

1 ENGROSSED SENATE
2 BILL NO. 1069

By: Gumm of the Senate

and

Johnson (Rob) of the House

7 An Act relating to motor vehicles; creating the Fair
8 Practices of Equipment Manufacturers, Distributors,
9 Wholesalers and Dealers Act; providing short title;
10 stating purpose; defining terms; providing
11 violations; providing for termination of certain
12 dealer agreements without cause; providing for
13 certain notice; stating certain provisions do not
14 apply to certain agreements between a single-line
15 dealer and its single-line supplier; prohibiting
16 suppliers from terminating certain agreements without
17 good cause; defining term; stating when good cause
18 shall exist; providing for notice of termination of a
19 dealer agreement by a supplier; providing certain
20 time to cure certain deficiencies; providing
21 termination notice be void upon certain cure;
22 prohibiting termination under certain circumstances;
23 stating when notice and right to cure shall not
24 apply; providing procedures for supplier with
contractual authority or an equity ownership interest
therein to approve or deny certain request for sale
or transfer of a dealer's business; providing
procedures for supplier with contractual authority or
an equity ownership interest therein to approve or
deny certain request for sale or transfer of a
dealer's business upon the death of a dealer; stating
certain provisions do not apply to certain agreements
between a single-line dealer and its single-line
supplier; stating certain provisions shall apply to
certain dealer agreements between a single-line
dealer and its single-line supplier; prohibiting
supplier from terminating certain dealer agreements
without good cause; defining term; stating when good
cause exists; providing procedures for notice of
certain termination; providing certain time to cure
certain deficiencies; providing termination notice be

1 void upon certain cure; providing for certain
2 reasonable period of time for certain good cause;
3 stating when notice and right to cure shall not
4 apply; providing procedures for a supplier to
5 consider and make certain determination relating to
6 certain request by a family member upon the death of
7 a dealer; requiring certain agreements relating to
8 succession rights be observed; providing for the
9 acceptance or rejection of certain warranty claims;
10 providing for certain disapproved claims; providing
11 for compensation of certain warranty work; stating
12 what will be deemed to create certain warranty
13 claims; providing for certain audits of warranty
14 claims; stating when certain requirements apply to
15 certain warranty claims and when such claims are
16 unreasonable; providing for certain alternate
17 reimbursement terms and conditions; providing for
18 certain payments to a supplier if certain agreements
19 are cancelled; providing for the title to certain
20 inventory to pass to a supplier; providing for
21 certain payments for certain credit due; providing
22 for certain refusal to repurchase certain inventory;
23 providing for certain payment for certain shipping;
24 providing for the retainage of certain lien;
construing language; stating certain repurchase shall
not be required under certain circumstances;
providing for violations; stating certain actions
shall be void; stating what dealer agreements the act
shall apply to; stating that provisions of the act
shall be supplemental to certain dealer agreements;
allowing dealer to pursue certain remedies; providing
an exception; providing for codification; and
providing an effective date.

BE IT ENACTED BY THE PEOPLE OF THE STATE OF OKLAHOMA:

SECTION 1. NEW LAW A new section of law to be codified
in the Oklahoma Statutes as Section 16-1000 of Title 47, unless
there is created a duplication in numbering, reads as follows:

1 This act shall be know and may be cited as the "Fair Practices
2 of Equipment Manufacturers, Distributors, Wholesalers and Dealers
3 Act".

4 SECTION 2. NEW LAW A new section of law to be codified
5 in the Oklahoma Statutes as Section 16-1001 of Title 47, unless
6 there is created a duplication in numbering, reads as follows:

7 The Legislature finds and declares that the retail distribution,
8 sales and rental of agricultural, construction, utility, industrial,
9 mining, outdoor power, forestry and lawn and garden equipment,
10 utilizing independent dealers operating under contract with the
11 supplier vitally affects the general economy of this state, the
12 public interest and the public welfare. Therefore, the Legislature
13 has determined that it is necessary to regulate the business
14 relations between the independent dealers and the equipment
15 suppliers as contemplated in the Fair Practices of Equipment
16 Manufacturers, Distributors, Wholesalers and Dealers Act and that
17 any action taken in violation of this act will result in a violation
18 of an important public policy of this state.

19 SECTION 3. NEW LAW A new section of law to be codified
20 in the Oklahoma Statutes as Section 16-1002 of Title 47, unless
21 there is created a duplication in numbering, reads as follows:

22 As used in the Fair Practices of Equipment Manufacturers,
23 Distributors, Wholesalers and Dealers Act:

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1 1. "Current net parts price" means, with respect to current
2 parts, the price for repair parts listed in the supplier's price
3 list or catalogue in effect at the time the dealer agreement is
4 cancelled or discontinued, or for purposes of Section 9 of the Fair
5 Practices of Equipment Manufacturers, Distributors, Wholesalers and
6 Dealers Act, the price list or catalogue in effect at the time the
7 repair parts were ordered. Current net parts price means, with
8 respect to superseded repair parts, the price listed in the
9 supplier's price list or catalogue in effect at the time the dealer
10 agreement is cancelled or discontinued for the part that performs
11 the same function and purpose as the superseded part, but is simply
12 listed under a different part number;

13 2. "Current net parts cost" means the current net parts price
14 less any trade or cash discounts typically given to the dealer with
15 respect to such dealer's normal, ordinary course orders of repair
16 parts;

17 3. "Dealer" means any person, not including mass retailers who
18 sell through "big box" stores, engaged in the business of:

- 19 a. selling or leasing equipment or repair parts therefore
- 20 to the ultimate consumer thereof, and
- 21 b. repairing or servicing equipment;

22 4. "Dealer Agreement" means either an oral or written agreement
23 or arrangement for a definite or indefinite period between a dealer
24 and a supplier that provides for the rights and obligations of the

1 parties with respect to the purchase or sale of equipment or repair
2 parts. Notwithstanding the foregoing, if a dealer has more than one
3 business location covered by the same dealer agreement, the
4 requirements of the Fair Practices of Equipment Manufacturers,
5 Distributors, Wholesalers and Dealers Act will be applied to the
6 repurchase of a dealer's inventory at a particular location upon the
7 closing of such location;

8 5. "Dealership" means the retail sale business engaged in by a
9 dealer under a dealer agreement;

10 6. "Demonstrator" means equipment in a dealer's inventory that
11 has never been sold at retail, but has had its usage demonstrated to
12 potential customers, either without charge or pursuant to a short-
13 term rental agreement, with the intent of encouraging the person to
14 purchase the equipment and which has been authorized for the use by
15 the supplier;

16 7. "Equipment" means:

17 a. all-terrain vehicles, regardless of how used, and
18 b. other machinery, equipment, implements or attachments
19 therefore, used for or in connection with the
20 following purposes:

21 (1) lawn, garden, golf course, landscaping or grounds
22 maintenance,
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1 (2) planting, cultivating, irrigating, harvesting,
2 and producing of agricultural and/or forestry
3 products,

4 (3) raising, feeding, tending to or harvesting
5 products from livestock or any other activity in
6 connection therewith, or

7 (4) industrial, construction, maintenance, mining or
8 utility activities or applications,

9 Equipment shall not mean self-propelled vehicles designed
10 primarily for the transportation of persons or property on a street
11 or highway;

12 8. "Family Member" means a spouse, child, son-in-law, daughter-
13 in-law or lineal descendant;

14 9. "Good Cause" has the meaning as set forth in Section 5 or
15 Section 6 of this act, as applicable;

16 10. "Index" means the United States Bureau of Labor Statistics
17 purchase price index (industry data) for construction machinery,
18 series identification number pcu333120333120 or any successor index
19 measuring substantially similar information;

20 11. "Inventory" means new equipment, repair parts, data
21 processing hardware or software, and specialized service or repair
22 tools;

23 12. "Net equipment cost" means the price the dealer actually
24 paid to the supplier for equipment, plus:

- 1 a. freight, at truckload rates in effect as of the
2 effective date of the termination of a dealer
3 agreement, if freight was paid by the dealer from the
4 supplier's location to the dealer's location, and
5 b. reimbursement for labor incurred in preparing the
6 equipment for retail sale or rental, also known as
7 set-up costs, which labor will be reimbursed at the
8 dealer's standard labor rate charged by the dealer to
9 its customers for nonwarranty repair work; provided,
10 however, if a supplier has established a reasonable
11 set-up time, such labor will be reimbursed at an
12 amount equal to the reasonable set-up time in effect
13 as of the date of delivery multiplied by the dealer's
14 standard labor rate;

15 13. "New equipment" means, for purposes of determining whether
16 a dealer is a single-line dealer, any equipment that could be
17 returned to the supplier upon a termination of a dealer agreement
18 pursuant to Sections 10 and 11 of the Fair Practices of Equipment
19 Manufacturers, Distributors, Wholesalers and Dealers Act;

20 14. "Person" means a natural person, corporation, partnership,
21 limited liability company, company, trust or any and all other forms
22 of business enterprise, including any other entity in which it has a
23 majority interest or of which it has control, as well as the
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1 individual officers, directors and other persons in active control
2 of the activities of each entity;

3 15. "Repair parts" means all parts related to the repair of
4 equipment, including superseded parts;

5 16. "Single-line dealer" means a dealer that has:

6 a. purchased construction, industrial, forestry and
7 mining equipment from a single supplier constituting
8 seventy-five percent (75%) of the dealer's new
9 equipment, calculated on the basis of net cost, and

10 b. a total annual average sales volume in excess of
11 Twenty Million Dollars (\$20,000,000.00) for the three
12 (3) calendar years immediately preceding the
13 applicable determination date; provided, however, the
14 Twenty Million Dollars (\$20,000,000.00) threshold will
15 be increased each year by an amount equal to the then
16 current threshold multiplied by the percentage
17 increase in the Index from January of the immediately
18 preceding year to January of the current year;

19 17. "Single-line Supplier" means the supplier that is selling
20 the single-line dealer construction, industrial, forestry and mining
21 equipment constituting seventy-five percent (75%) of the dealer's
22 new equipment;

23 18. "Supplier" means any person engaged in the business of
24 manufacturing, assembly or wholesale distribution of equipment or

1 repair parts. The term supplier and the provisions of the Fair
2 Practices of Equipment Manufacturers, Distributors, Wholesalers and
3 Dealers Act shall be interpreted liberally and will not be limited
4 to traditional doctrines of corporate successor liability or take
5 into account whether:

6 a. a successor expressly assumed the liabilities of the
7 supplier or

8 b. there has been one or more intermediate successors to
9 the initial supplier.

10 The obligations of a supplier hereunder shall consequently apply
11 to any actual or effective successor in interest to a supplier,
12 including but not limited to, a purchaser of all or substantially
13 all of the assets of a supplier or all or substantially all of the
14 assets of any division or product line of a supplier, any receiver,
15 trustee, liquidator or assignee of the supplier or any surviving
16 corporation resulting from a merger, liquidation or reorganization
17 of the original or any intermediate successor supplier. Purchasers
18 of all, or substantially all, of the inventory of a supplier or a
19 supplier's division or product line will constitute a purchaser of
20 all or substantially all of the supplier's assets; and

21 19. "Terminate" means to terminate, cancel, fail to renew or
22 substantially change the competitive circumstances of a dealer
23 agreement.

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1 SECTION 4. NEW LAW A new section of law to be codified
2 in the Oklahoma Statutes as Section 16-1003 of Title 47, unless
3 there is created a duplication in numbering, reads as follows:

4 It shall be a violation of this act for a supplier to take any
5 one or more of the following actions:

6 1. To coerce, compel or require any dealer to accept delivery
7 of any equipment or repair parts which the dealer has not
8 voluntarily ordered, except as required by any applicable law or
9 unless such equipment or repair parts are safety features required
10 by a supplier;

11 2. To require any dealer to purchase goods or services as a
12 condition to the sale by the supplier to the dealer of any
13 equipment, repair parts or other goods or services, provided that
14 nothing herein shall prohibit a supplier from requiring the dealer
15 to purchase all repair parts, special tools and training reasonably
16 necessary to maintain the safe operation or quality of operation in
17 the field of any equipment offered for sale by the dealer;

18 3. To coerce any dealer into a refusal to purchase equipment
19 manufactured by another supplier. However, it shall not be a
20 violation of this section to require separate facilities, financial
21 statements or sales staff for major competing lines so long as the
22 dealer is given at least three (3) years notice of such requirement;

23 4. To refuse to deliver in reasonable quantities and within a
24 reasonable time, after receipt of the dealer's order, to any dealer

1 having a dealer agreement for the retail sale of new equipment sold
2 or distributed by such supplier, equipment covered by such dealer
3 agreement specifically advertised or represented by such supplier to
4 be available for immediate delivery. The failure to deliver any
5 such equipment will not be considered a violation of the Fair
6 Practices of Equipment Manufacturers, Distributors, Wholesalers and
7 Dealers Act if such failure is due to prudent and reasonable
8 restrictions on extensions of credit by the supplier to the dealer,
9 an act of nature, work stoppage or delay due to a strike or labor
10 difficulty, a bona fide shortage of materials, freight embargo, or
11 other cause over which the supplier has no control or a business
12 decision by the supplier to limit the production volume of the
13 equipment;

14 5. To discriminate, directly or indirectly, in filling an order
15 placed by a dealer for retail sale or lease of new equipment under a
16 dealer agreement as between dealers of the same product line;

17 6. To discriminate, directly or indirectly, in price between
18 different dealers with respect to purchases of equipment or repair
19 parts of like grade and quality and identical brand, where the
20 effect of such discrimination may be to substantially lessen
21 competition, tend to create a monopoly in any line of commerce or
22 injure, destroy or prevent competition with any dealer who either
23 grants or knowingly receives the benefit of such discrimination;
24 provided, however, different prices may be charged if:

- 1 a. such differences are due to differences in the cost of
2 manufacture, sale or delivery of the equipment or
3 repair parts,
4 b. the supplier can show that its lower price was made in
5 good faith to meet an equally low price of a
6 competitor, or
7 c. such differences are related to the volume of
8 equipment purchased by dealers;

9 7. To prevent by contract or otherwise, any dealer from
10 changing its capital structure, ownership or the means by or through
11 which the dealer finances its operations, so long as the dealer
12 gives prior notice to the supplier, and provided the dealer at all
13 times meets any reasonable capital standards agreed to between the
14 dealer and the supplier and imposed on similarly situated dealers,
15 and provided such change by the dealer does not result in a change
16 in the person with actual or effective control of a majority of the
17 voting interests of the dealer; and

18 8. To require a dealer to assent to a release, assignment,
19 novation, waiver or estoppel which would relieve any person from
20 liability imposed by the Fair Practices of Equipment Manufacturers,
21 Distributors, Wholesalers and Dealers Act.

22 SECTION 5. NEW LAW A new section of law to be codified
23 in the Oklahoma Statutes as Section 16-1004 of Title 47, unless
24 there is created a duplication in numbering, reads as follows:

1 A. A dealer may terminate a dealer agreement without cause.
2 The dealer must give the supplier at least thirty (30) days prior
3 written notice of termination. No supplier may terminate a dealer
4 agreement without good cause. Except as otherwise specifically
5 provided in the Fair Practices of Equipment Manufacturers,
6 Distributors, Wholesalers and Dealers Act, good cause means the
7 failure by a dealer to substantially comply with essential and
8 reasonable requirements imposed upon the dealer by the dealer
9 agreement, provided such requirements are not different from those
10 requirements imposed on other similarly situated dealers either by
11 their terms or in the manner of their enforcement. In addition, good
12 cause shall exist whenever:

13 1. The dealer or dealership has transferred a controlling
14 ownership interest in its business without the supplier's consent;

15 2. The dealer has filed a voluntary petition in bankruptcy or
16 has had an involuntary petition in bankruptcy filed against it which
17 has not been discharged within thirty (30) days after the filing, or
18 there has been a closeout or sale of a substantial part of the
19 dealer's assets related to the business, or there has been a
20 commencement of dissolution or liquidation of the dealer;

21 3. There has been a deletion, addition or change in dealer or
22 dealership locations without the prior written approval of the
23 supplier;

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1 4. The dealer has defaulted under any chattel mortgage or other
2 security agreement between the dealer and the supplier, or there has
3 been a revocation of any guarantee of the dealer's present or future
4 obligations to the supplier; provided, however, good cause will not
5 exist if a person revokes any guarantee in connection with or
6 following the transfer of such person's entire ownership interest in
7 the dealer unless the supplier requires the person to execute a new
8 guarantee of the dealer's present or future obligations in
9 connection with the transfer of ownership interest;

10 5. The dealer has failed to operate in the normal course of
11 business for seven (7) consecutive days or has otherwise abandoned
12 its business;

13 6. The dealer has pleaded guilty to or has been convicted of a
14 felony affecting the relationship between the dealer and supplier;

15 7. The dealer has engaged in conduct which is injurious or
16 detrimental to the dealer's customers or to the public welfare or
17 the representation or reputation of the supplier's product; or

18 8. The dealer has consistently failed to meet and maintain the
19 supplier's requirements for reasonable standards and performance
20 objectives, so long as the supplier has given the dealer reasonable
21 standards and performance objectives that are based on the
22 manufacturer's experience in other comparable market areas.

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1 B. The provisions of this section will not apply to the dealer
2 agreements between a single-line dealer and its single-line
3 supplier.

4 SECTION 6. NEW LAW A new section of law to be codified
5 in the Oklahoma Statutes as Section 16-1005 of Title 47, unless
6 there is created a duplication in numbering, reads as follows:

7 A. Except as otherwise provided in this section, a supplier
8 must provide a dealer at least one hundred eighty (180) days prior
9 written notice of termination of a dealer agreement. The notice
10 must state all reasons constituting good cause for such termination
11 and must state that the dealer has sixty (60) days in which to cure
12 any claimed deficiency. If the deficiency is rectified within sixty
13 (60) days, the notice will be void. A supplier may not terminate a
14 dealer agreement for the reason set forth in paragraph 8 of Section
15 5 of the Fair Practices of Equipment Manufacturers, Distributors,
16 Wholesalers and Dealers Act unless the supplier gives the dealer
17 notice of such action at least two (2) years before the effective
18 date of the action. If the dealer achieves the supplier's
19 requirements for reasonable standards or performance objectives
20 before the expiration of the two-year notice period, the notice will
21 be void and the dealer agreement will continue in full force and
22 effect. The notice and right to cure provisions under this section
23 shall not apply if the reason for termination is for any reason set
24 forth in paragraphs 1 through 8 of Section 5 of the Fair Practices

1 of Equipment Manufacturers, Distributors, Wholesalers and Dealers
2 Act.

3 B. If a supplier has contractual authority to approve or deny a
4 request for a sale or transfer of a dealer's business or an equity
5 ownership interest therein, the supplier shall approve or deny such
6 a request within sixty (60) days after receiving a written request
7 from the dealer. If the supplier has neither approved nor denied
8 the request within the sixty-day period, the request will be deemed
9 approved. The dealer's request shall include reasonable financial,
10 personal background, character references and work history
11 information for the acquiring persons. If a supplier denies a
12 request made pursuant to this subsection, the supplier must provide
13 the dealer with a written notice of the denial that states the
14 reasons for the denial. A supplier may only deny a request based on
15 the failure of the proposed transferees to meet the reasonable
16 requirements consistently imposed by the supplier in determining
17 approval of the transfer and/or approvals of new dealers.

18 C. If a dealer dies and the supplier has contractual authority
19 to approve or deny a request for a sale or transfer of the dealer's
20 business or equity ownership interest therein, the dealer's estate,
21 or such other person with authority to transfer assets of the
22 dealer, will have one hundred eighty (180) days to submit to the
23 supplier a written request for a sale or transfer of the business or
24 equity ownership interest. If the request is timely submitted, the

1 supplier shall approve or deny the request in accordance with
2 subsection B of this section. Notwithstanding anything to the
3 contrary contained in the Fair Practices of Equipment Manufacturers,
4 Distributors, Wholesalers and Dealers Act, any attempt by the
5 supplier to terminate the dealer or the dealership as a result of
6 the death of a dealer will be delayed until there has been
7 compliance with the terms of this section or the one-hundred-eighty
8 -day period has expired, as applicable.

9 D. The provisions of this section shall not apply to the dealer
10 agreements between a single-line dealer and its single-line
11 supplier.

12 SECTION 7. NEW LAW A new section of law to be codified
13 in the Oklahoma Statutes as Section 16-1006 of Title 47, unless
14 there is created a duplication in numbering, reads as follows:

15 A. This section will only apply to the dealer agreements
16 between a single-line dealer and its single-line supplier.

17 B. No supplier may terminate a dealer agreement without good
18 cause. For purposes of Sections 7 and 8 of the Fair Practices of
19 Equipment Manufacturers, Distributors, Wholesalers and Dealers Act
20 only, "good cause" means failure by a dealer to comply with
21 requirements imposed upon the dealer by the dealer agreement if such
22 requirements are not different from those imposed on other similarly
23 situated dealers. In addition, good cause exists whenever:

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1 1. There has been a closeout or sale of a substantial part of
2 the dealer's assets related to the equipment business, or there has
3 been a commencement of a dissolution or liquidation of the dealer;

4 2. The dealer has changed its principal place of business or
5 added additional locations without prior approval of the supplier,
6 which shall not be unreasonably withheld;

7 3. The dealer has substantially defaulted under a chattel
8 mortgage or other security agreement between the dealer and the
9 supplier, or there has been a revocation or discontinuance of a
10 guarantee of a present or future obligation of the dealer to the
11 supplier;

12 4. The dealer has failed to operate in the normal course of
13 business for seven (7) consecutive days or has otherwise abandoned
14 its business;

15 5. The dealer has pleaded guilty to or has been convicted of a
16 felony affecting the relationship between the dealer and the
17 supplier; or

18 6. The dealer transfers an interest in the dealership, or a
19 person with a substantial interest in the ownership or control of
20 the dealership, including an individual proprietor, partner or major
21 shareholder, withdraws from the dealership or dies, or a substantial
22 reduction occurs in the interest of a partner or major shareholder
23 in the dealership; provided, however, good cause does not exist if
24 the supplier consents to an action described in this paragraph.

1 C. Except as otherwise provided in this subsection, a supplier
2 shall provide a dealer with at least ninety (90) days written notice
3 of termination. The notice must state all reasons constituting good
4 cause for such termination and must state that the dealer has sixty
5 (60) days in which to cure any claimed deficiency. If the
6 deficiency is rectified within sixty (60) days, the notice will be
7 void. Notwithstanding the foregoing, if the good cause for
8 termination is due to the dealer's failure to meet or maintain the
9 supplier's requirements for market penetration, a reasonable period
10 of time shall have existed where the supplier has worked with the
11 dealer to gain the desired market share. The notice and right to
12 cure provisions under this paragraph shall not apply if the reason
13 for termination is for any reason set forth in paragraphs 1 through
14 6 of subsection B of this section.

15 SECTION 8. NEW LAW A new section of law to be codified
16 in the Oklahoma Statutes as Section 16-1007 of Title 47, unless
17 there is created a duplication in numbering, reads as follows:

18 A. This section will only apply to the dealer agreements
19 between a single-line dealer and its single-line supplier.

20 B. If a dealer dies, a supplier shall have ninety (90) days in
21 which to consider and make a determination on a request by a family
22 member to enter into a new dealer agreement to operate the
23 dealership. If the supplier determines that the requesting family
24 member is not acceptable, the supplier shall provide the family

1 member with a written notice of its determination with the stated
2 reasons for nonacceptance. This section does not entitle an heir,
3 personal representative or family member to operate a dealership
4 without the specific written consent of the supplier.

5 C. Notwithstanding the foregoing, if a supplier and dealer have
6 previously executed an agreement concerning succession rights prior
7 to the dealer's death, and if such agreement is still in effect, the
8 agreement shall be observed even if it designates someone other than
9 the surviving spouse or heirs of the decedent as the successor.

10 SECTION 9. NEW LAW A new section of law to be codified
11 in the Oklahoma Statutes as Section 16-1008 of Title 47, unless
12 there is created a duplication in numbering, reads as follows:

13 A. If a dealer submits a warranty claim to a supplier while the
14 dealer agreement is in effect or within sixty (60) days after the
15 termination of the dealer agreement, if the claim is for work
16 performed before the termination or expiration of the dealer
17 agreement, the supplier must accept or reject such warranty claim by
18 written notice to the dealer within thirty (30) days after the
19 supplier's receipt thereof. If the supplier does not reject the
20 warranty claim in the time period specified above, the claim will be
21 deemed to be accepted. If the supplier accepts the warranty claim,
22 the supplier must pay or credit to dealer's account all amounts owed
23 with respect to the claim to the dealer within thirty (30) days
24 after it is accepted. If the supplier rejects a warranty claim, the

1 supplier must give the dealer written or electronic notice of the
2 grounds for rejection, which reasons must be consistent with the
3 supplier's reasons for rejecting warranty claims of other dealers,
4 both in their terms and manner of enforcement. If no grounds for
5 rejection are given, the claim will be deemed to be accepted.

6 B. Any claim which is disapproved by the supplier based upon
7 the dealer's failure to properly follow the procedural or technical
8 requirements for submission of warranty claims may be resubmitted in
9 proper form by the dealer within thirty (30) days of receipt by the
10 dealer of the supplier's notification of the disapproval.

11 C. Warranty work performed by the dealer shall be compensated
12 in accordance with the reasonable and customary amount of time
13 required to complete the work, expressed in hours and fractions
14 thereof multiplied by the dealer's established customer hourly
15 retail labor rate, which shall have previously been made known to
16 the supplier. Parts used in warranty repair work shall be
17 reimbursed at the current net price plus fifteen percent (15%).

18 D. For purposes of the Fair Practices of Equipment
19 Manufacturers, Distributors, Wholesalers and Dealers Act, any repair
20 work or installation of replacement parts performed with respect to
21 the dealer's equipment in inventory or equipment of the dealer's
22 customers at the request of the supplier, including work performed
23 pursuant to a product improvement program (PIP), will be deemed to

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1 create a warranty claim for which the dealer shall be paid pursuant
2 to this section.

3 E. A supplier may audit warranty claims submitted by its
4 dealers for a period of up to one (1) year following payment of the
5 claims, and may charge back to its dealers any amounts paid based
6 upon claims shown by audit to be misrepresented. If a warranty
7 claim is misrepresented, then warranty claims submitted within the
8 three-year period ending with the date a claim is shown by audit to
9 be misrepresented may be audited.

10 F. The requirements of subsections A, B and C of this section
11 apply to all warranty claims submitted by a dealer to a supplier in
12 which the dealer has complied with the supplier's reasonable
13 policies and procedures for warranty reimbursement. A supplier's
14 warranty reimbursement policies and procedures will be deemed
15 unreasonable to the extent they conflict with any of the provisions
16 of this section.

17 G. A dealer may choose to accept alternate reimbursement terms
18 and conditions in lieu of the requirements of subsections A, B and C
19 of this section if there is a written dealer agreement between the
20 supplier and the dealer that requires the supplier to compensate the
21 dealer for warranty labor costs either as:

22 a. a discount in the pricing of the equipment to the
23 dealer; or

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1 b. a lump-sum payment to the dealer that is made to the
2 dealer within ninety (90) days of the sale of the
3 supplier's new equipment. The discount or lump sum
4 must be no less than five percent (5%) of the
5 suggested retail price of the equipment,

6 If the requirements of this subsection are met and alternate
7 terms and conditions are in place, subsections A, B and C of this
8 section do not apply and the alternate terms and conditions are
9 enforceable. Nothing contained in this subsection shall be deemed
10 to effect the supplier's obligation to reimburse the dealer for
11 parts in accordance with subsection C of this section.

12 SECTION 10. NEW LAW A new section of law to be codified
13 in the Oklahoma Statutes as Section 16-1009 of Title 47, unless
14 there is created a duplication in numbering, reads as follows:

15 A. Whenever any dealer enters into a dealer agreement with a
16 supplier and either the supplier or the dealer desires to cancel,
17 not renew or otherwise discontinue the dealer agreement, the
18 supplier shall pay to the dealer or credit to the dealer's account,
19 if the dealer has outstanding any sums owing the supplier, unless
20 the dealer should desire to keep such equipment or repair parts:

21 1. A sum equal to one hundred percent (100%) of the net
22 equipment cost of all new, unsold, undamaged equipment, one hundred
23 percent (100%) of the net equipment cost of all unsold, undamaged
24 demonstrators, less a downward adjustment to reflect a reasonable

1 allowance for depreciation due to usage of such demonstrators, which
2 adjustment will be based on published industry rental rates to the
3 extent the rates are available, and ninety percent (90%) of the
4 current net parts prices on new, unsold, undamaged repair parts,
5 that had previously been purchased from the supplier and held by the
6 dealer on the date that the dealer agreement terminates or expires.
7 Notwithstanding anything to the contrary contained herein,
8 demonstrators with less than fifty (50) hours, for machines with
9 hour meters, of use will be considered new, unsold, undamaged
10 equipment subject to repurchase under this paragraph;

11 2. A sum equal to five percent (5%) of the current net parts
12 price of all repair parts returned to compensate the dealer for the
13 handling, packing and loading of such repair parts for return to the
14 supplier; provided, however, the five percent (5%) will not be paid
15 or credited to the dealer if the supplier elects to perform the
16 handling, packing and loading of the repair parts itself;

17 3. The fair market value of any specific data processing
18 hardware or software that the supplier required the dealer to
19 acquire or purchase to satisfy the requirements of the supplier,
20 including computer equipment required and approved by the supplier
21 to communicate with the supplier. Fair market value of property
22 subject to repurchase pursuant to this paragraph will be deemed to
23 be the acquisition cost thereof, including any shipping, handling
24 and set-up fees, less straight line depreciation of the acquisition

1 cost over three (3) years. If the dealer purchased data processing
2 hardware or software that exceeded the supplier's minimum
3 requirements, the acquisition cost of the data processing hardware
4 or software will be deemed to be the acquisition cost of hardware or
5 software of similar quality that did not exceed the minimum
6 requirements of the supplier; or

7 4. A sum equal to seventy-five percent (75%) of the net cost,
8 including shipping, handling and set-up fees, of all specialized
9 service or repair tools previously purchased pursuant to
10 requirements of the supplier within fifteen (15) years prior to the
11 date of the applicable notification of termination of the dealer
12 agreement. The specialized service or repair tools must be unique
13 to the supplier's product line and must be complete and in good
14 operating condition.

15 B. Upon the payment or allowance of credit to the dealer's
16 account of the sums required by this section, the title to all
17 inventory purchased hereunder shall pass to the supplier making such
18 payment, and the supplier shall be entitled to the possession of the
19 inventory. All payments or allowances of credit due dealers shall
20 be paid or credited within ninety (90) days after receipt by the
21 supplier of property required to be repurchased hereunder. Any
22 payments or allowances of credit due dealers that are not paid
23 within the ninety-day period will accrue interest at the maximum
24 rate allowed by law. The supplier may withhold payments due under

1 this subsection during the period of time in which the dealer fails
2 to comply with its contractual obligations to remove any signage
3 indicating that the dealer is an authorized dealer of the supplier.

4 C. If any supplier refuses to repurchase any inventory covered
5 under the provisions of the Fair Practices of Equipment
6 Manufacturers, Distributors, Wholesalers and Dealers Act after
7 cancellation, nonrenewal or discontinuance of the dealer agreement,
8 the supplier will be civilly liable to the dealer for one hundred
9 ten percent (110%) of the amount that would have been due for the
10 inventory if the supplier had timely complied with this act, any
11 freight charges paid by the dealer, interest accrued, and the
12 dealer's actual costs of any court or arbitration proceeding,
13 including costs for attorney fees and costs for arbitrators.

14 D. The supplier and dealer will each pay fifty percent (50%) of
15 the costs of freight, at truckload rates, to ship any equipment or
16 repair parts returned to the supplier pursuant to this act.

17 E. Notwithstanding any provision to the contrary in the uniform
18 commercial code adopted by this state, the dealer will retain a
19 first and prior lien against all inventory returned by the dealer to
20 the supplier under the provisions of this act until the dealer is
21 paid all amounts owed by the supplier for the repurchase of such
22 inventory required under the provisions of this act.

23 F. The provisions of this section shall not be construed to
24 affect in any way any security interest which the supplier may have

1 in the inventory of the dealer, and any repurchase hereunder shall
2 not be subject to the provisions of the bulk sales law or to the
3 claims of any secured or unsecured creditors of the supplier or any
4 assignee of the supplier until such time as the dealer has received
5 full payment or credit, as applicable, due hereunder.

6 SECTION 11. NEW LAW A new section of law to be codified
7 in the Oklahoma Statutes as Section 16-1010 of Title 47, unless
8 there is created a duplication in numbering, reads as follows:

9 The provisions of the Fair Practices of Equipment Manufacturers,
10 Distributors, Wholesalers and Dealers Act shall not require the
11 repurchase from a dealer of:

12 1. Any repair part which is in a broken or damaged package;
13 provided, however, the supplier will be required to repurchase a
14 repair part in a broken or damaged package, for a repurchase price
15 that is equal to eighty-five percent (85%) of the current net price
16 for the repair part, if the aggregate current net price for the
17 entire package of repair parts is Seventy-five Dollars (\$75.00) or
18 higher;

19 2. Any repair part which because of its condition is not
20 resalable as a new part without repackaging or reconditioning;

21 3. Any inventory for which the dealer is unable to furnish
22 evidence, satisfactory to the supplier, of clear title, free and
23 clear of all claims, liens and encumbrances;

24

1 4. Any inventory which the dealer desires to keep, provided the
2 dealer has a contractual right to do so;

3 5. Any equipment or repair parts which are not in new, unsold,
4 undamaged, complete condition, subject, however, to the provisions
5 of this act relating to the demonstrators;

6 6. Any equipment delivered to the dealer prior to the beginning
7 of the thirty-six-month period immediately preceding the date of
8 notification of termination;

9 7. Any equipment or repair parts which were ordered by the
10 dealer on or after the date of notification of termination;

11 8. Any equipment or repair parts which were acquired by the
12 dealer from any source other than the supplier unless such equipment
13 or repair parts were ordered from, or invoiced to the dealer by, the
14 supplier; or

15 9. Any equipment or repair parts which are not returned to the
16 supplier within ninety (90) days after the later of:

17 a. the effective date of termination of a dealer
18 agreement, and

19 b. the date the dealer receives from the supplier all
20 information, documents or supporting materials
21 required by the supplier to comply with the supplier's
22 return policy; provided, however, this paragraph will
23 not be applicable to a dealer if the supplier did not
24 give the dealer notice of the ninety-day deadline at

1 the time the applicable notice of termination was sent
2 to the dealer.

3 SECTION 12. NEW LAW A new section of law to be codified
4 in the Oklahoma Statutes as Section 16-1011 of Title 47, unless
5 there is created a duplication in numbering, reads as follows

6 If any supplier violates any provision of this act, a dealer may
7 bring an action against such supplier in a court of competent
8 jurisdiction for damages sustained by the dealer as a consequence of
9 the supplier's violation, including, but not limited to, damages for
10 lost profits, together with the actual costs of the action,
11 including the dealer's attorney and paralegal fees and costs of
12 arbitrators, and the dealer also may be granted injunctive relief
13 against unlawful termination. The remedies set forth in this
14 section shall not be deemed exclusive and shall be in addition to
15 any other remedies permitted by law.

16 SECTION 13. NEW LAW A new section of law to be codified
17 in the Oklahoma Statutes as Section 16-1012 of Title 47, unless
18 there is created a duplication in numbering, reads as follows:

19 An attempted waiver of a provision of this act or application of
20 this act shall be void. Any provision in a dealer agreement that
21 purports to elect the application of the law of a state other than
22 this state shall be void. Any provision in a dealer agreement that
23 requires a dealer to pay attorney fees incurred by a supplier shall
24 be void.

1 SECTION 14. NEW LAW A new section of law to be codified
2 in the Oklahoma Statutes as Section 16-1013 of Title 47, unless
3 there is created a duplication in numbering, reads as follows:

4 The provisions of this act shall apply to all dealer agreements
5 now in effect which have no expiration date and are a continuing
6 contract, and all other dealer agreements entered into or renewed
7 after November 1, 2007. All other dealer agreements shall be
8 governed by the law as it existed prior to this act.

9 SECTION 15. NEW LAW A new section of law to be codified
10 in the Oklahoma Statutes as Section 16-1014 of Title 47, unless
11 there is created a duplication in numbering, reads as follows:

12 The provisions of this act shall be supplemental to any dealer
13 agreement between the dealer and the supplier which provides the
14 dealer with greater protection. The dealer can elect to pursue its
15 contract remedy or the remedy provided by state law, or both, and an
16 election by the dealer to pursue such remedies shall not bar its
17 right to exercise any other remedies that may be granted at law or
18 in equity.

19 SECTION 16. NEW LAW A new section of law to be codified
20 in the Oklahoma Statutes as Section 16-1015 of Title 47, unless
21 there is created a duplication in numbering, reads as follows:

22 Provided this act shall not apply to suppliers unless the
23 supplier as part of its dealer agreement with a dealer requires
24 purchase of equipment not requested by the dealer.

