

THE GENERAL ASSEMBLY OF PENNSYLVANIA

HOUSE BILL

No. 2599 Session of
2002

INTRODUCED BY ALLEN, MUNDY, PHILLIPS, FAIRCHILD, RAYMOND,
ADOLPH, ARGALL, M. BAKER, BARRAR, BELARDI, BENNINGHOFF,
BOYES, BROWNE, BUNT, BUXTON, CIVERA, CLARK, CLYMER,
L. I. COHEN, COLAFELLA, CORNELL, COSTA, COY, CREIGHTON,
DAILEY, DALLY, DeLUCA, DERMODY, DeWEESE, DiGIROLAMO, EACHUS,
FEESE, FICHTER, FLICK, FORCIER, GABIG, GANNON, GEIST,
GODSHALL, GRUITZA, HABAY, HARHART, HENNESSEY, HERMAN,
HERSHEY, HESS, HORSEY, HUTCHINSON, KAISER, KENNEY, LaGROTTA,
LAUGHLIN, LAWLESS, LEH, LESCOVITZ, LUCYK, LYNCH, MAJOR,
MANDERINO, MANN, MARKOSEK, MARSICO, McCALL, McILHATTAN,
McNAUGHTON, MELIO, MICHLOVIC, MICOZZIE, NAILOR, NICKOL,
O'BRIEN, PALLONE, PERZEL, PETRARCA, PIPPY, PRESTON, READSHAW,
REINARD, ROBERTS, ROONEY, ROSS, RUBLEY, SAINATO, SANTONI,
SAYLOR, SCRIMENTI, SEMMEL, SHANER, S. H. SMITH, STABACK,
STAIRS, STERN, T. STEVENSON, R. STEVENSON, STRITTMATTER,
STURLA, SURRA, TANGRETTI, J. TAYLOR, TRELLO, TULLI, TURZAI,
VEON, WANSACZ, WILT, M. WRIGHT, YOUNGBLOOD, ZUG AND PICKETT,
APRIL 29, 2002

AS REPORTED FROM COMMITTEE ON COMMERCE AND ECONOMIC DEVELOPMENT,
HOUSE OF REPRESENTATIVES, AS AMENDED, JUNE 12, 2002

AN ACT

1 Amending the act of June 28, 1947 (P.L.1110, No.476), entitled
2 "An act defining and regulating certain installment sales of
3 motor vehicles; prescribing the conditions under which such
4 sales may be made and regulating the financing thereof;
5 regulating and licensing persons engaged in the business of
6 making or financing such sales; prescribing the form,
7 contents and effect of instruments used in connection with
8 such sales and the financing thereof; prescribing certain
9 rights and obligations of buyers, sellers, persons financing
10 such sales and others; limiting incidental charges in
11 connection with such instruments and fixing maximum interest
12 rates for delinquencies, extensions and loans; regulating
13 insurance in connection with such sales; regulating
14 reposessions, redemptions, resales and deficiency judgments
15 and the rights of parties with respect thereto; authorizing
16 extensions, loans and forbearances related to such sales;
17 authorizing investigations and examinations of persons

engaged in the business of making or financing such sales; prescribing penalties and repealing certain acts," further providing for definitions, for licensing, for sanctions, for administration, for records, for contracts, for assignments, for insurance, for finance costs, for refinancing, for default, for repossession and redemption, for prohibited charges, for exemptions and for penalties.

The General Assembly of the Commonwealth of Pennsylvania hereby enacts as follows:

Section 1. Clauses 11, 13, 14, 16 and 18 of section 3 of the act of June 28, 1947 (P.L.1110, No.476), known as the Motor Vehicle Sales Finance Act, are amended and the section is amended by adding clauses to read:

Section 3. Definitions.--The following words, terms and phrases when used in this act shall have the meaning ascribed to them in this section, except where the context clearly indicates otherwise:--

* * *

11. "Cash price" shall mean the [minimum] price measured in dollars at which the seller would in good faith sell to the buyer or to any other buyer under like circumstances, and the buyer would in good faith buy from the seller, the motor vehicle which is the subject matter of the installment sale contract, if such sale were a sale for cash instead of an installment sale.

* * *

13. "Principal amount financed" shall mean the unpaid cash price balance after deducting the down payment, adding the [cost of] charges for any insurance [premiums] required or obtained as security for or by reason of the sale of a motor vehicle under an installment sale contract, and adding other costs or charges necessary or incidental to the sale of the motor vehicle under [such] an installment sale contract[, which the seller contracts to pay on behalf of the buyer, and for the amount of which the

1 seller agrees to extend credit to the buyer, and for which the
2 buyer contracts voluntarily.] and amounts representing payment
3 of a prior credit or lease balance to discharge a security
4 interest, lien or lease interest on a motor vehicle or other
5 property traded or returned.

6 13.1. "Charges" shall mean the price measured in dollars in
7 which the seller would in good faith sell to the buyer or to any
8 other buyer under like circumstances, and the buyer would in
9 good faith buy from the seller, any goods and services which are
10 subject to the installment sale contract, if the sale were a
11 sale for cash instead of an installment sale.

12 13.2. "Charges for insurance" shall mean premiums,
13 commissions and other payments authorized by insurance statutes
14 or regulations of this Commonwealth.

15 14. "Finance charge" shall mean the amount of the
16 consideration in excess of the cash price which the buyer is
17 required to pay to the seller for the privilege of purchasing a
18 motor vehicle under an installment sale contract, or for the
19 credit extended by the seller to the buyer in conjunction with
20 the sale of a motor vehicle under an installment sale contract,
21 or it shall mean the differential between the cash sale price of
22 the motor vehicle and the installment sale price, exclusive of
23 charges for insurance [premium costs] and other [costs] charges
24 necessary or incidental to an installment sale and any default
25 charges, which are specifically authorized by this act to be
26 included in an installment sale contract.

27 * * *

28 16. "Security interest" shall mean [any property right in
29 the motor vehicle which is the subject of an installment sale
30 contract, whenever such right is retained, to secure performance

1 of any obligation of the buyer under such contract, any
2 extension, deferment, renewal or other revision thereof and the
3 term shall include any lien or encumbrance against such motor
4 vehicle, any interest of a mortgagee in such motor vehicle, and
5 any reservation of title to such motor vehicle, whether or not
6 expressed to be absolute, whenever such title is in substance
7 retained for security only] a security interest as provided by
8 13 Pa.C.S. Div. 9 (relating to secured transactions).

9 * * *

10 18. ["Administrator"] "Department" shall mean the Department
11 of Banking of the Commonwealth [of Pennsylvania].

12 * * *

13 23. "Secretary" shall mean the Secretary of Banking of the
14 Commonwealth.

15 Section 2. Sections 4, 5 and 6 of the act are amended to
16 read:

17 Section 4. Licenses Required.--On and after the effective
18 date of this act no person shall engage or continue to engage in
19 this Commonwealth either as principal, employe, agent or broker;

20 1. In the business of an installment seller of motor
21 vehicles under installment sale contracts, except as authorized
22 in this act, under license issued by the [administrator]
23 department, or

24 2. In the business of a sales finance company, except as
25 authorized in this act, under license issued by the
26 [administrator] department, or

27 3. In the business of a collector-repossessor, except as
28 authorized in this act, under license issued by the
29 [administrator] department.

30 Section 5. Applications for Licenses.--

1 A. Applications for licenses under this act shall be in
2 writing, under oath, and in the form prescribed by the
3 [administrator] department.

4 B. The application shall contain the name under which the
5 business is conducted, the address of the place of business, the
6 date of registration of the fictitious or trade name, if any,
7 with the Secretary of the Commonwealth; the date and place of
8 incorporation, if the applicant is a corporation; the name and
9 residence address of the owner, if the applicant is an
10 individual owner; the name and residence address of all owners,
11 partners or members, if the applicant is a partnership or
12 association; the name and address of all officers and directors,
13 if the applicant is a corporation, and such other information as
14 the [administrator] department may require.

15 C. All applications filed by associations or corporations
16 shall be accompanied by a power of attorney showing the name and
17 address of the authorized agent in the Commonwealth of
18 Pennsylvania upon whom all judicial and other process or legal
19 notice may be served, and in the case of the death, removal from
20 the Commonwealth or any legal disability or disqualification of
21 such agent, service of such process or notice upon the
22 [administrator] department shall be authorized.

23 D. A separate application, on the prescribed form, shall be
24 filed for each place of business conducted by or to be
25 established by a licensee within the Commonwealth of
26 Pennsylvania.

27 E. All applications for renewal licenses shall be filed at
28 least fifteen (15) days prior to October first, annually.

29 Section 6. License; Bonds.--

30 A. A bond, in the form prescribed by the [administrator]

1 department, in the penal sum of five thousand dollars (\$5,000),
2 shall accompany every application for license as a sales finance
3 company and for license as a collector-repossessor. Such bond
4 shall be executed by a surety company authorized by the laws of
5 Pennsylvania to transact business within this Commonwealth:
6 Provided, That the bond accompanying an application for license
7 as a sales finance company, filed by a banking institution
8 located within this Commonwealth, may be executed by such
9 banking institution on its own behalf, in lieu of a bond
10 executed by a surety company. The bond shall be executed to the
11 Commonwealth of Pennsylvania and shall be for the use of the
12 Commonwealth and for any person or persons. The condition of the
13 bond shall be that the licensee will comply with and abide by
14 all the provisions of this act, and all the rules and
15 regulations of the [administrator] department lawfully issued,
16 and that the licensee will pay to the Commonwealth, to the
17 [administrator] department or to any person or persons, any and
18 all moneys that may become due to the Commonwealth, to the
19 [administrator] department or to any person or persons from the
20 said licensee under and by virtue of the provisions of this act.
21 If any person shall be aggrieved by the misconduct of a licensee
22 and shall recover judgment against such licensee, such person
23 may, on any execution issued under such judgment, maintain an
24 action upon the bond of the licensee in any court having
25 jurisdiction of the amount claimed, provided the [administrator]
26 department assents thereto.

27 B. A bond in the form prescribed shall be filed for each
28 place of business conducted by a finance company and for each
29 place of business conducted by a collector-repossessor within
30 the Commonwealth of Pennsylvania.

1 C. A new bond shall accompany every application for renewal
2 license and shall be filed at least fifteen (15) days prior to
3 October first, annually.

4 Section 3. Section 7 of the act, amended December 22, 1977
5 (P.L.345, No.101), is amended to read:

6 Section 7. License Fees.--

7 A. Each application for license shall be accompanied by a
8 license fee in the amount of:--

9 1. Twenty-five dollars (\$25) for license as an installment
10 seller of motor vehicles.

11 2. One hundred fifty dollars (\$150) for license as a sales
12 finance company.

13 3. One hundred fifty dollars (\$150) for license as a
14 collector-repossessor.

15 B. A separate license fee of like amount shall be paid for
16 each place of business conducted by a licensee within the
17 Commonwealth of Pennsylvania.

18 C. No abatement in the amount of the said license fee shall
19 be made if the license is issued for less than one year, or if
20 the license is surrendered, cancelled or revoked prior to the
21 expiration of the license year for which such license was
22 issued.

23 D. All licenses under this act shall expire on October
24 first, annually. A renewal license fee in the same amount shall
25 be paid annually on or before October first for each respective
26 type of license and for each place of business.

27 E. All license fees and fines received by the
28 [administrator] department under this act shall be deposited in
29 the State Treasury to the credit of a special fund for the use
30 of the [administrator] department in administering this and

1 other laws of the Commonwealth placed under [his] its
2 administration.

3 Section 4. Section 8 of the act is amended to read:

4 Section 8. Approval of Licenses and Issuance of Licenses.--

5 A. [The administrator, if he] If the department approves an
6 application for license, it shall issue to the applicant a
7 license certificate showing the name of the person authorized to
8 do business thereunder and the address of the licensee. Such
9 license certificate when issued to an installment seller or to a
10 sales finance company shall be posted in a conspicuous place in
11 the place of business of the licensee, so that it will be in
12 full view of the public at all times; and when issued to a
13 collector-repossessor shall be carried in the immediate
14 possession of the licensee whenever he is engaged in the type of
15 business for which the license is issued, so that it may be
16 presented for inspection upon request of any person entitled to
17 such inspection.

18 B. A license shall not be transferred or assigned.

19 C. A licensee may change his place of business to another
20 location within the same municipality for which the license
21 certificate was issued. A licensee desiring to change the
22 address of his place of business shall give prior written notice
23 thereof to the [administrator] department and shall return the
24 license certificate to the [administrator] department for
25 amendment. The [administrator] department shall amend the
26 license certificate to show the new address and the date
27 thereof, which shall thereafter be the authorized address of the
28 licensee. A licensee shall not be required to pay any charge for
29 amendment of a license certificate to effect change of address.

30 D. Only one place of business may be operated under the same

1 license: Provided, however, That where every place of business
2 is conducted under one name and the business records are kept in
3 one place only one license shall be required. This proviso shall
4 apply only to installment sellers. A licensee may operate more
5 than one place of business by filing an application on the
6 prescribed form for each additional place of business and by
7 furnishing a bond for each additional place of business in the
8 case of a sales finance company and collector-repossessor and by
9 paying the respective license fee provided in this act for each
10 additional place of business.

11 Section 5. Section 9 of the act, repealed in part April 28,
12 1978 (P.L.202, No.53), is amended to read:

13 Section 9. Rejection of Application.--

14 A. The [administrator] department may reject any application
15 for license or any application for renewal of a license if [he]
16 it is not satisfied that the financial responsibility,
17 character, reputation, integrity and the general fitness of the
18 applicant and of the owners, partners or members thereof, if the
19 applicant be a partnership or association, and of the officers
20 and directors, if the applicant be a corporation, are such as to
21 command the confidence of the public and to warrant the belief
22 that the business for which application for license is filed
23 will be operated lawfully, honestly, fairly and within the
24 legislative intent of this act and in accordance with the
25 general laws of this Commonwealth: Provided, however, That no
26 license may be issued if the applicant, any affiliate, owner,
27 partner, member, officer, director, employe, agent or spouse of
28 the applicant has pleaded guilty, entered a plea of nolo
29 contendere, or has been found guilty by a judge or a jury for
30 engaging in any business for which a license is required under

1 this act without having obtained a license under this act, or if
2 the applicant, any affiliate, owner, partner, member, officer,
3 director, employe, agent or spouse of the applicant has pleaded
4 guilty, entered a plea of nolo contendere, or has been found
5 guilty by a judge or a jury of a second offense violation of
6 this act under the penal section of this act applicable to
7 licensees and had its license revoked.

8 C. Whenever the [administrator] department rejects an
9 application for license, [he] it shall return the license fee
10 which accompanied the application: Provided, however, All or any
11 portion of the license fee may be retained by the
12 [administrator] department if rejection is based wholly or
13 partially upon false information furnished by the applicant in
14 the application.

15 Section 6. Section 10 of the act, amended December 17, 1982
16 (P.L.1389, No.318), is amended to read:

17 Section 10. Revocation or Suspension of Licenses.--

18 A. The [administrator] department, upon thirty (30) days'
19 written notice to the licensee, forwarded by registered mail to
20 the place of business of such licensee, as shown in the
21 application for license or as amended on the license certificate
22 in case of change of address subsequent to issuance of the
23 license certificate, may revoke or suspend any license if [he]
24 it finds that:

25 1. The licensee has made any material misstatement in the
26 application for license, or that

27 2. The licensee has violated any provision of this act, or
28 that

29 3. The licensee has violated any rule or regulation issued
30 by the [administrator] department under and within the authority

1 of this act, or that

2 4. The licensee has failed to comply with any demand, rule
3 or regulation lawfully made by the [administrator] department
4 under and within the authority of this act, or that

5 5. The licensee refuses or has refused to permit the
6 [administrator or his designated representative] department to
7 make examinations authorized by this act, or that

8 6. The licensee in the case of a finance company and
9 collector-repossessor has failed to maintain in effect the bond
10 required under the provisions of this act, or that

11 7. The licensee has failed to maintain satisfactory records
12 required by this act or prescribed by the [administrator]
13 department, or that

14 8. The licensee has falsified any records required by this
15 act to be maintained of the business contemplated by this act,
16 or that

17 9. The licensee has failed to file any report with the
18 [administrator] department within the time stipulated in this
19 act, or that

20 10. The licensee has failed to pay the fine required by this
21 act for failure to file reports to the [administrator]
22 department within the time stipulated, or that

23 11. The licensee has defrauded any retail buyer to the
24 buyer's damage or wilfully failed to perform any written
25 agreement with any retail buyer, or that

26 12. Any fact or condition exists or is discovered which, if
27 it had existed or had been discovered at the time of filing of
28 the application for such license, would have warranted the
29 [administrator] department in refusing to issue such license.

30 13. The licensee has:

- (i) failed to collect any tax or fee due the Commonwealth upon any sale of a vehicle;
- (ii) collected any such tax or fee and failed to issue a true copy of the tax report to the purchaser, as required by law;
- (iii) issued a false or fraudulent tax report or copy thereof; or
- (iv) failed to pay any tax or fee over to the Commonwealth at the time and in the manner required by law.

14. The licensee has engaged in unfair, deceptive, fraudulent or illegal practices or conduct in connection with any business regulated under this act, including making excessive mark-ups to charges for items described in sections 14B(5) and SECTION 14B1, 5, 10 OR 18E or mark-ups of costs in violation of section 18D. The department shall adopt as a statement of policy guidelines determining mark-ups that the department finds, after reasonably considering relevant market data, not to be excessive and shall update and revise the statement of policy to reflect changing business conditions. Mark-ups consistent with the guidelines shall not be deemed excessive, and the question of whether mark-ups in excess of the guidelines are excessive shall be determined based on a preponderance of the evidence.

B. The [administrator] department may revoke or suspend only the particular license with respect to which grounds for revocation may occur or exist, but if [he] the department finds that grounds for revocation are of general application to all places of business or to more than one place of business operated by a licensee, [he] it may revoke all of the licenses issued to such licensee or those licenses to which grounds for

1 revocation apply, as the case may be.

2 C. Whenever a license has been revoked, the [administrator]
3 department shall not issue another license to the licensee
4 pursuant to the provisions of this act until the expiration of
5 at least one (1) year from the effective date of revocation of
6 said license; and not at all, if such licensee or any owner,
7 partner, member, officer, director, employe, agent or spouse of
8 the licensee shall have pleaded guilty, entered a plea of nolo
9 contendere, or has been found guilty by a judge or a jury of a
10 second offense violation of this act.

11 D. Appeals may be taken from the action of the
12 [administrator] department in suspending and revoking licenses
13 or imposing civil penalties under subsection D of section 37 in
14 accordance with the procedure prescribed by [the act of June 4,
15 1945 (Pamphlet Laws 1388), known as "The Administrative Agency
16 Law."] 2 Pa.C.S. Chs. 5 Subch. A (relating to practice and
17 procedure of Commonwealth agencies) and 7 Subch. A (relating to
18 judicial review of Commonwealth agency action).

19 Section 7. Section 11 of the act, repealed in part April 28,
20 1978 (P.L.202, No.53), is amended to read:

21 Section 11. Authority of [Administrator] Department.--

22 A. The [administrator and any person designated by him for
23 that purpose] department is empowered to investigate, at any
24 time, the business and affairs and examine the books, accounts,
25 papers, records, documents and files of every licensee and of
26 every person who shall be engaged in business contemplated by
27 this act, whether such person shall act, or claim to act, as
28 principal, agent or broker or under or without the authority of
29 this act. For this purpose the [administrator] department shall
30 have free access to the offices and places of business, books,

1 accounts, papers, records, documents and files of all such
2 persons. A person who is not licensed under this act shall be
3 presumed to be engaged in business contemplated by this act, if
4 he, as principal, agent or broker advertises or solicits
5 business for which a license is required by the provisions of
6 this act, and the [administrator and any person designated by
7 him for that purpose] department is, in such cases, hereby
8 empowered to examine the books, accounts, papers, records,
9 documents, files, safes and vaults of such persons for the
10 purpose of discovering violations of this act.

11 B. The [administrator] department is empowered to require
12 the attendance and testimony of witnesses and the production of
13 any books, accounts, papers, records, documents and files
14 relating to such business which the [administrator] department
15 has authority by this act to investigate, and for this purpose
16 the [administrator] secretary or [his] a duly authorized
17 representative may sign subpoenas, administer oaths and
18 affirmations, examine witnesses and receive evidence. In case of
19 disobedience of any subpoena or the contumacy of any witness
20 appearing before the [administrator] department, the
21 [administrator] secretary may invoke the aid of the courts, and
22 such court shall thereupon issue an order requiring the person
23 subpoenaed to obey the subpoena, or to give evidence, or to
24 produce books, accounts, papers, records, documents and files
25 relative to the matter in question. Any failure to obey such
26 order of the court may be punished by such court as a contempt
27 thereof.

28 C. The expenses incurred by the department in connection
29 with any examination or investigation, whether regular or
30 special, including a proportionate part of the salary of any

1 examiner or other employe of the department engaged in the
2 examination or investigation and all counsel assigned by the
3 department to an examination or investigation, may be assessed
4 by the department upon the particular institution examined or
5 investigated.

6 Section 8. Section 12 of the act is amended to read:

7 Section 12. Records Required.--

8 A. Every licensee shall maintain, at the place of business
9 designated in the license certificate, such books, accounts and
10 records of the business conducted under the license issued for
11 such place of business as will enable the [administrator]
12 department to determine whether the business of the licensee
13 contemplated by this act is being operated in accordance with
14 the provisions of this act.

15 B. A licensee, operating two or more licensed places of
16 business in this Commonwealth, may maintain the general control
17 records of all such offices at any one of such offices, or at
18 any other office maintained by such licensee, upon the filing of
19 a written request with the [administrator] department
20 designating therein the office at which such control records are
21 maintained and upon approval of such request by the
22 [administrator] department.

23 C. All books, accounts and records of licensees shall be
24 maintained in the English language.

25 D. All books, accounts and records of licensees, including
26 any cards used in a card system, shall be preserved and
27 available for examination by the [administrator] department for
28 at least two (2) years after making the final entry therein.

29 E. The [administrator] department is hereby authorized and
30 empowered to prescribe the minimum information to be shown in

1 the books, accounts and records of licensees so that such
2 records will enable the [administrator] department to determine
3 compliance with the provisions of this act.

4 Section 9. Section 13 of the act, amended May 2, 1949
5 (P.L.812, No.211) and June 11, 1992 (P.L.307, No.55), is amended
6 to read:

7 Section 13. Requirements as to Contracts and Separate
8 Disclosure.--

9 A. Every installment sale contract shall be in writing and
10 shall contain all of the agreements between the buyer and the
11 seller relating to the installment sale of the motor vehicle
12 sold and shall be signed by both the buyer and the seller.

13 B. Every installment sale contract shall be completed as to
14 all essential provisions prior to the signing of such contract
15 by the buyer.

16 C. An exact copy of the installment sale contract shall be
17 furnished by the seller to the buyer at the time the buyer signs
18 such contract. Such buyer's copy of the contract shall contain
19 the signature of the seller identical with such signature on the
20 original contract. Such copy shall be furnished to the buyer
21 without charge.

22 D. Every installment sale contract shall contain the
23 following notice, printed prominently and in the form indicated
24 in twelve (12) point type, or larger, directly above the space
25 provided in the contract form for the signature of the buyer:

26 "Notice to Buyer.

27 Do not sign this contract in blank.

28 You are entitled to an exact copy of the contract you sign.

29 Keep it to protect your legal rights."

30 Provided, That in lieu of the word "Buyer" there may be

1 substituted either of the words "Lessee" or "Mortgagor" and in
2 lieu of the word "contract" there may be substituted either of
3 the words "lease" or "mortgage."

4 E. The seller shall obtain from the buyer a written
5 acknowledgment of the delivery of the copy of the contract to
6 the buyer. Such acknowledgment shall be printed in twelve (12)
7 point type, or larger, and, if attached to the contract, it
8 shall be printed below the buyer's signature to the contract and
9 shall be independently signed.

10 F. Every installment sale contract shall provide for payment
11 of the time balance in substantially equal periods and in
12 substantially equal amounts except:

13 1. When the buyer expects his income to vary because of
14 seasonal employment, seasonal sales, use of accelerated
15 depreciation for tax purposes or other known cause, the contract
16 may provide for payment of the time balance in amounts which
17 vary with such expected varying income.

18 2. An installment sale contract for the sale of a heavy
19 commercial motor vehicle shall be exempt from the requirement
20 that payments must be for substantially equal periods and in
21 substantially equal amounts.

22 3. An installment sale of a new motor vehicle to a bona fide
23 salesman or of motor vehicles to be used by him principally as a
24 demonstrator shall be exempt from the equal payment schedule
25 requirement of this section.

26 4. Where the installment sale contract provides for fixed
27 residual value financing. As used in this clause, "fixed
28 residual value financing" shall mean the manner of purchase
29 whereby a buyer who is listed as the owner on the title of the
30 vehicle agrees to select and perform, at the conclusion of a

predetermined schedule of installment payments made in substantially equal periods and in substantially equal amounts, one of the following options:

(a) satisfy the balance of the contractual amount owing;

(b) refinance any balance owing on the terms previously agreed upon at the time of executing the installment sale contract; or

(c) surrender the motor vehicle at such time and manner agreed upon at the time of executing the installment sale contract.

G. Prior to the execution of an installment sale contract by any party, the seller shall provide to the applicant buyer both an oral disclosure and a written disclosure in plain language separate from the installment sale contract to be signed by the applicant buyer prior to the signing of the installment sale contract. The executed, written disclosure shall be copied exactly and furnished by the seller to the applicant buyer at no cost at the time the buyer receives a copy of the installment sale contract. The separate disclosure required under this subsection shall:

1. Advise the applicant that the buyer's purchase of incidental items related to acquiring the motor vehicle, including items such as service contracts, warranties, debt cancellation agreements, and insurance products not required by section 17, but excluding options and accessories physically attached to the vehicle, is voluntary and is not required as a condition of the applicant buyer's receiving the installment sale contract loan.

2. Be complete without any blank spaces.

Section 10. Subsections B, C and E of section 14 of the act,

1 amended April 4, 1990 (P.L.110, No.25), are amended and the
2 section is amended by adding a subsection to read:

3 Section 14. Contents of Contract and Disclosure
4 Requirements.

5 * * *

6 B. Every installment sale contract shall set forth clearly
7 and conspicuously in writing the following separate items as
8 such and [in the following order] other information as
9 applicable:

10 1. Cash price of the motor vehicle. This amount may include
11 any taxes, charges for delivery, [cost of] charges for
12 servicing, repairing or improving the motor vehicle, [costs of]
13 charges for service contracts and warranties which alternatively
14 shall be disclosed pursuant to clause 5, charges for accessories
15 and installation or other [costs] charges normally included in
16 the delivered cash price of such motor vehicle. The cash price
17 of the motor vehicle otherwise may not include charges required
18 to be disclosed pursuant to clause 5. If the cash price contains
19 charges for service contracts or warranties, then, adjacent to
20 the "cash price" listed on the contract in type print size not
21 smaller than the type size used for all item categories, shall
22 be included the boldface and underlined words or substantially
23 similar words "including optional service contracts and/or
24 warranties in the amount of"; and then the separately itemized
25 charges for the service contract and warranty shall be
26 specifically stated in the contract and warranty items.

27 2. Down payment made by the buyer at the time of or prior to
28 execution of the contract, indicating whether made in cash, or
29 represented by the agreed value of a "trade-in" motor vehicle,
30 or other goods, or both. The amount of cash and/or the value of

1 any "trade-in" shall be shown separately. A description of the
2 "trade-in," if any, sufficient for identification shall be
3 shown.

4 3. Unpaid cash balance which shall be the difference between
5 the cash price (Item 1) and the down payment (Item 2) above.

6 4. [Insurance premium costs] Charges for insurance the
7 payment of which the seller agrees to extend credit to the
8 buyer. The term of such insurance, a concise description of the
9 coverage and the amount of the premium shall be set forth. If
10 the precise [cost of the] charges for insurance [is] are not
11 available at the time the contract is signed, an estimated
12 amount, ascertained from a chart prepared by the licensee and
13 approved by the [administrator] department, may be set forth in
14 the contract. When the [cost of the] charges for insurance [is]
15 are so estimated, the contract shall so state and it shall
16 contain notice to the buyer that the difference between the
17 estimated [cost] charges and the actual [cost of] charges for
18 the insurance, including finance charges on such amount, will be
19 adjusted at the time of the final payment on the contract, and a
20 statement of the amount of the adjustment shall be furnished to
21 the buyer simultaneously with the delivery of the insurance
22 policy or certificate.

23 5. Other [costs] charges, necessary or incidental to the
24 sale or financing of a motor vehicle, which the seller contracts
25 to retain, receive or pay on behalf of the buyer and [for the
26 amount of] any other charges necessary or incidental to the sale
27 or financing of the motor vehicle under the contract for which
28 the seller agrees to extend credit to the buyer as authorized by
29 this act[. Such costs shall be itemized in the contract as to
30 nature and amount.], including charges for debt cancellation

1 agreements.

2 6. Principal amount financed which shall be the total of the
3 unpaid cash price balance (Item 3) plus [the] CHARGES FOR <—
4 insurance [premium costs] (Item 4) plus other [costs] CHARGES <—
5 (Item 5) for which the seller agrees to extend credit to the
6 buyer.

7 7. Finance charge which is the consideration in excess of
8 the cash price (Item 1), excluding [insurance premium] CHARGES <—
9 FOR INSURANCE (Item 4), and other [costs] CHARGES (Item 5), <—
10 which the buyer agrees to pay to the seller for the privilege of
11 purchasing the motor vehicle under the installment sale
12 contract.

13 8. Time balance which shall be the total of the principal
14 amount financed (Item 6), plus the finance charge (Item 7), and
15 which shall represent the total obligation of the buyer which he
16 agrees to pay in two or more scheduled payments.

17 9. Payment schedule which shall state the number of
18 payments, the amount of the payments and the time of the
19 payments required to liquidate the time balance.

20 10. Notwithstanding any provisions of this act or any other
21 law to the contrary, the finance charge percentage rate included
22 in an installment sale contract for the sale of a heavy
23 commercial motor vehicle may vary during the term thereof
24 pursuant to a formula or index set forth therein that is made
25 readily available to and verifiable by the buyer and is beyond
26 the control of the holder of the contract. For the purpose of
27 disclosing the amount of finance charge (Item 7) and time
28 balance (Item 8) and setting forth a payment schedule (Item 9),
29 such amounts may be calculated using the finance charge
30 percentage rate applicable to the transaction as of the date of

1 execution of the contract, notwithstanding the fact that such
2 finance charge percentage rate may increase or decrease over the
3 term of the contract according to a formula or index set forth
4 in the contract.

5 10.1. Charges for warranties, charges for service contracts,
6 charges for insurance for each policy of insurance required to
7 be disclosed pursuant to clause 4, charges required to be
8 disclosed pursuant to clause 5 and costs and charges authorized
9 in section 18 shall be separately itemized in the contract as to
10 nature and amounts of the cost or charge to the buyer. If the
11 seller retains a portion of the charge of a good or service
12 which is provided by others, the seller shall disclose that the
13 seller may retain a portion of the charges.

14 C. Every installment sale contract shall [state clearly any
15 collateral security taken for the buyer's obligation under the
16 contract] provide a description that reasonably identifies any
17 collateral security in which a security interest is provided to
18 secure the buyer's obligation pursuant to 13 Pa.C.S. § 9108
19 (relating to sufficiency of description), including the motor
20 vehicle and any other collateral.

21 * * *

22 E. Every installment sale contract shall contain specific
23 provisions as to the holder's right to accelerate the maturity
24 of the contract upon default or other breach of contract and as
25 to the buyer's liability respecting nonpayment, the dollar or
26 percentage amount of any default charges which may be imposed
27 due to a late payment, other than a deferral or extension
28 charge, repossession and sale of the motor vehicle, in case of
29 default or other breach of contract, and respecting the
30 collateral security, if any.

1 * * *

2 G. Charges enumerated in this section and costs and charges
3 authorized by section 18 shall be separately itemized in the
4 contract.

5 Section 11. Section 16 of the act, amended November 19, 1959
6 (P.L.1529, No.539), is amended to read:

7 Section 16. Transfer of Installment Sale Contract.--

8 A. The seller of a motor vehicle under an installment sale
9 contract, executed in the Commonwealth of Pennsylvania, shall
10 not sell, transfer or assign the obligation represented by such
11 contract to any person in Pennsylvania, or elsewhere, who is not
12 licensed as a sales finance company pursuant to the provisions
13 of this act.

14 B. A sales finance company, licensed pursuant to the
15 provisions of this act, shall not sell, transfer or assign the
16 obligation represented by a motor vehicle installment sale
17 contract, executed in the Commonwealth of Pennsylvania, which it
18 has lawfully acquired, to any other person in Pennsylvania, or
19 elsewhere, who is not licensed as a sales finance company
20 pursuant to the provisions of this act.

21 C. Whenever an installment sale contract is lawfully sold,
22 transferred or assigned to a person who is licensed as a sales
23 finance company, pursuant to the provisions of this act, [such]
24 until the new holder [shall furnish] furnishes to the buyer in
25 such contract a written notice of such sale, transfer or
26 assignment[, excepting when assignment is made only to secure a
27 bona fide commercial loan. Such notice shall set] that sets
28 forth the name and address of the new holder [and shall notify
29 the buyer of the name and address of the person] authorized to
30 receive future payments on such contract[. If such notice has

1 not been given], any payment or tender of payment made to and
2 any service of notice on the last known holder by the buyer
3 shall be binding upon any subsequent holder.

4 D. The provisions of this section shall not apply to an
5 assignment of an aggregation of installment sale contracts,
6 which is executed by a seller or sales finance company only as
7 [collateral security for] a security interest securing payment
8 or performance of a bona fide commercial loan, obtained at
9 lawful rates of interest from a person regularly engaged in the
10 business of lending money on the security of such assigned
11 collateral or amounts due pursuant to a security or debt
12 instrument, and under which, in the absence of default or other
13 bona fide breach of the loan contract, ownership of the assigned
14 contracts remains vested in the assignor and collection of
15 payments on such assigned contracts is made by the assignor; And
16 provided, such assignment and loan contracts are not for the
17 purpose of evading or circumventing the provisions of this act.

18 E. Whenever an installment sale contract, which has been
19 lawfully acquired by a sales finance company, is in default, the
20 holder may resell, retransfer or reassign such contract to the
21 installment seller from whom such contract was originally
22 acquired. [Such] Until the new holder [shall furnish] furnishes
23 to the buyer in such contract a written notice of such resale,
24 retransfer or reassignment[. Such notice shall set] which sets
25 forth the name and address of the new holder[, shall notify the
26 buyer of the name and address of the person] authorized to
27 receive future payments on such contract, and [shall set forth]
28 the unpaid time balance and the accrued default charges due
29 under the contract[,] if any, any payment or tender of payment
30 made to and any service of notice on the last known holder by

1 the buyer shall be binding upon any subsequent holder.

2 Section 12. Sections 17 and 18 of the act are amended to
3 read:

4 Section 17. Insurance.--

5 A. The buyer of a motor vehicle under an installment sale
6 contract may be required to provide insurance on such motor
7 vehicle at the buyer's expense for the protection of the seller
8 or subsequent holder. Such insurance shall be limited to
9 insurance against substantial risk of damage, destruction or
10 theft of such motor vehicle: Provided, however, The foregoing
11 shall not interfere with the liberty of contract of the buyer
12 and seller to contract for other or additional insurance as
13 security for or by reason of the obligation of the buyer, and
14 inclusion of [the cost of] charges for such insurance [premium]
15 in the principal amount advanced under the installment sale
16 contract. Such insurance shall be written for the dual
17 protection of the buyer and of the seller, or subsequent holder,
18 to the extent of his interest in the motor vehicle. Such
19 insurance shall be for an amount, and period of time, and upon
20 terms and conditions, which are reasonable and appropriate
21 considering the type and condition of the motor vehicle, the
22 amount of the time balance and the schedule of payments in the
23 installment sale contract.

24 B. The buyer of a motor vehicle under an installment sale
25 contract shall have the privilege of purchasing such insurance
26 from an agent or broker of his own selection and selecting an
27 insurance company acceptable to the seller: Provided, however,
28 The inclusion of [the cost of the] charges for insurance
29 [premium] in the installment sale contract, when the buyer
30 selects the company agent or broker, shall be optional with the

1 seller.

2 C. Whenever the seller contracts to purchase, at the buyer's
3 expense, such insurance on a motor vehicle sold under an
4 installment sale contract, such insurance shall be purchased
5 through an agent and/or broker, authorized to conduct business
6 in Pennsylvania, and such insurance shall be written by an
7 insurance company qualified to do business in Pennsylvania. The
8 status of the buyer and seller or holder, as set forth in such
9 insurance contract, shall conform to the status of these parties
10 in the installment sale contract. The [cost of the premium on
11 such] charges for insurance to the buyer shall not be in excess
12 of the [amount of the premium] charges for insurance which
13 others are required to pay to such insurance company for similar
14 coverage, and in no event in excess of [rates established in the
15 then current published applicable manual of a recognized
16 standard insurance rating bureau, or the rates fixed] any
17 limitations on premiums, commissions and other charges
18 established by authority of the Commonwealth of Pennsylvania.

19 D. Whenever the seller contracts to purchase, at the buyer's
20 expense, such insurance on a motor vehicle sold under an
21 installment sale contract, a copy of the policy or a certificate
22 of insurance shall be delivered to the buyer within thirty (30)
23 days of the date of the buyer's signing of the installment sale
24 contract.

25 E. The insurance policy which is furnished to the buyer when
26 the insurance is placed by the seller, or subsequent holder, at
27 the buyer's expense shall set forth complete information as to
28 the effective dates, amounts of premiums and coverage, and shall
29 contain all the terms of the insurance contract. When a
30 certificate of insurance issued under a master policy is

1 furnished to the buyer in lieu of an individual policy, such
2 certificate shall set forth all information as to effective
3 dates, amounts of premiums and coverage, and shall contain all
4 the terms of the insurance contract embodied in the master
5 policy to the same extent as would appear if an individual
6 policy were issued, and shall give due notice that it is not an
7 insurance policy.

8 F. When the seller or subsequent holder has placed, at the
9 expense of the buyer, insurance on a motor vehicle sold under an
10 installment sale contract and the buyer prepays the time balance
11 under the contract prior to the expiration date of the
12 insurance, such insurance shall remain in force unless the buyer
13 requests cancellation thereof. The seller or holder shall not
14 cancel the insurance under such circumstances without the
15 buyer's consent, nor shall the seller or holder coerce the buyer
16 to cancel the insurance. Unexpired insurance premiums received
17 by the seller or holder, resulting from cancellation of
18 insurance which was originally placed at the buyer's expense,
19 shall be paid to the buyer or credited to any matured unpaid
20 installments under the contract.

21 G. When the seller contracts to purchase insurance at the
22 buyer's expense and such insurance is cancelled by the insurance
23 company prior to expiration, the seller or subsequent holder
24 shall place comparable insurance with another insurance company
25 and furnish the buyer with a copy of the insurance policy,
26 subject to the same requirements of this act applicable to the
27 original policy. In the event the holder is unable to obtain
28 such insurance in another insurance company, he shall
29 immediately notify the buyer, who may then obtain such insurance
30 from an insurance company, agent or broker of his own selection

1 and the holder shall be liable for any additional [costs]
2 charges for insurance incurred by the buyer in rewriting such
3 insurance for the unexpired period for which the original
4 insurance was written. The holder under these circumstances
5 shall also be liable to the buyer for any loss suffered by the
6 buyer through negligence on the part of the holder in promptly
7 advising the buyer of his inability to obtain replacement
8 insurance.

9 Section 18. Other Costs Included in Amount Financed.--

10 A. In addition to [the cost of] charges for insurance
11 [premiums] authorized in the preceding section of this act, the
12 seller of a motor vehicle under an installment sale contract may
13 require the buyer to pay certain other costs incurred in the
14 sale of a motor vehicle under such contract as follows:

15 1. Fees, payable to the Commonwealth of Pennsylvania, for
16 filing a lien or encumbrance on the certificate of title to a
17 motor vehicle sold under an installment sale contract or
18 collateral security thereto.

19 2. Fees, payable to a public official, for filing or
20 recording and satisfying or releasing the installment sale
21 contract or instruments securing the buyer's obligation.

22 3. Fees, for notarization required in connection with the
23 filing and recording or satisfying and releasing a mortgage,
24 judgment lien or encumbrance.

25 B. The seller of a motor vehicle under an installment sale
26 contract may also contract with the buyer to pay on behalf of
27 the buyer, such other costs incidental to the sale of a motor
28 vehicle and contracted for voluntarily by the buyer as follows:

29 1. Fees, payable to the Commonwealth of Pennsylvania, for
30 registration of the motor vehicle and issuance or transfer of

1 registration plates.

2 2. Fees, payable to the Commonwealth of Pennsylvania, for
3 driver's license for the buyer.

4 3. Costs of messenger service and other costs associated
5 with the submission of documents to the Commonwealth of
6 Pennsylvania or other governmental entity which are contracted
7 for voluntarily by the buyer.

8 C. [Such other costs] The costs described in subsections A
9 and B may be [charged,] contracted for, collected or received by
10 the seller from the buyer independently of the installment sale
11 contract, or the seller may extend credit to the buyer for the
12 amount of such costs and include such amount in the principal
13 amount financed under the installment sale contract.

14 D. [Such other costs] Unless otherwise permitted by the laws
15 of this Commonwealth other than this act, the costs described in
16 subsections A and B which are paid or payable by the buyer shall
17 not exceed the amount which the seller expends or intends to
18 expend therefor. Any such costs which the seller has collected
19 from the buyer, or which have been included in the buyer's
20 obligation under the installment sale contract which are not
21 disbursed by the seller, as contemplated, shall be immediately
22 refunded or credited to the buyer.

23 E. The seller of a motor vehicle under an installment sale
24 contract may also contract with the buyer, to pay on behalf of
25 the buyer, charges for any goods or services necessary or
26 incidental to the sale of a motor vehicle and contracted for by
27 the buyer which are not otherwise restricted pursuant to this
28 act or any other statute. This subsection does not authorize the
29 mark-up of costs described in subsection A or B.

30 Section 13. Section 19 of the act, amended June 18, 1982

1 (P.L.553, No.160), is amended to read:

2 Section 19. Finance Charges.--

3 A. A seller licensed under the provisions of this act shall
4 have the power and authority to charge, contract for, receive or
5 collect a finance charge, as defined in this act, on any
6 installment sale contract covering the retail sale of a motor
7 vehicle in this Commonwealth, which shall not exceed the rates
8 indicated for the respective classification of motor vehicles as
9 follows:

10 Class I. New motor vehicles, except those having a cash
11 price of ten thousand dollars (\$10,000) or more and used
12 primarily for commercial purposes and except mobile homes and
13 except new trucks or truck tractors having a manufacturer's
14 gross vehicular weight of fifteen thousand (15,000) pounds or
15 more and new semitrailers or trailers designed for use in
16 combination with truck tractors, eighteen percent (18%) simple
17 interest per year on the unpaid balance.

18 Class II. Used motor vehicles of a model designated by the
19 manufacturer by a year not more than two (2) years prior to the
20 year in which the sale is made, eighteen percent (18%) simple
21 interest per year on the unpaid balance.

22 Class III. Older used motor vehicles of a model designated
23 by the manufacturer by a year more than two (2) years prior to
24 the year in which the sale is made, twenty-one percent (21%)
25 simple interest per year on the unpaid balance.

26 Class IV. New motor vehicles having a cash price of ten
27 thousand dollars (\$10,000) or more and used primarily for
28 commercial purposes, and except new trucks or truck tractors
29 having a manufacturer's gross vehicular weight of fifteen
30 thousand (15,000) pounds or more and new semitrailers or

1 trailers designed for use in combination with truck tractors,
2 seven and one-half percent (7 1/2%) per year.

3 Class V. New mobile homes, such percent established as a
4 maximum finance charge for mobile homes by regulation of the
5 Federal Housing Administration, pursuant to the National Housing
6 Act of June 27, 1934 (48 Stat. 1246), whether or not the mobile
7 home is subject to a sale on credit or loan insured or
8 guaranteed in whole or in part by such administration.

9 Class VI. New trucks and truck tractors having a
10 manufacturer's gross vehicular weight of fifteen thousand
11 (15,000) pounds or more and new semitrailers and trailers
12 designed for use in combination with truck tractors, ten percent
13 (10%) per year.

14 B. Such finance charge shall be computed on the principal
15 amount financed as determined under Section 14-B-6 of this act.

16 C. Such finance charge shall be computed at the annual rate
17 indicated on contracts, which are payable by installment
18 payments, extending for a period of one (1) year. On contracts
19 providing for installment payments, extending for a period which
20 is less than or greater than one (1) year, the finance charge
21 shall be computed proportionately.

22 D. Such finance charge may be computed on the basis of a
23 full month for any fractional month period in excess of ten (10)
24 days, and interest may continue to be charged during any period
25 of time for which a default charge is also imposed.

26 E. A minimum finance charge of ten dollars (\$10.00) may be
27 charged on any installment sale contract in which the finance
28 charge, when computed at the rates indicated, results in a total
29 charge of less than this amount.

30 F. The maximum finance charge prescribed by this act shall

1 not apply to any sale on credit or loan insured or guaranteed in
2 whole or in part by the Federal Housing Administration, the
3 Veterans' Administration or any other department or agency of
4 the United States Government: Provided, That any such sale on
5 credit or loan is subject to a maximum rate of interest
6 established by law or by such department or agency.

7 Section 14. Section 20 of the act is amended to read:

8 Section 20. Refinancing Installment Sale Contract.--

9 A. The holder of an installment sale contract may extend the
10 scheduled due date, or defer the scheduled payment of all or
11 part of any unpaid installment payment or payments, or renew the
12 unpaid time balance of such contract.

13 B. The holder may contract for, receive and collect a
14 refinance charge for such extension, deferment or renewal. Such
15 refinance charge shall not exceed the amount ascertained under
16 either of the following methods of computation at the respective
17 rates indicated by--

18 Option 1. Computing the refinance charge on the amount of
19 the installment payment or payments or part thereof, which is
20 refinanced for the period of time, for which each payment or
21 part thereof is extended or deferred at the following rates on
22 contracts originally in the respective classification of motor
23 vehicles set forth in the preceding section of this act:

24 Class I. One percent (1%) per month.

25 Class II. One and one-half percent (1 1/2%) per month.

26 Class III. Two percent (2%) per month.

27 Such refinance charges may be computed on the basis of a full
28 month for any fractional month period in excess of ten (10)
29 days.

30 Option 2. Computing the refinance charge on the amount

1 obtained by adding to the unpaid time balance of the contract,
2 [the] charges for insurance [cost] and other [costs] charges
3 incidental to refinancing, by adding unpaid default charges,
4 which may be accrued, and by deducting any rebate which may be
5 due to the buyer for prepayment incidental to refinancing, at
6 the rate of the finance charge in the original contract, for the
7 term of the renewal contract, and subject to the provisions of
8 this act governing computation of the original finance charge:
9 Provided, however, That the provisions of this act governing
10 minimum finance charges and minimum prepayment rebate shall not
11 apply in calculating refinance charges on the contract renewed
12 under this method of computation.

13 C. The holder of an installment sale contract shall not
14 include in any contract for refinancing such contract, any cash
15 loan to the buyer, nor any credit extended to the buyer
16 incidental to the purchase of goods or services: Provided,
17 further, That the word loan herein shall not include, nor this
18 act prohibit, a rearrangement of payments under the installment
19 sale contract by a refinance transaction involving a restoration
20 of certain installment payments made under the contract, but the
21 refinance charge on such amount restored may be not more than
22 six percent per annum, simple interest; And provided, further,
23 however, That the holder of such contract may embody in such
24 refinance contract the [cost of] charge for accessories,
25 equipment and parts for the motor vehicle sold under such
26 contract, and the [cost of] charge for repairs and services to
27 such motor vehicle including finance charges thereon.

28 Section 15. Section 21 of the act, amended April 4, 1990
29 (P.L.110, No.25), is amended to read:

30 Section 21. Default Charges.--

1 [A.] A default charge may be collected on any installment
2 payment or payments which are not paid on or before the due date
3 of such payments. A default charge may be collected on any
4 contract subject to this act, regardless of the class of vehicle
5 or the method by which the finance charge is computed. Such
6 default charge shall not exceed the rate of two percent (2%) per
7 month on the amount of the payment or payments in arrears where
8 the contract is for the sale of a motor vehicle which is other
9 than a heavy commercial motor vehicle. Such default charge may
10 be computed on the basis of a full calendar month for any
11 fractional month period in excess of ten (10) days. On any
12 contract for the sale of a heavy commercial motor vehicle, the
13 default charge shall not exceed for any payment not made within
14 ten (10) days of its scheduled due date, four percent (4%) of
15 the amount of the payment or payments in arrears: Provided, That
16 such default charge may be collected only once on each payment
17 in arrears. Such default charges may be collected, when earned,
18 during the term of the contract, or may be accumulated and
19 collected at final maturity, or at the time of final payment
20 under the contract. Such default charge shall not be collected
21 on any payment in default because of any acceleration provision
22 in the contract.

23 Section 16. Subsection F of section 23 of the act is amended
24 to read:

25 Section 23. Repossession.--

26 * * *

27 F. The [administrator] department shall have authority to
28 reduce the amount of or prohibit entirely any item of expense of
29 retaking, storing or repairing of a motor vehicle which appears
30 to him to be fictitious, unnecessary, unreasonable or

1 exorbitant, or such as would not have been incurred by a prudent
2 person under similar circumstances.

3 * * *

4 Section 17. Sections 25, 31, 36 and 37 of the act are
5 amended to read:

6 Section 25. Redemption and Termination of Contract after
7 Repossession.--

8 A. [When] Unless the right of redemption is waived in a
9 nonconsumer transaction under 13 Pa.C.S. § 9624(c) (relating to
10 waiver), if repossession of a motor vehicle which is the subject
11 of an installment sale contract is effected within or outside
12 the Commonwealth of Pennsylvania otherwise than by legal
13 process, the holder shall retain such repossessed motor vehicle
14 [within the county in which it was retaken] for a period of
15 fifteen (15) days after mailing of notice of repossession to the
16 buyer. [If such repossession is made outside of the Commonwealth
17 of Pennsylvania, the motor vehicle, at the option of the holder,
18 may be retained in the vicinity of retaking for such fifteen
19 (15) day period or brought back to the county in Pennsylvania in
20 which it was originally sold to the buyer under such contract
21 and retained in such county for such fifteen (15) day period.]

22 B. During such fifteen (15) day period the buyer may redeem
23 the motor vehicle and terminate the contract by payment or
24 tender of payment to the holder of the following amounts,
25 subject to the conditions hereinafter indicated:

26 1. When default at the time of repossession was less than
27 fifteen (15) days, the amount of the unpaid time balance, plus
28 the amount of any accrued default charges authorized by this
29 act, plus any other amount lawfully due under the contract,
30 excluding costs of retaking, repairing and storage, less rebate

1 of unearned finance charge.

2 2. When default at the time of repossession exceeded fifteen
3 (15) days, the amount of the unpaid time balance, plus the
4 amount of any accrued default charges authorized by this act,
5 plus costs of retaking, repairing, repossessing and storing
6 authorized by this act, plus any other amount lawfully due under
7 the contract, less rebate of unearned finance charge.

8 C. If the buyer redeems the motor vehicle and terminates the
9 contract by payment or tender as provided in subsection B, the
10 holder shall return the motor vehicle and any other collateral
11 in any manner consistent with 13 Pa.C.S. § 9623 (relating to
12 right to redeem collateral). Property will be deemed to be
13 returned in a manner in compliance with this act and 13 Pa.C.S.
14 § 9623 by delivery to:

15 1. the county in this Commonwealth or within a comparable
16 governmental unit outside this Commonwealth where repossession
17 occurred;

18 2. a county in this Commonwealth where the buyer resides; or

19 3. the county in this Commonwealth in which the vehicle was
20 purchased under such contract.

21 Section 31. Prohibited Charges.--

22 A. A licensee under this act shall not charge, contract for,
23 collect, or receive from the buyer, directly or indirectly, any
24 further or other amount for costs, charges, examination,
25 appraisal, service, brokerage, commission, expense, interest,
26 discount, fees, fines, penalties or other thing of value in
27 connection with the retail sale of a motor vehicle under an
28 installment sale contract in excess of [the cost of] charges for
29 insurance [premiums], other [costs] charges necessary or
30 incidental to the sale of the motor vehicle, the finance

1 charges, refinance charges, default charges, recording and
2 satisfaction fees, court costs, attorney's fees and expenses of
3 retaking, repairing and storing a repossessed motor vehicle
4 which are [authorized by the provisions of this act] disclosed
5 as required by subsection B of section 14.

6 B. A licensee under this act shall not collect any charge
7 whatsoever in connection with a contemplated sale of a motor
8 vehicle under an installment sale contract, if such contract is
9 not consummated: Provided, however, That nothing contained
10 herein shall affect the legal status of a deposit paid by a
11 prospective buyer to a seller as a binder on the contemplated
12 purchase of a motor vehicle.

13 C. An installment sale contract, wherein the seller or any
14 subsequent holder has charged, contracted for, collected, or
15 received from the buyer any prohibited [costs or] charges
16 whatsoever shall be unenforcible as to such prohibited [costs
17 or] charges.

18 Section 36. Exemptions.--

19 A. This act shall not affect or impair any business
20 conducted lawfully under license issued pursuant to the act of
21 April eighth, one thousand nine hundred thirty-seven (Pamphlet
22 Laws, two hundred sixty-two), known as the "Consumer Discount
23 Company Act," or supplements or amendments thereto.

24 B. This act shall not apply to an extension of credit for
25 the purchase of a motor vehicle, including the financing of any
26 other costs or charges necessary or incidental to the sale or
27 financing of a motor vehicle, made pursuant to the act of
28 November 30, 1965 (P.L.847, No.356), known as the "Banking Code
29 of 1965."

30 Section 37. Penalties.--

1 A. Any person, partner, association, business corporation,
2 banking institution, nonprofit corporation, common law trust,
3 joint stock company or any other group of individuals, however
4 organized, or any owner, partner, member, officer, director,
5 trustee, employee, agent, broker or representative thereof who or
6 which shall engage in this Commonwealth in business as
7 installment seller, sales finance company or collector-
8 reposessor as defined in this act without having obtained a
9 license, as required under this act, shall be guilty of a
10 misdemeanor, and upon conviction thereof, shall be sentenced to
11 pay a fine of not less than [five hundred dollars (\$500)] two
12 thousand dollars (\$2,000), or more than [five thousand dollars
13 (\$5,000)] ten thousand dollars (\$10,000), or to suffer
14 imprisonment of not [less than six (6) months or,] more than
15 three (3) years, or both, at the discretion of the court.

16 B. Any licensee conducting business under this act as an
17 installment seller, sales finance company or collector-
18 reposessor or any owner, partner, member, officer, director,
19 trustee, employee, agent, broker or representative thereof who
20 shall violate any provision of this act, or shall direct [or
21 consent to] such violation shall be guilty of a misdemeanor, and
22 upon conviction thereof, shall be sentenced to pay a fine of not
23 more than [five hundred dollars (\$500)] two thousand dollars
24 (\$2,000) for the first offense; and for each subsequent offense
25 a like fine and/or suffer imprisonment not to exceed one (1)
26 year in the discretion of the court.

27 C. Any licensed seller or sales finance company as holder of
28 a motor vehicle installment sale contract who hires, authorizes
29 or permits an unlicensed collector-reposessor, as defined in
30 this act, to collect payments on any such contract or to

1 repossess any motor vehicle sold under such contract within this
2 Commonwealth shall be guilty of a violation of this act, and
3 subject to the penalties imposed by the foregoing provisions of
4 this section.

5 D. Any person required to be licensed under this act that
6 violates this act or directs a violation or who engages in any
7 activity for which a license could be suspended or revoked under
8 section 10 shall be subject to a civil penalty levied by the
9 department of not more than two thousand dollars (\$2,000) for
10 each offense.

11 E. A sales finance company licensed pursuant to this act
12 engaged in the purchase, sale, assignment, securitization or
13 servicing of installment sale contracts shall not be held liable
14 for excessive mark-ups by installment sellers to charges
15 described in subsection E of section 18 or for failures to make
16 disclosures in subsection G of section 13.

17 Section 18. The act is amended by adding a section to read:

18 Section 37.1. Regulations and Orders.--The department is
19 authorized to promulgate regulations and to issue orders,
20 statements of policy and written interpretations as necessary or
21 appropriate for the interpretation or enforcement of this act.

22 ~~Section 19. This act shall take effect in 90 days.~~ <—

23 SECTION 19. THE GENERAL ASSEMBLY FINDS AND DECLARES AS <—

24 FOLLOWS:

25 (1) ALL CITIZENS ARE ENTITLED TO FAIR DEALING WITH THOSE
26 WHO SELL AND FINANCE MOTOR VEHICLES IN THIS COMMONWEALTH. THE
27 ACT BECAME LAW IN 1947, AND ITS PURPOSE IS TO PROTECT
28 PENNSYLVANIA'S CONSUMERS FROM IMPROPER SALES AND FINANCING
29 PRACTICES.

30 (2) BECAUSE CITIZENS CAN NOW CHOOSE TO PURCHASE PRODUCTS

1 AND SERVICES RELATED TO THE PURCHASE OF A MOTOR VEHICLE WHICH
2 WERE NOT AVAILABLE OR EVEN CONTEMPLATED WHEN THE ACT WAS
3 ENACTED, AND INCLUDE THOSE ITEMS IN THE AMOUNT FINANCED, IT
4 IS NOW DESIRABLE TO AMEND THE ACT TO PROVIDE FOR ADDITIONAL
5 DISCLOSURES TO CONSUMERS WHO PURCHASE INCIDENTAL ITEMS IN
6 CONJUNCTION WITH THE PURCHASE OF A MOTOR VEHICLE.

7 (3) IT IS FURTHER DESIRABLE TO AMEND THE ACT TO PROVIDE
8 FOR THE IMPOSITION OF CIVIL PENALTIES AGAINST THOSE SELLERS
9 AND LENDERS THAT ENGAGE IN FRAUDULENT OR ABUSIVE PRACTICES TO
10 THE DETRIMENT OF CONSUMERS IN THIS COMMONWEALTH.

11 (4) UNCERTAINTY HAS ARISEN WITH REGARD TO THE INTENT OF
12 CERTAIN PROVISIONS OF THE ACT AS ENACTED IN 1947. IN ORDER TO
13 PROVIDE FOR CONTINUED CONSUMER PROTECTION AND FINANCING
14 OPTIONS, THIS ACT IS INTENDED TO CLARIFY THE INTENT OF THE
15 ACT TO FACILITATE THE FINANCING OF VEHICLES AND RELATED
16 PRODUCTS AND SERVICES.

17 SECTION 20. BECAUSE MANY OF THE CIRCUMSTANCES AND EVENTS
18 THAT LED TO THE INITIAL ADOPTION OF THE ACT IN 1947 HAVE
19 SUBSTANTIALLY CHANGED DUE TO SUBSTANTIAL IMPROVEMENTS IN
20 BUSINESS PRACTICES AND EXPANDED FEDERAL REGULATIONS, A STUDY OF
21 PROPOSALS TO UPDATE AND MODERNIZE THE ACT SHALL BE CONDUCTED BY
22 THE JOINT STATE GOVERNMENT COMMISSION AND THE RECOMMENDATIONS OF
23 THE COMMISSION REPORTED TO THE GENERAL ASSEMBLY. IN ADDITION TO
24 CHANGES TO THE ACT, THE COMMISSION SHALL ALSO CONSIDER THE
25 ADVISABILITY OF MERGING THE PROVISIONS OF THE ACT OF OCTOBER 28,
26 1966 (1ST SP.SESS., P.L.55, NO.7), KNOWN AS THE GOODS AND
27 SERVICES INSTALLMENT SALES ACT, AND OTHER CONSUMER FINANCE
28 LEGISLATION INTO A CONSOLIDATED CONSUMER CREDIT CODE WHICH
29 AVOIDS DUPLICATION OF FEDERAL LAW AND REGULATIONS AND PROMOTES
30 UNIFORMITY OF LAW AMONG THE STATES. THE STUDY SHALL BE CONDUCTED

1 BY A TASK FORCE ESTABLISHED BY THE COMMISSION CONSISTING OF FOUR
2 MEMBERS OF THE SENATE, TWO APPOINTED BY THE PRESIDENT PRO
3 TEMPORE OF THE SENATE AND TWO APPOINTED BY THE MINORITY LEADER
4 OF THE SENATE AND FOUR MEMBERS OF THE HOUSE OF REPRESENTATIVES,
5 TWO APPOINTED BY THE SPEAKER OF THE HOUSE OF REPRESENTATIVES AND
6 TWO APPOINTED BY THE MINORITY LEADER OF THE HOUSE OF
7 REPRESENTATIVES. IN ADDITION, THE COMMISSION SHALL APPOINT AN
8 ADVISORY COMMITTEE TO ASSIST THE TASK FORCE THAT SHALL INCLUDE A
9 REPRESENTATIVE OF THE DEPARTMENT OF BANKING, THE CONSUMER
10 PROTECTION DIVISION OF THE OFFICE OF ATTORNEY GENERAL, THE
11 PENNSYLVANIA AUTOMOTIVE ASSOCIATION, THE PENNSYLVANIA RETAILERS'
12 ASSOCIATION, THE PENNSYLVANIA BANKERS ASSOCIATION AND OTHER
13 INDIVIDUALS WITH KNOWLEDGE AND EXPERTISE REGARDING MOTOR VEHICLE
14 SALES FINANCE, INSTALLMENT SALES AND CONSUMER PROTECTION LAWS
15 AND REGULATIONS.

16 SECTION 21. ALL ACTS AND PARTS OF ACTS ARE REPEALED INSOFAR
17 AS THEY ARE INCONSISTENT WITH THIS ACT.

18 SECTION 22. THE FOLLOWING APPLY:

19 (1) THIS ACT SHALL NOT ADVERSELY AFFECT THE ADEQUACY OF
20 ACTIONS TAKEN TO COMPLY WITH THIS ACT PRIOR TO THE EFFECTIVE
21 DATE OF THIS ACT, INCLUDING DISCLOSURES PROVIDED PRIOR TO THE
22 EFFECTIVE DATE OF THIS ACT.

23 (2) THE FOLLOWING PROVISIONS ARE INTENDED TO CLARIFY AND
24 CONFIRM THE MEANING OF THE ACT AND NOT TO CHANGE THE MEANING
25 OR INTERPRETATION OF THE ACT:

26 (I) THE AMENDMENT OR ADDITION OF CLAUSES 13, 13.1,
27 13.2, 14 AND 16 OF SECTION 3 OF THE ACT.

28 (II) THE AMENDMENT OR ADDITION OF PROVISIONS OF THE
29 ACT WHICH UTILIZE THE DEFINITIONS REFERRED TO IN
30 SUBPARAGRAPH (I).

1 (III) THE AMENDMENT OF SECTIONS 16, 17 AND 18 OF THE
2 ACT.

3 (IV) THE AMENDMENT OF SUBSECTION D OF SECTION 19 OF
4 THE ACT.

5 (V) THE AMENDMENT OF SECTIONS 21, 25 AND 31 OF THE
6 ACT.

7 (VI) THE ADDITION OF SUBSECTION B OF SECTION 36 OF
8 THE ACT.

9 (VII) THE ADDITION OF SUBSECTION E OF SECTION 37 OF
10 THE ACT.

11 (3) TO THE EXTENT NECESSARY TO CLARIFY THE MEANING OR
12 INTERPRETATION OF THE ACT, THE PROVISIONS REFERRED TO IN
13 PARAGRAPH (2) SHALL APPLY RETROACTIVELY TO CAUSES OF ACTION
14 WHICH AROSE ON OR BEFORE THE EFFECTIVE DATE OF THIS ACT.

15 (4) AS TO THE AMENDMENT OF SECTION 14 OF THE ACT:

16 (I) THE AMENDMENT OF SECTION 14 OF THE ACT
17 CONSTITUTES A CLARIFICATION AND CONFIRMATION OF THE
18 MEANING OF THE ACT IN ACCORDANCE WITH PARAGRAPH (2) TO
19 THE EXTENT THAT THE AMENDMENT:

20 (A) PROVIDES THAT AMOUNTS DISCLOSED UNDER
21 CLAUSES 1 AND 5 OF SUBSECTION B OF SECTION 14 OF THE
22 ACT MAY INCLUDE CHARGES AND ARE NOT LIMITED TO ACTUAL
23 COSTS INCURRED BY A SELLER OR FINANCE COMPANY, EXCEPT
24 AS OTHERWISE PROVIDED BY SECTION 18 OF THE ACT AND
25 CLAUSE 13.2 OF SECTION 3 OF THE ACT; AND

26 (B) ALLOWS THE DISCLOSURE OF CHARGES FOR SERVICE
27 CONTRACTS AND WARRANTIES AT THE OPTION OF THE SELLER
28 OR SALES FINANCE COMPANY AS EITHER:

29 (I) PART OF THE CASH PRICE UNDER CLAUSE 1 OF
30 SUBSECTION B OF SECTION 14 OF THE ACT; OR

1 (II) OTHER CHARGES NECESSARY OR INCIDENTAL
2 TO THE SALE OF A MOTOR VEHICLE UNDER CLAUSE 5 OF
3 SUBSECTION B OF SECTION 14 OF THE ACT.
4 (II) THE AMENDMENT OF SECTION 14 OF THE ACT
5 CONSTITUTES A CHANGE IN THE LAW TO THE EXTENT THAT THE
6 AMENDMENT IMPOSES NEW DISCLOSURE REQUIREMENTS.
7 SECTION 23. THIS ACT SHALL TAKE EFFECT IN 90 DAYS.