicitation, advertisement, or otherwise as one who offers to arrange a  
31 transaction involving the retail sale of a motor vehicle, and who is not:

32 (a) A dealer, or any agent, or any employee of a dealer when acting on  
33 behalf of a dealer;

34 (b) A manufacturer, or any agent, or employee of a manufacturer when  
35 acting on behalf of a manufacturer;

36 (c) The owner of the vehicle involved in the transaction; or

37 (d) A public motor vehicle auction or wholesale motor vehicle auction  
38 where buyers are licensed dealers in this or any other jurisdiction;

39 [(7)] (8) "Motor vehicle dealer" or "dealer", any person who, for  
40 commission or with an intent to make a profit or gain of money or other thing of  
41 value, sells, barter, exchanges, leases or rents with the option to purchase, or  
42 who offers or attempts to sell or negotiates the sale of motor vehicles or trailers  
43 whether or not the motor vehicles or trailers are owned by such person; provided,  
44 however, an individual auctioneer or auction conducted by an auctioneer licensed  
45 pursuant to chapter 343, RSMo, shall not be included within the definition of a  
46 motor vehicle dealer. The sale of six or more motor vehicles or trailers in any  
47 calendar year shall be required as evidence that such person is engaged in the  
48 motor vehicle business and is eligible for licensure as a motor vehicle dealer  
49 under sections 301.550 to 301.573;

50 [(8)] (9) "New motor vehicle", any motor vehicle being transferred for the  
51 first time from a manufacturer, distributor or new vehicle dealer which has not  
52 been registered or titled in this state or any other state and which is offered for

53 sale, barter or exchange by a dealer who is franchised to sell, barter or exchange  
54 that particular make of motor vehicle. The term "new motor vehicle" shall not  
55 include manufactured homes, as defined in section 700.010, RSMo;

56 ~~[(9)]~~ **(10)** "New motor vehicle franchise dealer", any motor vehicle dealer  
57 who has been franchised to deal in a certain make of motor vehicle by the  
58 manufacturer or distributor of that make and motor vehicle and who may, in line  
59 with conducting his business as a franchise dealer, sell, barter or exchange used  
60 motor vehicles;

61 ~~[(10)]~~ **(11)** "Person" includes an individual, a partnership, corporation,  
62 an unincorporated society or association, joint venture or any other entity;

63 ~~[(11)]~~ **(12)** "Powersport dealer", any motor vehicle dealer who sells, either  
64 pursuant to a franchise agreement or otherwise, primarily motor vehicles  
65 including but not limited to motorcycles, all-terrain vehicles, and personal  
66 watercraft, as those terms are defined in this chapter and chapter 306, RSMo;

67 ~~[(12)]~~ **(13)** "Public motor vehicle auction", any person, firm or corporation  
68 who takes possession of a motor vehicle whether by consignment, bailment or any  
69 other arrangement, except by title, for the purpose of selling motor vehicles at a  
70 public auction by a licensed auctioneer;

71 ~~[(13)]~~ **(14)** "Storage lot", an area, within the same city or county where  
72 a dealer may store excess vehicle inventory;

73 ~~[(14)]~~ **(15)** "Used motor vehicle", any motor vehicle which is not a new  
74 motor vehicle, as defined in sections 301.550 to 301.573, and which has been sold,  
75 bartered, exchanged or given away or which may have had a title issued in this  
76 state or any other state, or a motor vehicle so used as to be what is commonly  
77 known as a secondhand motor vehicle. In the event of an assignment of the  
78 statement of origin from an original franchise dealer to any individual or other  
79 motor vehicle dealer other than a new motor vehicle franchise dealer of the same  
80 make, the vehicle so assigned shall be deemed to be a used motor vehicle and a  
81 certificate of ownership shall be obtained in the assignee's name. The term "used  
82 motor vehicle" shall not include manufactured homes, as defined in section  
83 700.010, RSMo;

84 ~~[(15)]~~ **(16)** "Used motor vehicle dealer", any motor vehicle dealer who is  
85 not a new motor vehicle franchise dealer;

86 ~~[(16)]~~ **(17)** "Vessel", every boat and watercraft defined as a vessel in  
87 section 306.010, RSMo;

88 ~~[(17)]~~ **(18)** "Vessel trailer", any trailer, as defined by section 301.010

89 which is designed and manufactured for the purposes of transporting vessels;

90 ~~[(18)]~~ **(19)** "Wholesale motor vehicle auction", any person, firm or  
91 corporation in the business of providing auction services solely in wholesale  
92 transactions at its established place of business in which the purchasers are  
93 motor vehicle dealers licensed by this or any other jurisdiction, and which neither  
94 buys, sells nor owns the motor vehicles it auctions in the ordinary course of its  
95 business. Except as required by law with regard to the auction sale of a  
96 government owned motor vehicle, a wholesale motor vehicle auction shall not  
97 provide auction services in connection with the retail sale of a motor vehicle;

98 ~~[(19)]~~ **(20)** "Wholesale motor vehicle dealer", a motor vehicle dealer who  
99 sells motor vehicles only to other new motor vehicle franchise dealers or used  
100 motor vehicle dealers or via auctions limited to other dealers of any class.

101 2. For purposes of sections 301.550 to 301.573, neither the term "motor  
102 vehicle" nor the term "trailer" shall include manufactured homes, as defined in  
103 section 700.010, RSMo.

104 3. Dealers shall be divided into classes as follows:

- 105 (1) Boat dealers;  
106 (2) Franchised new motor vehicle dealers;  
107 (3) Used motor vehicle dealers;  
108 (4) Wholesale motor vehicle dealers;  
109 (5) Recreational motor vehicle dealers;  
110 (6) Historic motor vehicle dealers;  
111 (7) Classic motor vehicle dealers; and  
112 (8) Powersport dealers.

301.560. 1. In addition to the application forms prescribed by the  
2 department, each applicant shall submit the following to the department:

- 3 (1) Every application other than a renewal application for a motor vehicle  
4 franchise dealer shall include a certification that the applicant has a bona fide  
5 established place of business. When the application is being made for licensure  
6 as a manufacturer, motor vehicle dealer, wholesale motor vehicle dealer,  
7 wholesale motor vehicle auction or a public motor vehicle auction, certification  
8 shall be performed by a uniformed member of the Missouri state highway patrol  
9 stationed in the troop area in which the applicant's place of business is located;  
10 except, that in counties of the first classification, certification may be performed  
11 by an officer of a metropolitan police department when the applicant's established  
12 place of business of distributing or selling motor vehicles or trailers is in the

13 metropolitan area where the certifying metropolitan police officer is  
14 employed. When the application is being made for licensure as a boat  
15 manufacturer or boat dealer, certification shall be performed by a uniformed  
16 member of the Missouri state water patrol stationed in the district area in which  
17 the applicant's place of business is located or by a uniformed member of the  
18 Missouri state highway patrol stationed in the troop area in which the applicant's  
19 place of business is located or, if the applicant's place of business is located  
20 within the jurisdiction of a metropolitan police department in a first class county,  
21 by an officer of such metropolitan police department. A bona fide established  
22 place of business for any new motor vehicle franchise dealer or used motor vehicle  
23 dealer shall include a permanent enclosed building or structure, either owned in  
24 fee or leased and actually occupied as a place of business by the applicant for the  
25 selling, bartering, trading or exchanging of motor vehicles or trailers and wherein  
26 the public may contact the owner or operator at any reasonable time, and wherein  
27 shall be kept and maintained the books, records, files and other matters required  
28 and necessary to conduct the business. The applicant's place of business shall  
29 contain a working telephone which shall be maintained during the entire  
30 registration year. In order to qualify as a bona fide established place of business  
31 for all applicants licensed pursuant to this section there shall be an exterior sign  
32 displayed carrying the name of the business set forth in letters at least six inches  
33 in height and clearly visible to the public and there shall be an area or lot which  
34 shall not be a public street on which one or more vehicles may be displayed,  
35 except when licensure is for a wholesale motor vehicle dealer, a lot and sign shall  
36 not be required. The sign shall contain the name of the dealership by which it  
37 is known to the public through advertising or otherwise, which need not be  
38 identical to the name appearing on the dealership's license so long as such name  
39 is registered as a fictitious name with the secretary of state, has been approved  
40 by its line-make manufacturer in writing in the case of a new motor vehicle  
41 franchise dealer and a copy of such fictitious name registration has been provided  
42 to the department. When licensure is for a boat dealer, a lot shall not be  
43 required. In the case of new motor vehicle franchise dealers, the bona fide  
44 established place of business shall include adequate facilities, tools and personnel  
45 necessary to properly service and repair motor vehicles and trailers under their  
46 franchisor's warranty. **Dealers who sell only emergency vehicles as**  
47 **defined in section 301.550 are exempt from maintaining a bona fide**  
48 **place of business, including the related law enforcement certification**

**49 requirements, and from meeting the minimum yearly sales;**

50           (2) If the application is for licensure as a manufacturer, boat  
51 manufacturer, new motor vehicle franchise dealer, used motor vehicle dealer,  
52 wholesale motor vehicle auction, boat dealer or a public motor vehicle auction, a  
53 photograph, not to exceed eight inches by ten inches, showing the business  
54 building and sign shall accompany the initial application. In the case of a  
55 manufacturer, new motor vehicle franchise dealer or used motor vehicle dealer,  
56 the photograph shall include the lot of the business. A new motor vehicle  
57 franchise dealer applicant who has purchased a currently licensed new motor  
58 vehicle franchised dealership shall be allowed to submit a photograph of the  
59 existing dealership building, lot and sign but shall be required to submit a new  
60 photograph upon the installation of the new dealership sign as required by  
61 sections 301.550 to 301.573. Applicants shall not be required to submit a  
62 photograph annually unless the business has moved from its previously licensed  
63 location, or unless the name of the business or address has changed, or unless the  
64 class of business has changed;

65           (3) If the application is for licensure as a wholesale motor vehicle dealer  
66 or as a boat dealer, the application shall contain the business address, not a post  
67 office box, and telephone number of the place where the books, records, files and  
68 other matters required and necessary to conduct the business are located and  
69 where the same may be inspected during normal daytime business  
70 hours. Wholesale motor vehicle dealers and boat dealers shall file reports as  
71 required of new franchised motor vehicle dealers and used motor vehicle dealers;

72           (4) Every applicant as a new motor vehicle franchise dealer, a used motor  
73 vehicle dealer, a wholesale motor vehicle dealer, or boat dealer shall furnish with  
74 the application a corporate surety bond or an irrevocable letter of credit as  
75 defined in section 400.5-103, RSMo, issued by any state or federal financial  
76 institution in the penal sum of twenty-five thousand dollars on a form approved  
77 by the department. The bond or irrevocable letter of credit shall be conditioned  
78 upon the dealer complying with the provisions of the statutes applicable to new  
79 motor vehicle franchise dealers, used motor vehicle dealers, wholesale motor  
80 vehicle dealers and boat dealers, and the bond shall be an indemnity for any loss  
81 sustained by reason of the acts of the person bonded when such acts constitute  
82 grounds for the suspension or revocation of the dealer's license. The bond shall  
83 be executed in the name of the state of Missouri for the benefit of all aggrieved  
84 parties or the irrevocable letter of credit shall name the state of Missouri as the

85 beneficiary; except, that the aggregate liability of the surety or financial  
86 institution to the aggrieved parties shall, in no event, exceed the amount of the  
87 bond or irrevocable letter of credit. The proceeds of the bond or irrevocable letter  
88 of credit shall be paid upon receipt by the department of a final judgment from  
89 a Missouri court of competent jurisdiction against the principal and in favor of  
90 an aggrieved party;

91 (5) Payment of all necessary license fees as established by the  
92 department. In establishing the amount of the annual license fees, the  
93 department shall, as near as possible, produce sufficient total income to offset  
94 operational expenses of the department relating to the administration of sections  
95 301.550 to 301.573. All fees payable pursuant to the provisions of sections  
96 301.550 to 301.573, other than those fees collected for the issuance of dealer  
97 plates or certificates of number collected pursuant to subsection 6 of this section,  
98 shall be collected by the department for deposit in the state treasury to the credit  
99 of the "Motor Vehicle Commission Fund", which is hereby created. The motor  
100 vehicle commission fund shall be administered by the Missouri department of  
101 revenue. The provisions of section 33.080, RSMo, to the contrary  
102 notwithstanding, money in such fund shall not be transferred and placed to the  
103 credit of the general revenue fund until the amount in the motor vehicle  
104 commission fund at the end of the biennium exceeds two times the amount of the  
105 appropriation from such fund for the preceding fiscal year or, if the department  
106 requires permit renewal less frequently than yearly, then three times the  
107 appropriation from such fund for the preceding fiscal year. The amount, if any,  
108 in the fund which shall lapse is that amount in the fund which exceeds the  
109 multiple of the appropriation from such fund for the preceding fiscal year.

110 2. In the event a new manufacturer, boat manufacturer, motor vehicle  
111 dealer, wholesale motor vehicle dealer, boat dealer, wholesale motor vehicle  
112 auction or a public motor vehicle auction submits an application for a license for  
113 a new business and the applicant has complied with all the provisions of this  
114 section, the department shall make a decision to grant or deny the license to the  
115 applicant within eight working hours after receipt of the dealer's application,  
116 notwithstanding any rule of the department.

117 3. Upon the initial issuance of a license by the department, the  
118 department shall assign a distinctive dealer license number or certificate of  
119 number to the applicant and the department shall issue one number plate or  
120 certificate bearing the distinctive dealer license number or certificate of number

121 within eight working hours after presentment of the application. Upon the  
122 renewal of a boat dealer, boat manufacturer, manufacturer, motor vehicle dealer,  
123 public motor vehicle auction, wholesale motor vehicle dealer or wholesale motor  
124 vehicle auction, the department shall issue the distinctive dealer license number  
125 or certificate of number as quickly as possible. The issuance of such distinctive  
126 dealer license number or certificate of number shall be in lieu of registering each  
127 motor vehicle, trailer, vessel or vessel trailer dealt with by a boat dealer, boat  
128 manufacturer, manufacturer, public motor vehicle auction, wholesale motor  
129 vehicle dealer, wholesale motor vehicle auction or motor vehicle dealer.

130 4. Notwithstanding any other provision of the law to the contrary, the  
131 department shall assign the following distinctive dealer license numbers to:

132 New motor vehicle franchise dealers ..... D-0 through D-999  
133 New motor vehicle franchise and  
134 commercial motor vehicle ..... D-1000 through D-1999  
135 Used motor vehicle dealers ..... D-2000 through D-5399  
136 and D-6000 through D-9999  
137 Wholesale motor vehicle dealers ..... W-1000 through W-1999  
138 Wholesale motor vehicle auctions ..... W-2000 through W-2999  
139 Trailer dealers ..... T-0 through T-9999  
140 Motor vehicle and trailer manufacturers ..... M-0 through M-9999  
141 Motorcycle dealers ..... D-5400 through D-5999  
142 Public motor vehicle auctions ..... A-1000 through A-1999  
143 Boat dealers and boat manufacturers ..... B-0 through B-9999

144 5. Upon the sale of a currently licensed new motor vehicle franchise  
145 dealership the department shall, upon request, authorize the new approved dealer  
146 applicant to retain the selling dealer's license number and shall cause the new  
147 dealer's records to indicate such transfer.

148 6. In the case of manufacturers and motor vehicle dealers, the department  
149 shall also issue one number plate bearing the distinctive dealer license number  
150 to the applicant upon payment by the manufacturer or dealer of a fifty dollar  
151 fee. Such license plates shall be made with fully reflective material with a  
152 common color scheme and design, shall be clearly visible at night, and shall be  
153 aesthetically attractive, as prescribed by section 301.130. Boat dealers and boat  
154 manufacturers shall be entitled to one certificate of number bearing such number  
155 upon the payment of a fifty dollar fee. As many additional number plates as may  
156 be desired by manufacturers and motor vehicle dealers and as many additional



157 certificates of number as may be desired by boat dealers and boat manufacturers  
158 may be obtained upon payment of a fee of ten dollars and fifty cents for each  
159 additional plate or certificate. A motor vehicle dealer, boat dealer, manufacturer,  
160 boat manufacturer, public motor vehicle auction, wholesale motor vehicle dealer  
161 or wholesale motor vehicle auction obtaining a dealer license plate or certificate  
162 of number or additional license plate or additional certificate of number,  
163 throughout the calendar year, shall be required to pay a fee for such license  
164 plates or certificates of number computed on the basis of one-twelfth of the full  
165 fee prescribed for the original and duplicate number plates or certificates of  
166 number for such dealers' licenses, multiplied by the number of months remaining  
167 in the licensing period for which the dealer or manufacturers shall be required  
168 to be licensed. In the event of a renewing dealer, the fee due at the time of  
169 renewal shall not be prorated.

170         7. The plates issued pursuant to subsection 3 or 6 of this section may be  
171 displayed on any motor vehicle owned and held for resale by the motor vehicle  
172 dealer or manufacturer, and used by a customer who is test driving the motor  
173 vehicle, or is used by an employee or officer, but shall not be displayed on any  
174 motor vehicle or trailer hired or loaned to others or upon any regularly used  
175 service or wrecker vehicle. Motor vehicle dealers may display their dealer plates  
176 on a tractor, truck or trailer to demonstrate a vehicle under a loaded condition.

177         8. The certificates of number issued pursuant to subsection 3 or 6 of this  
178 section may be displayed on any vessel or vessel trailer owned and held for resale  
179 by a boat manufacturer or a boat dealer, and used by a customer who is test  
180 driving the vessel or vessel trailer, or is used by an employee or officer, but shall  
181 not be displayed on any vessel or vessel trailer hired or loaned to others or upon  
182 any regularly used service vessel or vessel trailer. Boat dealers and  
183 manufacturers may display their certificate of number on a vessel or vessel trailer  
184 which is being transported to an exhibit or show.

185         9. (1) Beginning August 28, 2006, every application for the issuance of a  
186 used motor vehicle dealer's license shall be accompanied by proof that the  
187 applicant, within the last twelve months, has completed an educational seminar  
188 course approved by the department as prescribed by subdivision (2) of this  
189 subsection. Wholesale and retail auto auctions shall be exempt from the  
190 requirements of this subsection. The provisions of this subsection shall not apply  
191 to new motor vehicle franchise dealers or a motor vehicle leasing agency. The  
192 provisions of this subsection shall not apply to used motor vehicle dealers who

193 were licensed prior to August 28, 2006.

194 (2) The educational seminar shall include, but is not limited to, the dealer  
195 requirements of sections 301.550 to 301.573, the rules promulgated to implement,  
196 enforce, and administer sections 301.550 to 301.570, and any other rules and  
197 regulations promulgated by the department.

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