



Automobile Dealers Association of Indiana, Inc.

REGULATORY BULLETIN

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BMV OFF-SITE SALE PROVISIONS “ZERO TOLERANCE POLICY”

ADAI members have recently experienced a ‘zero tolerance policy’ with regard to various aspects of off-site sales by licensed dealers. The BMV had previously loosely regulated off-site sales; but with the implementation of the July 1, 2003 changes to the law, it has adhered to written regulations and statutes more aggressively. The ‘zero tolerance policy’ extends to the following:

- Applications for off-site sales must be received a minimum of thirty (30) days prior to the sale date.
- An off-site sale may not be conducted more than a radius of twenty (20) miles from the participating dealer’s established place of business...measured ‘as the crow flies’.
- Vehicles may not be displayed at a location other than the established place of business without an off-site sale license.
- Dealers are prohibited from ‘consigning’ or displaying vehicles at another dealer’s established place of business.

Discoveries or complaints of violations of the off-site sale statutes and regulations have been swiftly dealt with by the BMV. Violations could result in a Cease and Desist order for the immediate cessation of the event and removal of the vehicles as well as sanctions against the motor vehicle business license of the dealer.