

DISCIPLINE COMMITTEE OF THE ONTARIO MOTOR VEHICLE INDUSTRY  
COUNCIL

IN THE MATTER OF A DISCIPLINE HEARING HELD PURSUANT TO THE MOTOR  
VEHICLE DEALERS ACT, 2002, S.O. 2002, c.30, Sch. B

BETWEEN:

REGISTRAR, *MOTOR VEHICLE DEALERS ACT, 2002*

- and -

STERLING CARS INC. O/A ACURA OF HAMILTON

- and -

LOUIS IAQUINTO

- and -

JOHN LECLUSE

AGREED STATEMENT OF FACTS AND PENALTY

Sterling Cars Inc. o/a Acura of Hamilton and Louis Iaquinto and John Lecluse have breached the following:

Section 4 of the Code of Ethics, Regulation 332/08

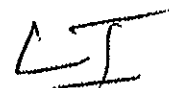
Section 9 of the Code of Ethics, Regulation 332/08

**SUMMARY OF AGREEMENT**

The parties to this proceeding agree that:

1. Sterling Cars Inc. o/a Acura of Hamilton, the ("Dealer") was first registered as a motor vehicle dealer in or around April 2001. Louis Iaquinto ("Iaquinto") was first registered as a motor vehicle salesperson in or around April 1994. John Lecluse ("Lecluse") was first registered as a motor vehicle salesperson in or April 1983. At all material times, Iaquinto and Lecluse were officers and directors of the Dealer.

2. laquinto accepted primary responsibility for ensuring compliance with the *Act* and the *Regulations* and has authority over employees engaged in the trade (as defined in the MVDA) of motor vehicles (e.g. the General Manager or Dealer Principal)
3. In the winter of 2008, OMVIC issued a Dealer Standard publication which highlighted some of the upcoming changes that would take place when the *Motor Vehicle Dealers Act, 2002* (the "Act") came into effect, including the requirement for dealers to advertise an all-inclusive vehicle price.
4. On or about July 15, 2010, an inspection was carried out with the Dealer, at this time; the Inspector reviewed all advertising requirements.
5. Once the Act came into effect, the following Dealer Standard publications further reminded dealers of the requirement to advertise an all-inclusive vehicle price:
  - a. Spring 2010
  - b. Summer 2010
  - c. Spring 2011
  - d. Winter 2013
  - e. Spring 2013
  - f. Fall 2013
  - g. Winter 2014
6. Furthermore, OMVIC issued the following bulletins which also reminded dealers of the requirement to advertise an all-inclusive price:
  - a. January 2010 (2 separate publications)
  - b. April 2010 (2 separate publications)
  - c. February 2012
  - d. August 2012
  - e. April 2013
  - f. June 2014 (2 separate publications)
7. On or before May 4, 2015, an advertisement was placed by or on behalf of the Dealer for a 2012 Acura TL, Stock #1202031 with an advertised selling price of \$23,985. On or about May 20, 2015, representatives of the Registrar attended the Dealer while posing as members of the public. The Dealer then attempted to sell this vehicle for a total of \$499.00 above the advertised selling price, by adding an additional \$499.00 for Global-i, Nitrogen and Tire Guard fee. As such the advertised selling price was not all-inclusive. This is contrary to sub section 36(7) of Regulation 333/08, as well as sections 4 and 9 of the Code of Ethics.



Registrant's Initials

8. The Dealer has since agreed to ensure the Sales Manager of the Dealer complete the OMVIC certification course in person (the "course") within 90 days of the date of the Discipline Committee Order.

By failing to comply with the following sections of the *Motor Vehicle Dealers Act, 2002*:

Regulation 333/08:

36 (7) If an advertisement indicates the price of a motor vehicle, the price shall be set out in a clear, comprehensible and prominent manner and shall be set out as the total of,

- (a) the amount that a buyer would be required to pay for the vehicle; and
- (b) subject to subsections (9) and (10), all other charges related to the trade in the vehicle, including, if any, charges for freight, charges for inspection before delivery of the vehicle, fees, levies and taxes. O. Reg. 333/08. s. 36 (7).

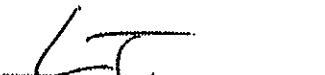
It is thereby agreed that the Dealer has breached the following sections of the Code of Ethics, as set out in Regulation 332/08:

4. A registrant shall be clear and truthful in describing the features, benefits and prices connected with the motor vehicles in which the registrant trades and in explaining the products, services, programs and prices connected with those vehicles.

9. In carrying on business, a registrant shall not engage in any act or omission that, having regard to all of the circumstances, would reasonably be regarded as disgraceful, dishonourable, unprofessional or unbecoming of a registrant.

**JOINT SUBMISSION ON PENALTY:**

9. The Dealer agrees to pay a fine in the amount of \$1,500 within 90 days of the date of the Discipline Committee Order.
10. Iaquinto agrees to successfully complete the OMVIC certification course within 90 days of the date of the Discipline Committee Order. The Dealer will incur all costs associated with this.

  
Registrant's Initials

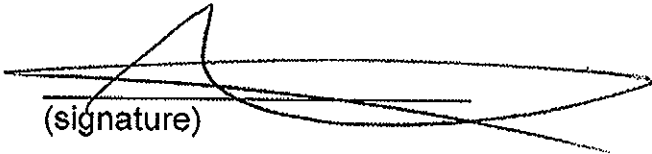
11. The Dealer and Iaquito and Lecluse agree to comply with the Act and Standards of Business Practice, as may be amended from time to time.

By signature below, I acknowledge that I have read and understand the penalty outlined herein and agree to the said terms and/or conditions and that I exercised my right to be represented by Counsel or agent in this matter. I understand, acknowledge and consent to waive the requirement for a hearing and to request an Order from the Chair of the Discipline Committee that includes this Agreed Statement of Facts and Penalty as a final settlement of this matter.

DATED AT HAMILTON THIS 23<sup>rd</sup> DAY OF OCTOBER, 2015

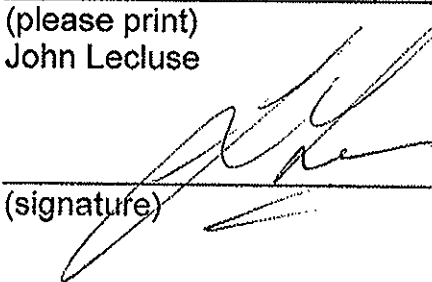
Louis Iaquito

(please print)  
Louis Iaquito

  
(signature)

John Lecluse

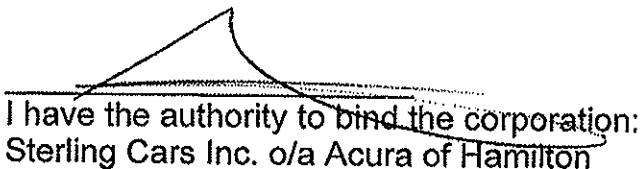
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John Lecluse

  
(signature)

DATED AT HAMILTON THIS 23<sup>rd</sup> DAY OF OCTOBER, 2015

Louis Iaquito

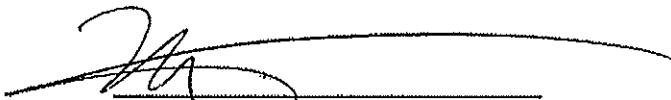
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I have the authority to bind the corporation:  
Sterling Cars Inc. o/a Acura of Hamilton

CT  
Registrant's Initials

By signature below the Registrar agrees, acknowledges, understands and consents to the final settlement of this matter by way of this Agreed Statement of Facts and Penalty.

DATED AT Trento THIS 9th DAY OF November, 2015



Mary Jane South,  
Registrar, *Motor Vehicle Dealers Act, 2002*

Pursuant to Rule 1.07, I accept this Agreed Statement of Facts and Penalty from the Parties identified above:

DATED AT London THIS 11 DAY OF Nov, 2015



Catherine Poultney  
Chair, Discipline Committee of the  
Ontario Motor Vehicle Industry Council



Registrant's Initials