

## **DMV Provides Guidance on Proper Plating and Disclosure of Ford Courtesy Transportation Program Vehicles**

The Wisconsin Automobile and Truck Dealers Association (WATDA) has received numerous calls from Ford dealers regarding the recently released Ford Courtesy Transportation Program (FCTP) regarding how to plate the vehicles for use under the terms of the program and how to properly disclose those vehicles when they leave the program and are displayed on your lot for sale.

Under program rules, FCTP vehicles can be used as service loaners, rentals to the general public or new vehicle test drives to prospective buyers for up to 96 hours. While Ford provides dealers with program guidelines for vehicle use under the program, they defer to state rules and regulations regarding title and registration, tax obligations, traffic, toll or parking violations requirements. Therefore, WATDA provided DMV staff with the program guidelines and asked for clarifications.

Upon DMV review they have said that dealers should be:

**Titling and registering the vehicles** under the legal dealership name. This means a regular Wisconsin plate (not a dealer plate).

Dealers can purchase vehicles without paying sales tax if they are kept and used for retention, demonstration or display. However, sales tax would apply to any rental fees if you are renting the vehicles.

After the vehicle is taken out of service, they must be **sold as used**. Therefore, you must complete a Wisconsin Buyer's Guide and disclose the **"Prior Use" section as a Rental Vehicle**.