



## TRILLIUM AUTOMOBILE DEALERS ASSOCIATION

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Serving the Interests of Ontario New Car  
and Truck Dealerships for over 100 years.

September 14, 2016

Steve Clark, MPP (Leeds-Grenville)  
Room 428, Main Legislative Building  
Queen's Park  
Toronto, Ontario M7A 1A8

Dear MPP Clark:

Since 1908, the Trillium Automobile Dealers Association (Trillium) has been the voice of Ontario's new car dealers. We are Canada's largest provincial new car dealer association with a membership of over 1,000 dealers . equating to one-third of all new car dealers in Canada. In 2015, nearly 40 percent of all new cars and trucks sold in Canada were purchased from Ontario new car dealers.

On behalf of Trillium, I am writing to deeply thank you for introducing Bill 3, the *Cutting Red Tape for Motor Vehicle Dealers Act, 2016* yesterday in the Ontario Legislature. Like you, we were deeply disappointed the same Bill (previously known as Bill 152) died when the Ontario Legislature was prorogued last week. Prorogation was a major setback for such an important initiative that had all-party support. Furthermore, we appreciate you re-introducing this Bill on the very first day MPPs were permitted to introduce Bills during this new session of Parliament.

Automobile dealers pride themselves on providing excellent customer service. Part of the car buying experience, is the registering of the motor vehicle so a permit and licence plate can be issued in order to operate the vehicle on the road. Auto dealers spend a considerable amount of time, money and resources in order to register vehicles . Dealers provide this customer service experience in order to go above and beyond expectations, and ensure the proper and quick delivery of the vehicle to the customer.

However, there is a considerable cost in both time and money. If passed, Bill 3 will dramatically cut down on this expense and make the vehicle purchase transaction more efficient and convenient for both the dealer and the consumer. Dealers will not have to waste time sending a person to the local licensing office in order to process the

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registration. And consumers will not experience a delay in order to take delivery of their vehicle . which is often a very exciting time for families. In effect, the dealership's business hours will determine when the vehicle can be registered . not the local licensing office.

Bill 3 will allow the car dealership to become a one-stop shop for customers. Theoretically, a person can sign a purchase contract and register the vehicle all in the same day, perhaps within hours . without having to return to the dealership to take delivery of the vehicle.

For dealers in areas of the province where a licence office is far away, this Bill will have an even greater impact. Dealership employees will not waste time travelling far distances numerous times to provide this service, and can use their time more productively to running the business.

Bill 3 is a vital tool that supports Ontario's auto sector. Too often, the retail side of the auto sector doesn't receive the attention it deserves. While auto manufacturing may grab headlines, it is the retail side where the rubber hits the road. This Bill will help Ontario's 1,000 new car dealers save time and money, and give them the tools to provide a more convenient customer service experience.

Sincerely,

A handwritten signature in cursive script that reads "Frank Notte". The signature is written in black ink and is positioned above the printed name and title.

Frank Notte  
Director of Government Relations