

New York State Continues to Prohibit Vehicle Sales

New York State and Metro Dealer Associations Jointly Submit Emergency Relief Plan for Vehicle Sales

Note: All please make sure you support your metro and state dealer associations. They have been on the frontline working hard to keep dealerships open. If you know your respective State Legislature and your dealership is open for service only. Please forward them a copy of the Joint Letter that NADA, NAMAD, AIDA, ATD, and The Alliance sent to President Trump yesterday. Its bringing some value and turning the table. Thank you.

The New York State Auto Dealers Association, along with the Buffalo, Rochester, Syracuse, Greater New York, the Capital Region New York Dealer Associations, have worked jointly to find a way to keep dealers' sales departments opened for sales to the general public. Yesterday, the group submitted a new proposal that **if approved** would allow dealers, on a temporary basis, to sell and lease cars for a segment of consumers who need a new or used vehicle during this crisis.

If approved as proposed, dealers using a remote sales process will be able to complete a sales transaction and deliver the vehicle either in a secure area in the dealership that has been kept clean according to the CDC requirements or outside in the dealer's lot, or through a home delivery.

The associations developed the proposal in response to Gov. Cuomo's Executive Order from last week that required the shutdown of all "non-essential" businesses, including vehicle sales at new and used car dealers. The proposal would allow dealers to service consumers who need to replace their existing vehicle, whether it's due to age, reliability, or a lease that is expiring or other circumstances.

Access to a vehicle is especially crucial since the state is discouraging the public from using mass transit during the health crisis and because of the lack of public transportation in other communities across the State.

The proposal developed by the dealer associations that would allow for temporary remote and electronic sales until the Emergency Order in New York State is lifted.

1. Dealership sales departments should not be open to the general public, but allow dealers to conduct transactions remotely or electronically to meet the needs of a segment of consumers who, at this critical time, require new or replacement vehicles, or who must return a vehicle where the lease has ended.
2. Apply social distancing requirements to all appointments for vehicle deliveries or lease returns.
3. Conduct all deliveries and interactions in one of the following safe settings: (1) Outside a dealership; (2) in a service bay cleaned according to Centers for Disease Control (CDC) Coronavirus Prevention Guidelines; (3) in a designated room cleaned according to the CDC Guidelines; or (4) at a consumer's home or place of business.
4. All personal interactions - whether in returning a vehicle or exchanging paperwork - must follow CDC Guidelines and NYS requirements related to workplace health and social distancing.