DETROIT AUTO DEALERS ASSOC., INC., ET AL.

193

Complaint

IN THE MATTER OF

DETROIT AUTO DEALERS ASSOCIATION, INC., ET AL.

CONSENT ORDER IN REGARD TO ALLEGED VIOLATION OF SEC. 5 OF THE FEDERAL TRADE COMMISSION ACT

Docket 9189. Complaint,* Dec. 20, 1984—Decision, Dec. 3, 1986

This consent order prohibits, among other things, twenty six Detroit, Mich.-area Chevrolet associations, dealerships and dealers from conspiring to not advertise in the classified sections of newspapers or to not advertise vehicle prices at all.

Appearances

For the Commission: Dennis F. Johnson, Robert C. Jones, Richard B. Smith, Richard A. Wolff, Timothy Suich and Morris Bloom.

For the respondents: Lawrence F. Raniszeski and Robert Y. Weller, Colombo & Colombo, Birmingham, Mich. and James F. Rill, Jeffrey W. King and Christopher J. MacAvoy, Collier, Shannon, Rill & Scott, Washington, D.C.

Complaint

Pursuant to the provisions of the Federal Trade Commission Act, as amended, and by virtue of the authority vested in it by said Act, the Federal Trade Commission, having reason to believe that the respondent parties named in the caption hereof, and hereinafter more particularly described and designated as "respondents," have violated the provisions of said Act and it appearing to the Commission that a proceeding by it in respect thereof would be in the public interest, hereby issues its complaint stating its charges in that respect as follows:

PARAGRAPH 1. Each of the parties described below is hereby named as a respondent herein in the capacity set forth in the caption to this complaint. Each respondent named in his capacity as an officer of a corporate respondent formulates, directs and controls the acts and practices of said corporate respondent.

* The complaint was issued against associations, dealerships and dealers for Chrysler-Plymouth and Cadillac, as well. For the decisions issued against these respondents see 108 F.T.C. 243 and 249.

Complaint

108 F.T.C.

Respondent name

Detroit Auto Dealers Association, Inc. James Daniel Haves Tri-County Pontiac Dealers Association, Inc. *Greater Detroit Chevrolet Dealers Association, Inc. *Chrysler-Plymouth Dealers Association of Greater Detroit, Inc. **Greater Detroit Dodge Dealers** Association, Inc. Metro Detroit AMC Dealers Association, Inc. Metro Detroit Buick Dealers Association. Inc. *Metro Detroit Cadillac Dealers Association, Inc. Metropolitan Detroit Ford Dealers, Inc. Metropolitan Detroit Oldsmobile Dealers Association, Inc. Metropolitan Lincoln-Mercury Dealers Association, Inc. Southeastern Michigan Volkswagen Dealers Association, Inc. Metro Detroit Chevrolet Dealers Association, Inc.*** Chrysler-Plymouth Advertising Association of Greater Detroit, Inc.*** Metro Detroit AMC Advertising Association, Inc. Metro Detroit Buick Dealers Advertising Association, Inc.** Metro Detroit Ford Dealers Advertising Fund, Inc. Metropolitan Lincoln-Mercury Dealers Advertising Association, Inc. Tri-County Detroit Dodge Dealers Association, Inc. Barnett Pontiac-Datsun, Inc. Robert F. Barnett Jim Causley Pontiac-GMC Truck, Inc. James F. Causley, Sr. Jim Fresard Pontiac, Inc. F. James Fresard Red Holman Pontiac-Toyota-GMC Truck Co. Albert A. Holman Art Moran Pontiac-GMC, Inc. Arthur C. Moran

Principal place of business

3290 W. Big Beaver Road, Troy, MI 48084 3290 W. Big Beaver Road, Troy, MI 48084 16000 W. Twelve Mile Road, Southfield, MI 48076

100 Renaissance Center, Suite 3100, Detroit, MI 48243

32711 Van Dyke, Warren, MI 48093

24211 Gratiot Avenue, East Detroit, MI 48021 13600 Greenfield Road, Detroit, MI 48227

100 Renaissance Center, Suite 3100, Detroit, MI 48243

100 Renaissance Center, Suite 3100, Detroit, MI 48243

- 24760 W. Seven Mile Road, Detroit, MI 48219 100 Renaissance Center, Suite 3100, Detroit, MI 48243
- 1950 W. Maple Road, Troy, MI 48084

23615 Michigan Avenue, Dearborn, MI 48124

100 Renaissance Center, Suite 3100, Detroit, MI 48243

32711 Van Dyke, Warren, MI 48093

13600 Greenfield Road, Detroit, MI 48227

100 Renaissance Center, Suite 3100, Detroit, MI 48243

24760 W. Seven Mile Road, Detroit, MI 48219

1950 W. Maple Road, Troy, MI 48084

24211 Gratiot Avenue, East Detroit, MI 48021

14505 Michigan Avenue, Dearborn, MI 48126 14505 Michigan Avenue, Dearborn, MI 48126 38111 Gratiot Avenue, Mt. Clemens, MI 48043 38111 Gratiot Avenue, Mt. Clemens, MI 48043 400 N. Main Street, Royal Oak, MI 48067 400 N. Main Street, Royal Oak, MI 48067 35300 Ford Road, Westland, MI 48185

35300 Ford Road, Westland, MI 48185 29300 Telegraph Road, Southfield, MI 48034 29300 Telegraph Road, Southfield, MI 48034

Respondents designated with "" are charged under both Count I and Count II of the complaint. The other respondents are charged only under Count I.

Respondents designated with "" have had the complaint dismissed against them by Commission order dated

Respondent name

Packer Pontiac Co. William M. Packer, Jr. Rinke Pontiac-GMC Co. Roland Rinke Bob Sellers Pontiac-GMC, Inc.

Robert B. Sellers

Shelton Pontiac-Buick, Inc. C.M. (Bud) Shelton Yvon J. Tessier** Porterfield Wilson Pontiac-GMC Truck, Inc. Poterfield Wilson Woody Pontiac Sales, Inc.

Woodrow W. Woody

*Jack Cauley Chevrolet, Inc.

*John H. Cauley

*Dexter Chevrolet Co. *Joseph B. Slatkin *Dick Genthe Chevrolet, Inc. *Richard E. Genthe Bernie Hout Chevrolet, Inc.**

Bernard C. Houthoofd**

James-Martin Chevrolet, Inc. James P. Large *Jefferson Chevrolet Co. James P. Tellier Raymond R. Tessmer *Lou LaRiche Chevrolet-Subaru, Inc. *Louis H. LaRiche *Walt Lazar Chevrolet, Inc. Walter N. Lazar John W. Lazar** Stephen R. Jasinski** Jack Meyers** Glen D. Cole** *Mark Chevrolet, Inc. *Harry C. Demorest *George Matick Chevrolet, Inc. George S. Matick, Jr. *Matthews-Hargreaves Chevrolet Co.

Principal place of business

500 S. Opdyke Road, Pontiac, MI 48057 500 S. Opdyke Road, Pontiac, MI 48057 27100 Van Dyke Avenue, Warren, MI 48093 27100 Van Dyke Avenue, Warren, MI 48093 38000 Grand River Avenue, Farmington Hills, MI 48018

38000 Grand River Avenue, Farmington Hills, MI 48018

855 S. Rochester Road, Rochester, MI 48063 855 S. Rochester Road, Rochester, MI 48063 16100 Fort Street, Southgate, MI 48195 18650 Livernois, Detroit, MI 4822³

18650 Livernois, Detroit, MI 48221

12140 Joseph Campau, Hamtramck, MI 48212

12140 Joseph Campau, Hamtramck, MI 48212

7020 Orchard Lake Road, West Bloomfield, MI 48033

7020 Orchard Lake Road, West Bloomfield, MI 48033

20811 W. Eight Mile Road, Detroit, MI 48219 20811 W. Eight Mile Road, Detroit, MI 48219 15600 Eureka Road, Southgate, MI 48195 15600 Eureka Road, Southgate, MI 48195 35500 S. Gratiot Avenue, Mt. Clemens, MI 48043

35500 S. Gratiot Avenue, Mt. Clemens, MI 48043

6250 Woodward Avenue, Detroit, MI 48202 6250 Woodward Avenue, Detroit, MI 48202 2130 E. Jefferson Avenue, Detroit, MI 48207 2130 E. Jefferson Avenue, Detroit, MI 48207 2130 E. Jefferson Avenue, Detroit, MI 48207 40875 Plymouth Road, Plymouth, MI 48170 40875 Plymouth Road, Plymouth, MI 48170 12000 Telegraph Road, Taylor, MI 48180 33200 Michigan Avenue, Wayne, MI 48184 33200 Michigan Avenue, Wayne, MI 48184 14001 Telegraph Road, Redford, MI 48239 14001 Telegraph Road, Redford, MI 48239 1616 S. Main Street, Royal Oak, MI 48067

^{*}Respondents designated with "*" are charged under both Count I and Count II of this complaint. The other respondents are charged only under Count I.

^{**}Respondents designated with "**" have had the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

^{***}Respondents designated with "***" have had Count II of the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

Complaint

108 F.T.C.

Respondent name

W. Robert Allen *Merollis Chevrolet Sales & Service *Norman A. Merollis *Ed Rinke Chevrolet-GMC Co. Edgar Rinke, Sr.** *Mike Savoie Chevrolet, Inc. Myron P. Savoie *Les Stanford Chevrolet, Inc.

Leslie J. Stanford

Stewart Chevrolet, Inc. Gordon L. Stewart *Tennyson Chevrolet, Inc. *Harry Tennyson *Buff Whelan Chevrolet, Inc. *Robert F. Whelan** *Bill Wink Chevrolet/GMC/Isuzu *William J. Wink, Jr. Michael P. Chinavare** Greenfield AMC/Jeep-Renault, Inc. Naiff H. Kelel Zigmund F. Mielnicki Villiage AMC/Jeep, Inc.

Armstrong Buick-Opel, Inc. Thomas Armstrong Jim Carney Buick Co. Harold Dietrich, Inc.** Fischer Buick-Subaru, Inc. Carl E. Fischer** Bill Greig Buick-Opel, Inc. William R. Greig, Sr. Krajenke Buick Sales, Inc. Clarence Krajenke Mitchell Buick Sales, Inc.**

Tamaroff Buick-Honda, Inc. Marvin Tamaroff *Audette Cadillac, Inc.

*Charles Audette

*Frank Audette

*Crissman Cadillac, Inc.

*Charles Dalgleish Cadillac-Peugeot, Inc. Principal place of business

1616 S. Main Street, Royal Oak, MI 48067 21800 Gratiot Avenue, East Detroit, MI 48021 21800 Gratiot Avenue, East Detroit, MI 48021 26125 Van Dyke, Center Line, MI 48015 26125 Van Dyke, Center Line, MI 48015 1900 W. Maple Road, Troy, MI 48084 1900 W. Maple Road, Troy, MI 48084 21711 Michigan Avenue, Dearborn, MI 48123

21711 Michigan Avenue, Dearborn, MI 48123

23755 Allen Road, Woodhaven, MI 48183 23755 Allen Road, Woodhaven, MI 48183 32570 Plymouth Road, Livonia, MI 48150 32570 Plymouth Road, Livonia, MI 48150 40445 Van Dyke, Sterling Heights, MI 48078 40445 Van Dyke, Sterling Heights, MI 48078 10700 Ford Road, Dearborn, MI 48126 23951 Plymouth Road, Detroit, MI 48239 13600 Greenfield Road, Detroit, MI 48227 13600 Greenfield Road, Detroit, MI 48227 32899 Van Dyke Road, Warren, MI 48093 666 S. Woodward Avenue, Birmingham, MI 48011

30500 Plymouth Road, Livonia, MI 48150 30500 Plymouth Road, Livonia, MI 48150 24231 Van Dyke, Center Line, MI 48015 3939 S. Wayne Road, Wayne, MI 48084 1790 Maplelawn, Troy, MI 48084 600 S. Main Street, Royal Oak, MI 48067 600 S. Main Street, Royal Oak, MI 48067 12801 Joseph Campau, Detroit, MI 48212 12801 Joseph Campau, Detroit, MI 48212 165 N. Gratiot Avenue, Mt. Clemens, MI 48043

28585 Telegraph Road, Southfield, MI 48034 28585 Telegraph Road, Southfield, MI 48034 7100 Orchard Lake Road, West Bloomfield, MI 48033

7100 Orchard Lake Road, West Bloomfield, MI 48033

7100 Orchard Lake Road, West Bloomfield, MI 48033

1350 N. Woodward Avenue, Birmingham, MI 48011

6160 Cass Avenue, Detroit, MI 48202

Respondents designated with "" are charged under both Count I and Count II of ths complaint. The other respondents are charged only under Count I.

Respondents designated with "" have had the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

Principal place of business

48219

6160 Cass Avenue, Detroit, MI 48202 6160 Cass Avenue, Detroit, MI 48202

24600 Grand River Avenue, Detroit, MI

Respondent name

*Charles Dalgleish, Jr. *Douglas Dalgleish *Dreisbach & Sons Cadillac Co.

*Thomas S. Dreisbach

*Arnold Jerome Cadillac, Inc. *Roger Rinke Cadillac Co. *Roger J. Rinke *Richard Rinke** *McInerney, Inc.***

*Martin J. McInerney***

*Birmingham Chrysler-Plymouth, Inc. *Robert M. Brent Daniel Dwyer** *Lochmoor Chysler-Plymouth, Inc. Justin DeFrancis** Dick Green

James A. McInerney** Thomas M. McInerney, Jr.** Thomas M. McInerney, Sr.** *Monicatti Chrysler-Plymouth Sales, Inc.

Northland Chrysler-Plymouth, Inc.

John J. McInerney**

*Roseville Chrysler-Plymouth, Inc. *James Riehl *Bill Snethkamp, Inc.

*William Snethkamp

- *Thompson Chrysler-Plymouth, Inc. Joseph P. Thompson
- *Westborn Chrysler-Plymouth, Inc.

24600 Grand River Avenue, Detroit, MI 48219 675 S. Saginaw, Pontiac, MI 48053 8333 Eleven Mile Road, Warren, MI 48093 8333 Eleven Mile Road, Warren, MI 48093 8333 Eleven Mile Road, Warren, MI 48093 14100 W. Eight Mile Road, Oak Park, MI 48237 14100 W. Eight Mile Road, Oak Park, MI 48237 2100 W. Maple Road, Troy, MI 48084 32711 Van Dyke Avenue, Warren, MI 48093 32711 Van Dyke Avenue, Warren, MI 48093 18165 Mack Avenue, Detroit, MI 48224 18165 Mack Avenue, Detroit, MI 48224 29301 Grand River Avenue, Farmington, MI 48024 12200 Telegraph Road, Taylor, MI 48180 12200 Telegraph Road, Taylor, MI 48180 12200 Telegraph Road, Taylor, MI 48180 40755 Van Dyke Avenue, Sterling Heights, MI 48078 14100 W. Eight Mile Road, Oak Park, MI 48237 14100 W. Eight Mile Road, Oak Park, MI 48237 25800 Gratiot Avenue, Roseville, MI 48066

25800 Gratiot Avenue, Roseville, MI 48066 16400 Woodward Avenue, Highland Park, MI 48203

16400 Woodward Avenue, Highland Park, MI 48203

16225 Fort Street, Southgate, MI 48195 16225 Fort Street, Southgate, MI 48195 23300 Michigan Avenue, Dearborn, MI

48124

^{*}Respondents designated with "*" are charged under both Count I and Count II of ths complaint. The other respondents are charged only under Count I.

^{**}Respondents designated with "**" have had the complaint dismissed against them by Commission order dated August 6 1986 (uppublished)

August 6, 1986 (unpublished). ***Respondents designated with "***" have had Count II of the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

Complaint

108 F.T.C.

Respondent name

Colonial Dodge, Inc. Arthur J. Roshak Crestwood Dodge, Inc. Garrity Motor Sales, Inc.

James A. Garrity

Mt. Clemens Dodge, Inc.

Northwestern Dodge, Inc.

Oakland Dodge, Inc.

Donald Thomson**

Pointe Dodge, Inc. Kenneth Meade Sterling Heights Dodge, Inc. Anthony J. Viviano Town & Country Dodge, Inc.**

John Cueter

Van Dyke Dodge, Inc. Frank Galeana Avis Ford, Inc. Warren E. Avis Jerry Bielfield Co. Jerry M. Bielfield Bob Ford, Inc.

John Ford

Jack Demmer Ford, Inc. John E. Demmer Richard Flannery Gorno Brothers, Inc. Jerome-Duncan, Inc.

Richard J. Duncan

Al Long Ford, Inc. McDonald Ford Sales, Inc.

Pat Milliken Ford, Inc. W.B. (Pat) Milliken Principal place of business

24211 Gratiot Avenue, East Detroit, MI 48021 24211 Gratiot Avenue, East Detriot, MI 48021 32850 Ford Road, Garden City, MI 48135 11500 Joseph Campau, Hamtramck, MI 48212

11500 Joseph Campau, Hamtramck, MI 48212

43774 N. Gratiot Avenue, Mt. Clemens, MI 48043

10500 W. Eight Mile Road, Ferndale, MI 48220

101 W. Fourteen Mile Road, Madison Heights, MI 48071

101 W. Fourteen Mile Road, Madison Heights, MI 48071

18001 Mack Avenue, Detroit, MI 48224 18001 Mack Avenue, Detroit, MI 48224 40111 Van Dyke, Sterling Heights, MI 48087 40111 Van Dyke, Sterling Heights, MI 48087 31015 Grand River Avenue, Farmington, MI 48024

31015 Grand River Avenue, Farmington, MI 48024

28400 Van Dyke, Warren MI 48093 28400 Van Dyke, Warren, MI 48093 29200 Telegraph Road, Southfield, MI 48034 29200 Telegraph Road, Southfield, MI 48034 8333 Michigan Avenue, Detroit, MI 48210 8333 Michigan Avenue, Detroit, MI 48210 14585 Michigan Avenue, Dearborn, MI 48126

14585 Michigan Avenue, Dearborn, MI 48126

37300 Michigan Avenue, Wayne, MI 48184 37300 Michigan Avenue, Wayne, MI 48184 5900 Highland Road, Pontiac, MI 48054 22025 Allen Road, Woodhaven, MI 48183 8000 Ford Country Lane, Sterling Heights, MI 48077

8000 Ford Country Lane, Sterling Heights, MI 48077

13711 E. Eight Mile Road, Warren, MI 48089 550 W. Seven Mile Road, Northville, MI 48167

9600 Telegraph Road, Detroit, MI 48239 9600 Telegraph Road, Detroit, MI 48239

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48043

Principal place of business

43870 N. Gratiot Avenue, Mt. Clemens, MI

Respondent name

Russ Milne Ford, Inc.

Russell H. Milne

North Brothers Ford, Inc. James B. North Roy O'Brien, Inc.**

Roy E. O'Brien**

Ed Schmid Ford, Inc.

Edward F. Schmid

Stark Hickey West, Inc. William Hickey Bob Thibodeau, Inc.

Robert Thibodeau

Ray Whitfield Ford Raymond J. Whitfield Arnold Lincoln-Mercury Co. Arnold Feuerman Avon Lincoln-Mercury, Inc.

Bob Borst Lincoln-Mercury, Inc. Robert C. Borst Crest Lincoln-Mercury Sales, Inc.

William Ritchie

Paul Meier**

Bob Dusseau, Inc.

Robert Dusseau

Stu Evans Lincoln-Mercury, Inc., of Garden City Stu Evans Lincoln-Mercury, Inc., of Southgate Stewart Evans Hines Park Lincoln-Mercury, Inc.

43870 N. Gratiot Avenue, Mt. Clemens, MI 48043 33300 Ford Road, Westland, MI 48185 33300 Ford Road, Westland, MI 48185 22201 E. Nine Mile Road, St. Clair Shores, MI 48080 22201 E. Nine Mile Road, St. Clair Shores, MI 48080 21600 Woodward Avenue, Ferndale, MI 48220 21600 Woodward Avenue, Ferndale, MI 48220 24760 W. Seven Mile Road, Detroit, MI 48219 24760 W. Seven Mile Road, Detroit, MI 48219 26333 Van Dyke Avenue, Center Line, MI 48015 26333 Van Dyke Avenue, Center Line, MI 48015 10725 S. Telegraph Road, Taylor, MI 48180 10725 S. Telegraph Road, Taylor, MI 48180 29000 Gratiot Avenue, Roseville, MI 48066 29000 Gratiot Avenue, Roseville, MI 48066 1185 S. Rochester Road, Rochester, MI 48063 1950 W. Maple Road, Troy, MI 48084 1950 W. Maple Road, Troy, MI 48084 36200 Van Dyke Avenue, Sterling Heights, MI 48077 36200 Van Dyke Avenue, Sterling Heights, MI 48077 36200 Van Dyke Avenue, Sterling Heights, MI 48077

31625 Grand River Avenue, Farmington, MI 48024

31625 Grand River Avenue, Farmington, MI 48024

32000 Ford Road, Garden City, MI 48135

16800 Fort Street, Southgate, MI 48195

16800 Fort Street, Southgate, MI 48195 40601 Ann Arbor Road, Plymouth, MI 48170

Respondents designated with "" are charged under both Count I and Count II of the complaint. The other respondents are charged only under Count I.

Respondents designated with "" have had the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

Respondents designated with "" have had Count II of the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

Complaint

108 F.T.C.

Respondent name

George Kolb Krug Lincoln-Mercury, Inc. *Sigmund Krug*** Bob Maxey Lincoln-Mercury Sales, Inc. Robert Maxey Park Motor Sales Co. Star Lincoln-Mercury, Inc.

Stanley A. Wilk

Charnock Oldsmobile, Inc. Dan Charnock** J. Herbert Charnock Al Dittrich Drummy Oldsmobile, Inc.

John L. Drummy, Sr.

Gage Oldsmobile, Inc.

Bill Rowan Oldsmobile, Inc. William H. Rowan Roy D. Dodson** Suburban Oldsmobile-Datsun, Inc. Autobahn Motors, Inc.

Paul Carrick

McAlister Motors, Inc.

W. Desmond McAlister

Melton Motors, Inc. George Melton Sterling Motors, Inc.

Robert Zanki

Wood Motors, Inc. Donald Wood LaFontaine Toyota** Michael T. LaFontaine** Page Toyota, Inc.** Robert Page** Al Foster**

Edward Lewis** Gerald Malooly** Principal place of business

40601 Ann Arbor Road, Plymouth, MI 48170 21531 Michigan Avenue, Dearborn, MI 48124 21531 Michigan Avenue, Dearborn, MI 48124 16901 Mack Avenue, Detroit, MI 48224 16901 Mack Avenue, Detroit, MI 48224 18100 Woodward Avenue, Detroit, MI 48205 24350 W. Twelve Mile Road, Southfield, MI 48034 24350 W. Twelve Mile Road, Southfield, MI 48034 24555 Michigan Avenue, Dearborn, MI 48124 24555 Michigan Avenue, Dearborn, MI 48124 24555 Michigan Avenue, Dearborn, MI 48124 1155 Oakland Avenue, Pontiac, MI 48055 14925 E. Eight Mile Road, East Detroit, MI 48021 14925 E. Eight Mile Road, East Detroit, MI 48021 21710 Woodward Avenue, Ferndale, MI 48220 15800 Eureka Road, Southgate, MI 48195 15800 Eureka Road, Southgate, MI 48195 15800 Eureka Road, Southgate, MI 48195 1810 Maplelawn, Troy, MI 48099 1765 S. Telegraph Road, Bloomfield Hills, MI 48013 1765 S. Telegraph Road, Bloomfield Hills, MI 48013 44460 N. Gratiot Avenue, Mt. Clemens, MI 48043 44460 N. Gratiot Avenue, Mt. Clemens, MI 48043 15100 Eureka Road, Southgate, MI 48195 15100 Eureka Road, Southgate, MI 48195 7500 E. Fifteen Mile Road, Sterling Heights, MI 48077 7500 E. Fifteen Mile Road, Sterling Heights, MI 48077 15351 Gratiot Avenue, Detroit, MI 48205 15351 Gratiot Avenue, Detroit, MI 48205 22805 Michigan Avenue, Dearborn, MI 48124 22805 Michigan Avenue, Dearborn, MI 48124 21262 Telegraph Road, Southfield, MI 48075 21262 Telegraph Road, Southfield, MI 48075 1951 S. Telegraph, Bloomfield Hills, MI 48013 2100 Fort Street, Condo 6, Trenton, MI 48183

17677 Mack Avenue, Detroit, MI 48224

Respondents designated with "" are charged under both Count I and Count II of ths complaint. The other respondents are charged only under Count I.

Respondents designated with "" have had the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

^{***}Respondents designated with "***" have had Count II of the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

Respondent name

Gerald Pollock** Gerald Skokowski** Theodore H. Solden** William VanHecke**

Principal place of business

16600 Fort Street, Southgate, MI 48195 17677 Mack Avenue, Detroit, MI 48224 40130 Steel Drive, Sterling Heights, MI 48078 50111 Van Dyke, Utica, MI 48087

PAR. 2. For the purposes of this complaint, the following definitions shall apply:

(a) *Dealer* is any natural person, corporate entity, partnership, association, joint venture, trust or any other organization or entity which receives on consignment or purchases motor vehicles for sale or lease to the public.

(b) *Detroit area* is the Detroit, Michigan metropolitan area, comprising Macomb County, Wayne County and Oakland County in the State of Michigan.

(c) And and or have both conjunctive and disjunctive meanings.

PAR. 3. (a) Respondents, other than respondent associations and respondent James Daniel Hayes, are and have been dealers or dealer employees engaged in the business of selling or leasing motor vehicles from their places of business located in the Detroit area, including selling or leasing motor vehicles for transportation to other states, transporting motor vehicles to other states for sale or lease, receiving motor vehicles from other states, and selling or leasing motor vehicles financed by financial institutions located in other states and insured by insurance companies located in other states. At all relevant times hereto, in the course of their business, respondents, other than respondent associations and respondent James Daniel Hayes, and others in the Detroit area involved in the acts and practices described in this complaint have maintained a substantial course of business, including the acts and practices as hereinafter set forth, which are in or affect commerce, as "commerce" is defined in the Federal Trade Commission Act.

(b) Respondent associations are member organizations whose memberships consist entirely, or almost entirely, of Detroit area dealers. At all relevant times hereto, as a result of the activities of respondent associations' dealer members, including the acts and practices described in this complaint, respondent associations and respondent James Daniel Hayes have engaged in activities which are in or affect commerce, as "commerce" is defined in the Federal Trade Commission Act.

^{*}Respondents designated with "*" are charged under both Count I and Count II of the complaint. The other respondents are charged only under Count I.

^{**}Respondents designated with "**" have had the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

^{***}Respondents designated with "***" have had Count II of the complaint dismissed against them by Commission order dated August 6, 1986 (unpublished).

108 F.T.C.

COUNT I

Alleging violation of Section 5 of the Federal Trade Commission Act, the allegations of Paragraphs 1, 2 and 3 are incorporated by reference herein as if fully set forth verbatim.

PAR. 4. Respondents are now engaging and have engaged, in agreement, contract, combination or conspiracy with each other and with other persons, in the following acts and practices, among others, as shown by minutes of dealer association meetings, newspaper advertisements (see Appendix A), and other evidence:

A. Adopting and adhering to a schedule limiting hours of operation for the sale or lease of motor vehicles in the Detroit area, including limiting weekday evening hours to Mondays and Thursdays and maintaining no hours on Saturdays, except for occasional special sales; and

B. Attempting to persuade and taking action to persuade dealers in the Detroit area to adopt or adhere to a schedule limiting hours of operation for the sale or lease of motor vehicles, including limiting weekday evening hours to Mondays and Thursdays and maintaining no hours on Saturdays.

PAR. 5. Respondents are now engaging and have engaged, in agreement, contract, combination or conspiracy with each other and with other persons, in various acts or practices in furtherance of the acts and practices referred to in Paragraph 4, including among other things:

A. Threatening physical harm to owners, officers and employees, and families of owners, officers and employees, of dealers in the Detroit area that attempt to sell or lease motor vehicles on Saturdays or on weekday evenings other than Mondays and Thursdays;

B. Threatening to damage and damaging the property of dealers in the Detroit area that attempt to sell or lease motor vehicles on Saturdays or on weekday evenings other than Mondays and Thursdays; and

C. Obstructing or interfering with the lawful business of dealers in the Detroit area that attempt to sell or lease motor vehicles on Saturdays or on weekday evenings other than Mondays and Thursdays.

COUNT II

Alleging violation of Section 5 of the Federal Trade Commission Act, the allegations of Paragraphs 1, 2 and 3 are incorporated by reference herein as if fully set forth verbatim, except that the allegations of this Count II are made only against respondents denoted with an "*" in the caption and Paragraph 1 hereof.

PAR. 6. Respondents are now engaging and have engaged, in agree-

ment, contract, combination or conspiracy with each other and with other persons, in one or both of the following acts and practices, among others:

A. Restricting the advertising of motor vehicles in the classified section of newspapers in the Detroit area; and

B. Restricting the advertising or publishing of the prices of motor vehicles in the Detroit area.

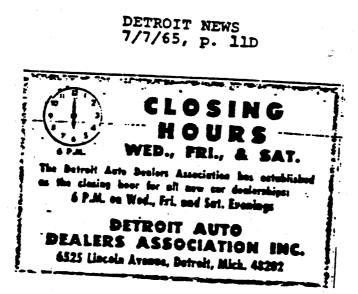
Violations Charged

PAR. 7. The acts and practices alleged herein have had and are now having the purpose and effect of foreclosing, reducing and restraining competition among dealers in the Detroit area in the sale or lease of motor vehicles, and, thus, are to the prejudice and injury of the public, and constitute unfair methods of competition in or affecting commerce or unfair acts and practices in or affecting commerce in violation of Section 5 of the Federal Trade Commission Act. The unfair methods of competition and unfair acts and practices of respondents, as alleged herein, are continuing and will continue in the absence of the relief herein requested.

Complaint

10<u>8 F.T.C</u>.

APPENDIX A



DETROIT NEWS 6/12/69, p. 17C

PUBLIC NOTICE A RECENT SURVEY AMONG INDIVIDUAL

CHRYSLER-PLYMOUTH DEALERS REVEALS

A MAJORITY OF THE CHRYSLER-PLYMOUTH DEALERS IN THE GREATER DETROIT AREA

PLAN TO CLOSE SATURDAYS DURING THE SUMMER MONTHS, TO ALLOW THEIR SALESMEN MORE TIME WITH THEIR FAMILIES.

BUT WILL BE OPEN Monday & Thursday Evenings For Your Convenience UNTIL 9 P.M.

TUESDAY, WEDNESDAY & FRIDAY UNTIL 6 p.m.

AN EFFORT TO REMAIN ABREAST OF THE TIMES, WITHOUT SACRIFICE TO CUSTOMER ACCOMMODATION AND SERVICE.

Mire Chrysler-Plymoeth, inc. Italie Barrett Chrysler-Plymoeth, I Birmingham Chrysler-Plymoeth Co. m, hc MI Cachrann, Inc. ay Chrysler-Plym etti. Inc a Meter Sales, inc.

Ef Bavis, Inc. Bewariver Chrysler-Plymorth, Inc. Feistor Auta Salos, Inc. Bick Groin Chrysler-Plymorth, Inc. lehnny Meter Sales, inc. B. L. Ratigan Westborn Chrysler-Plymonth, inc.

Lesser-Genthe, Inc. Lachmoer Chrysler-Plymenth, Inc. Mason Chrysler-Plymouth, Inc. Monicatti Chrysler-Plymouth Sales, Inc. Jin Grissen Chrysler-Plymoeth, Inc. Herthland Chrysler-Plymoeth, Inc. Gresse Pointe Chrysler-Plymoeth, Inc. Bakland Chrysler-Plymoeth, Inc. 8. 1. Ratigan Chrysler-Plymonth. Inc.

Raynal Phymoeth Co. Regional Sales & Service Reserville Chrysler-Fiymenth, in Schultz Meters, Inc. Bill Saethkomp, Inc. Thomasaa Chrysler Phy untit. Inc Town & Country Corysler-Plymouth, In

Complaint

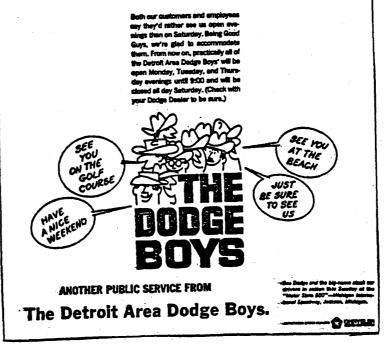
108 F.T.C.

DETROIT NEWS 6/13/69, p. 180 Effective Saturday, May 31st **PONTIAC DEALERS** OF The Greater Detroit Area Will Close Saturdays For The Summer Months Allowing Our Salesmen The Needed Time With Their Families. We Will Be Open Monday & Thursday Till 9 P.M. Tuesday, Wednesday & Friday Till 6 P.M. ANDETTE PONTIAL, DE. ELEMEST PONTIAL, BK. WOODT PONTIAL SALES ARE WILSON'S REVAL PONTIAL IN CAUSLEY POINTING, INC. SPECE CRUS POINTING. INFERRS POINTING CO. SHI STELTON PORTIAL-BRICK . ما سالم Berneich, Mitch. . ANNE PONTIAL SE. STUPSON PONTIAL SALES, MC. GLDR PHILL, BC. ER BILLEN PRITTER ER. NUMETT PROTOC . PACKER PRINTIAL CO. BALTY WOOD PONTIAL CRAILE MELE PONTIAL, DC. man warenews

A-3

By popular demand, Saturday has been moved to Monday, Tuesday, and Thursday evenings at most of the Dodge Boys'.

Complaint



A-4

Complaint

108 F.T.C.

DETROIT NEWS 6/17/69, p. 15C **ATTENTION OLDSMOBILE** BUYERS **EFFECTIVE JUNE 21st THE** FOLLOWING OLDSMOBILE DEALERS WILL BE CLOSED SATURDAYS **UNTIL SEPTEMBER 6th** New Weekday Sale Hours Will Be As Follows: MONDAY 9 A.M. TO 9 P.M. WEDNESDAY 9 A.M. TO 6 P.M. THURSDAY 9 A.M. TO 9 P.M. TUESDAY 9 A.M. TO 9 P.M. FRIDAY 9 A.M. TO 6 P.M. WE THANK YOU FOR YOUR PATRONAGE ROSEDALE SUPERIOR GAGE MOTORS INC. **OLDSMOBILE** OLDSMOBILE 17411 Grand River 21710 Woodward 15000 W.7 Mile Rd. VE 5-4600 399-3200 342-7000

A-5

DETROIT AUTO DEALERS ASSOC., INC., ET AL.

193

Complaint

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DETROIT METROPOLITAN BUICK DEALERS ASSOC.

A-6

Complaint

108-F.T.C.

DETROIT FREE PRESS 6/5/70, p. 10C

NOTICE

CHRYSLER. PLYMOUTH DEALERS OF GREATER DETROIT ANNOUNCE They will be closed SATURDAYS during JUNE, JULY & AUGUST, to allow their employees more time with their families, BUT WILL BE OPIN Monday & Thurs. Evenings 'til 9 P.M. Tues., Wed & Fri. 'til 6 P.M. FOR YOUR CONVENIENCE



A-8

Complaint -

108 F.T.C.

betroit news 6/28/70, p. 15c NEVER ON SATURDAY

(DURING JULY AND AUGUST)

We'd like to remind you that The Chevrolet Dealers of Greater Detroit will be closed on Saturday during the months of July and August. But all of us will be open until 9:00 erery Monday and Thursday throughout the summer. Come on up and see us sometime.

THE METROPOLITAN DETROIT CHEVROLET DEALERS

A-9



Crestwood Dodge Eastawne Dodge Garrity Motor Sales Fernwood Dodge Hunter Dodge Husak Brothers McMan Dodge Motor City Dodge

A-10

Mount Clemens Dodge Northwestern Dodge Pointe Dodge Raynal Brothers South Pointe Dodge Sterling Heights Dodge Tewn & Country Dodge Van Dyke Dodge Jim Vince Dodge Tel-Twelve Dodge

108 F.T.C.

DETROIT FREE PRESS 5/22/71, p. 11B SO THAT ALL OF OUR SALES PERSONNEL MAY ENJOY THE SUMMER WEEKENDS WITH THEIR FAMILLES, THE OF THE GREATER DETROIT AREA <u>.</u> . . LOSE SATURDAYS RING THE SUMMER COMMENCING MAY 29, 1971 . FOR YOUR CONVENIENCE WE WILL BE OPEN MONDAY & THURSDAY EVENINGS TIL 9 PM TUESDAY, WEDNESDAY & FRIDAY EVENINGS TIL 6 PM THIS ADDITIONAL LEISURE TIME IS VOL-UNTARILY DONATED BY YOUR PUBLIC SPIRITEB CHBYSLER-PLYMOUTH DEAL. ERS IN AN EFFORT TO PROMOTE BETTER EMPLOYEE & COMMUNITY BELATIONS



Complaint

108 F.T.C.





A-14

Complaint

108 F.T.C.

DETROIT FREE PRESS 5/28/71, p. 28



Starting tomorrow, we'll be closed every Saturday 'til Labor Day so we can enjoy more of the summer season with our families. In the meantime, our Sales and Service facilities will be open Monday thru Friday as usual.

Why don't you bug out. too. Come on in and see us ... except Saturdays.

SUBLITEAN YOLKSWAREN, SOC 2857 Wisshington Avenue Yoshori-MELTON MOTORS, INC.

Soungets MAAUSTER MOTORS, BH AMACH Norm Granet Ming aman

1821 Mopletown Boulevard Troy AutoBarner MOTOBS, INC. 1745 South Telegraph Eport Fontoc Mowards COOPLE VOLKSWAGEN, IN 1947 Spath Spre Street Are Asses

In the Intel or MOTORS, MC. Int Averue IS MUS DE VAN UNTE Searling Maights SEAWAY MOTORS, MC. 6375 West fort Server Descort



A-15

DETROIT FREE PRESS 5/23/72, p. 9B

NEVER ON SATURDAY

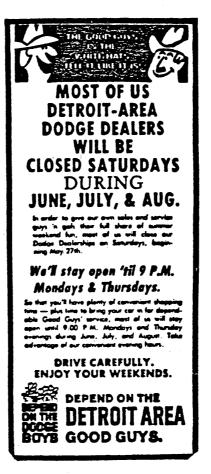
BEGINNING MAY 27, THROUGH AUGUST

We'd like to remind you that The Chevrolet Dealers of Greater Detroit will be closed on Saturday beginning May 27, through August. But all of us will be open until 9:00 every Monday and Thursday throughout the summer. Come on up and see us sometime.

THE METROPOLITAN DETROIT CHEVROLET DEALERS

Complaint 108 F.T.C.

DETROIT NEWS 5/24/72, p. 21C



DETROIT AUTO DEALERS ASSOC., INC., ET AL.

193

Complaint



A-18

BRITTON PORTLAC BALLES ME.

OED HOLMAN PONTIAL DE.

Complaint

108 F.T.C.

DETROIT FREE PRESS 5/26/72, p. 10C

Closed Saturdays for the summer at the sign of the cat!

Effective immediately, all Detroit area Lincoln-Mercury dealers will be closed Satur days to give employees full weekends with their families. Your understanding in visiting Monday thru Friday (including Monday and Thursday nights 'til 9 o'clock) is appreciated.

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INCOLN

DETROIT FREE PRESS 5/26/72, p. 11C

Detroit Area Oldsmobile Dealers Will Be Closed Saturday and Memorial Day.

NEW SUMMER HOURS: Mondays and Thursdays, Spon "Till & P.M.

Tassdoys, Wodnosdays and Fridays, Bpon "Til S P.M. - Glased Saturdays"

> Charnock Oldsmobile 24555 Michigan Avenue, Dearborn, 565-6500

Drummy Oldsmobile 14925 E. 8 Mile Road, East Detroit, 772-2200

Edmond Motor Sales 12101 Joseph Campau, Hamtramck, 365-5500

Gage Oldsmobile 21710 Woodward Avenue, Ferndale, 399-3200

Glassman Oldsmobile 28000 Telegraph Road, Southfield, 354-3300

Hargrove Oldsmobile 33073 Michigan Avenue, Wayne, 721-3630

Key Oldsmobile 2446 E. 12 Mile Road, Warran, 751-6100

Bill Lee Oldsmobile 295 South Gratiot; Mt. Clemens, 465-0456

Rosedale Motors 17411 Grand River, Detroit, 272-6212 Bill Rowan Oldsmobile

15800 Eureka, Southgate, 282-3100

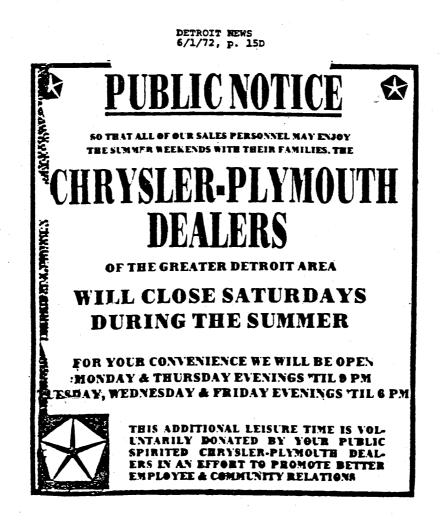
Bob Saks Oldsmobile 15205 E. Jefferson, Grosse Pointe Park, 821-5000

Suburban Motors Company 565 S. Woodward Avenue, Birmingham, 644-4440

Superior Oldsmobile 15000 W. 7 Mile Road, Detroit, 342-7000

Detroit Oldsmobile Dealers Association

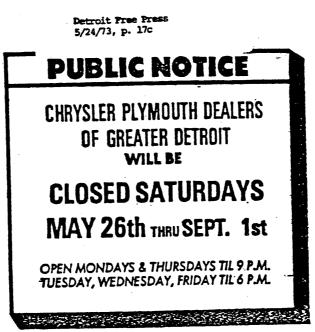
Complaint 108 F.T.C.



DETROIT AUTO DEALERS ASSOC., INC., ET AL.

193





Complaint

108 F.T.C.

Detroit Free Press 5/26/73, p. 10c

Closed Saturdays for the Summer at the sign of the cat!

Effective immediately and through August, all Detroit area Lincoln-Mercury dealers will be closed Saturdays to give employees full weekends with their families. Your understanding in visiting Monday thru

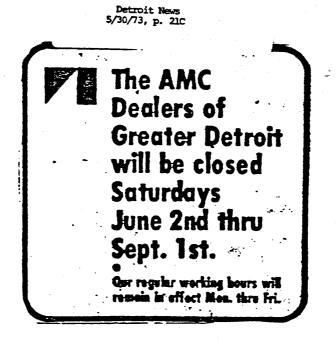
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Friday (including Monday and Thursday nights until 9 o'clock) is appreciated.



FEDERAL TRADE COMMISSION DECISIONS Complaint

108 F.T.C.



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A-26

FEDERAL TRADE COMMISSION DECISIONS Complaint

W	e're doing our bit, a	nd we're depending	on your help, too!
ED CARPENTER SALES	Jack Henderson Dodge, Inc.	Northwestern Dodge, Iac.	Starling Heights Dodge. In
33640 Michigan Ave.	9700 Believille Rd,	10500 W. Eight Mile	40111 Von Dyke
Wayne, Mich. 48184	Gelieville, Mich. 48111,	Ferndele, Mich, 48237	Searling Hgrs., Mich. 4808
COLONIAL DODGE, INC.	HUSAK BROTHERS, INC.	GAXLAND DODGE, INC.	Tal-Twelve Dodge, Inc.
"24211 Gratiet Ave	8421 Michigan Ave.	101 W. 14 Mile Rd.	24625 W. 12 Mile
East Detroit, Mich. 48201	Detroit, Mich. 48210	Modison Hgrs., Mich. 48071	Southfield, Mich. 48075
CRESTWOOD DODGE, INC.	G. E. Miller Solas & Service	POINTE DODGE, INC.	Town & Country Dodge, Inc
32850 Ford Rd.	127 Hutton St.	18001 Mack Ave,	31015 Grand River
Gorden City Mith 48135	Northuille Mich 48167	Detroir, Mich. 48224	Farmington, Mich. 48024
FERNWOOD DDDGE. INC.	Motor City Bodge, Inc.	Roysal Brothers Company	VAN DYKE DODGE, INC.
23000 Weedword Ave	855 Oakland	9103 Chaimers	28400 Van Dyke
Fernijale Mich 48220	Pankor, Mich. 48055	Detrost, Mich. 48213	Warren, Mich, 48093
Garnty Motor Sales. Inc.	Mt. Clemens Dodge, Inc.	SOUTH POINTE DODGE	JIM VINCE DODGE, INC.
11500 Jeseph Carmou	43774 N. Gratiet Ave:	13500 Telegraph	2319 Fort St.
Mamirameli Mich 48212	Mt. Clemens. Mich. 48043	Taylor, Mich. 48180	Wyondorte, Mich. 48192

DETROIT FREE PRESS 11/28/73, p. 14B



OUR SHOWROOMS WILL BE CLOSED SATURDAYS, STARTING DECEMBER 1ST

We Detroit Area Good Guys

are doing our bit to ease the energy crisis.

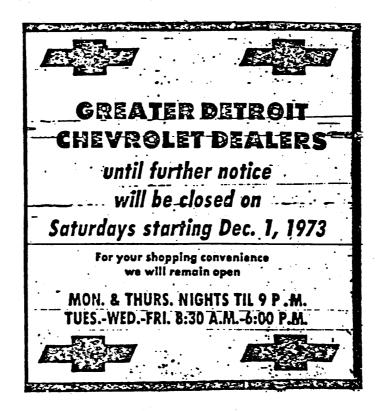
One less day of heating lights, our people driving to and from their jobs-it'll all add up to will just add his "little bit" to help ease the shortage, we'll all make it through these tight times: help ease the crunch. And il everyou

Naturally, we'll be open Mondays through Engays, as usual-and many of our showroot ns will be

A-27

108 F.T.C.

Detrait news 11/29/73, p. 22 C



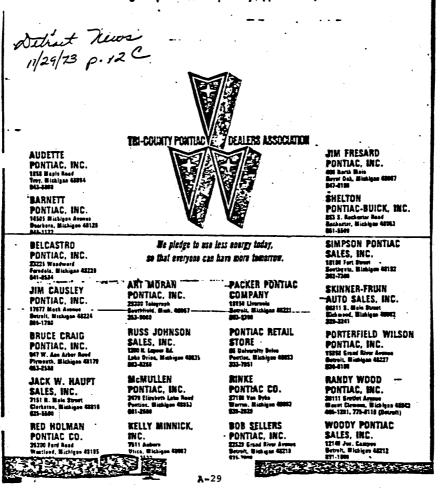
A-28

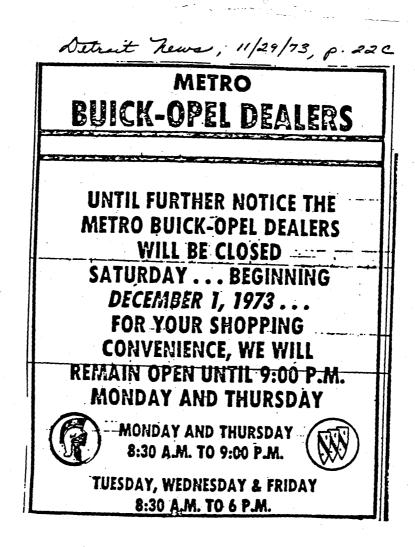
Complaint

108 F.T.C.

SPECIAL ANNOUNCEMENT YOUR TRI-COUNTY PONTIAC DEALERS WILL NOW BE CLOSED ON SATURDAYS

No one knows how long the energy crisis will last, but we all want to do our part to help. So, the 22 Tri-County Pontiac Dealers have decided to close their showrooms every Saturday, beginning December 1st. This means we'll be decreasing our power consumption by approximately 15%.





A-30

FEDERAL TRADE COMMISSION DECISIONS 108 F.T.C. of the cat. 234١÷ DETROIT FREE FRESS 14/29/13, P. We're closed on Saturdays. Because we wish to allord our sales personnel as much time to eninv family life as other working people. we ve Because we wish to allord our sales personnel as much time to enjoy family tile as other working people, we've time to close our shownooms on Saturdays. decided to close our shownooms open on Saturdays envice dopartments have not been open on Saturdays for quite a while. for quite a while. Also, the energy crisis is persuading many businesses to cunal their operating hours. Not only is there a real to cunal their operating, but, trankly, the higher cost of need to conserve energy, but, trankly, the higher overthead utilities has been an incentive to reduce-overthead utilities has been an incentive to reduce. Utilities, has been an incentive to reduce, overhead utilities, has been an incentive to reduce, overhead in hours will not inconvenience in hours will not inconvenience we can be use our character we're sure we can be use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use customers. In tact, we're sure we can open use on the sure we're sure we can open use on the sure we're sure we can open use on the sure we're sure we can open use on the sure we're sure we can open use on the sure we're sure we can open use on the sure we're sure we're sure we're sure we're use on the sure we're sure we're sure we're use on the sure we're sure we're sure we're use on the sure we're sure we're sure we're use on the sure we're for quile a while. neeu iu cunseive energi utilities, has been an Visit your Detroit area Open Monday and Thursday till 9 p.m. Lincoln-Mercury Dealer. for your shopping convenience.

Now Detroit Metropolitan Ford Dealers will be closed On Saturdays

Until further notice participating Detroit Metropolitan Ford Dealers will be closed Saturday beginning December 1, 1973.

For your convenience we will be open until 9:00 P.M. Monday and Thursday, "and until 6:00 P.M. Tuesday, Wednesday and Friday.

Detroit Metropolitan Ford

Detroit Free

A-32

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Complaint

108 F.T.C.

strait news 12/9/73, p. 22 C



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#### DECISION AND ORDER

The Commission having heretofore issued its two count complaint charging the respondents named in the complaint issued in this matter on December 20, 1984, with violation of Section 5 of the Federal Trade Commission Act, as amended, and the respondents having been served with a copy of that complaint, together with a notice of contemplated relief; and

The Chevrolet association, the Chevrolet dealers, and the Chevrolet individual respondents identified in Attachments A, B and C to this order, their attorneys, and counsel for the Commission having thereafter executed an agreement containing a consent order for Count II of the complaint, an admission by the identified respondents of all the jurisdictional facts set forth in the complaint, a statement that the signing of said agreement is for settlement purposes only and does not constitute an admission by respondents that the law has been violated as alleged in Count II of such complaint, and waivers and other provisions as required by the Commission's Rules; and

The Secretary of the Commission having thereafter withdrawn Count II of the complaint from adjudication in accordance with Section 3.25(c) of its Rules; and

The Commission having considered the matter and having thereupon accepted the executed consent agreement and placed such agreement on the public record for a period of sixty (60) days, now in further conformity with the procedure prescribed in Section 3.25(f) of its Rules, the Commission hereby makes the following jurisdictional findings and enters the following order:

1. Respondent Chevrolet dealers identified in Attachment A are all corporations with their principal places of business located at the addresses shown in Attachment A.

2. Individual respondents identified in Attachment B are officers of various Chevrolet dealers, as shown in Attachment B, and as such they formulate, direct and control the acts and practices of the dealers for which they are officers.

3. The respondent Chevrolet association identified in Attachment C is an incorporated trade association for Chevrolet motor vehicle dealers with its principal place of business located at the address shown in Attachment C.

4. The Federal Trade Commission has jurisdiction of the subject matter of this proceeding as it relates to Count II of the complaint and of the respondents listed in Attachments A, B and C, and the proceeding is in the public interest.

#### Decision and Order (Chevrolet)

108 F.T.C.

#### Order

For purposes of this order, the following definitions shall apply:

1. *Person* means any natural person, corporation, partnership, association, joint venture, trust or any other organization or entity, but not governmental entities.

2. Dealer means any person who receives on consignment, or purchases, motor vehicles for sale or lease to the public, and any director, officer, employee, representative or agent of any such person.

3. Other dealer means any dealer not named in this order.

4. Dealer association means any trade, civic, service, or social association whose membership is comprised primarily of dealers.

5. Detroit area means the Detroit, Michigan metropolitan area, comprising Macomb County, Wayne County and Oakland County in the State of Michigan.

6. Respondent means any corporation listed in Attachment A, any individual listed in Attachment B, or any association listed in Attachment C, and the officers, directors, representatives, agents, divisions, subsidiaries, and successors and assigns of any listed corporation or association.

#### I.

It is ordered, That each respondent shall cease and desist from, directly or indirectly, or through any corporate or other device, entering into or continuing or carrying out any agreement, contract, combination or conspiracy with any respondent or any other dealer or dealer association in the Detroit area which has the purpose or effect of:

A. Restricting, regulating or limiting the advertising of any motor vehicle in the classified section of any newspaper or the advertising or publishing by any person of any price, term, or condition of sale of any motor vehicle, except to the extent that the restriction, regulation or limitation of such advertising is necessary for the purpose of engaging in lawful joint advertising; or

B. Maintaining, adopting or adhering to any policy, act or practice that restricts, regulates or limits the advertising by any person of any motor vehicle in the classified section of any newspaper or the advertising or publishing by any person of any price, term, or condition of sale of any motor vehicle, except to the extent that the restriction, regulation or limitation of such advertising is necessary for the purpose of engaging in lawful joint advertising.

- · II.

It is further ordered, That each respondent shall cease and desist from, directly or indirectly, or through any corporate or other device, performing any of the following acts or practices, or encouraging any person to perform any of the following acts or practices, or entering into or continuing or carrying out any agreement, contract, combination or conspiracy with any other person in the Detroit area to do or perform any of the following acts or practices:

A. Requesting, recommending, coercing, influencing, encouraging or persuading, or attempting to request, recommend, coerce, influence, encourage or persuade, any other respondent or any other dealer in the Detroit area to maintain, adopt or adhere to any policy, act or practice that restricts, regulates or limits the advertising by any person of any motor vehicle in the classified section of any newspaper or the advertising or publishing by any person of any price, term, or condition of sale of any motor vehicle, except to the extent that the restriction, regulation or limitation of such advertising is necessary for the purpose of engaging in lawful joint advertising; or

B. Requesting, recommending, coercing, influencing, encouraging or persuading, or attempting to request, recommend, coerce, influence, encourage or persuade, any other respondent or any other dealer in the Detroit area to change his advertised or published prices.

#### III.

It is further ordered, That nothing contained in Parts I or II above shall be construed to prohibit: (a) any respondent association from formulating, adopting, disseminating to its members, and enforcing lawful guidelines governing the conduct of its members with respect to advertisements that such respondent association reasonably believes would be false or deceptive within the meaning of Section 5 of the Federal Trade Commission Act; (b) any other respondent from participating in such activities as identified in Subpart (a) of an association of which such respondent is a member; or (c) any respondent from informing or advising anyone regarding what the respondent reasonably believes to be the requirements of any other existing or proposed federal, state, or local law, regulation, or order, or publishing such interpretations thereof.

108 F.T.C.

#### IV.

It is further ordered, That the respondent association listed in Attachment C shall cease and desist from failing to maintain for five (5) years following the taking of any action against a person alleged to have violated any advertising guidelines as described in Part III of this order, in a separate file segregated by the name of any person against whom such action was taken, any document that embodies, discusses, mentions, refers, or relates to the action taken and any allegation relating to it.

#### V.

It is further ordered, That the respondent association listed in Attachment C shall:

A. Within sixty (60) days of the date this order becomes final, amend its by-laws to incorporate by reference this order, and provide each member with a copy of this order and the amended by-laws;

B. For three (3) years from the date this order becomes final, provide each new member with a copy of this order and the amended by-laws within thirty (30) days of the new member's admission to the association.

### VI.

It is further ordered, That, for a period of three (3) years from the date this order becomes final, the respondent association listed in Attachment C shall notify the Commission at least sixty (60) days prior to the adoption of any advertising guidelines as described in Part III of this order.

#### VII.

It is further ordered, That each respondent shall, within sixty (60) days after this order becomes final, and then annually thereafter for a period of three (3) years, file with the Commission a report, in writing, signed by the respondent, setting forth in detail the manner and form in which it has complied with this order.

#### VIII.

It is further ordered, That each corporate respondent shall notify the Commission at least thirty (30) days prior to any proposed change

in that corporate respondent, such as dissolution, assignment or sale, resulting in the emergence of a successor corporation, the creation or dissolution of subsidiaries or any other change in that corporate respondent that may affect compliance obligations arising out of this order. In the case of each natural person respondent named herein, for a period of three (3) years from the date this order becomes final, said respondent shall promptly notify the Commission of the discontinuance of his present business or employment and of any new affiliation or employment with any dealer or dealer association. Such notice shall include the respondent's new business address and a statement of the nature of the business or employment in which said respondent is newly engaged, as well as a description of the respondent's duties and responsibilities in connection with the business or employment.

#### ATTACHMENT A

Jack Cauley Chevrolet, Inc. 7020 Orchard Lake Road West Bloomfield, Michigan 48033

Dexter Chevrolet Co. 20811 W. Eight Mile Road Detroit, Michigan 48219

Dick Genthe Chevrolet, Inc. 15600 Eureka Road Southgate, Michigan 48195

Jefferson Chevrolet Co. 2130 E. Jefferson Avenue Detroit, Michigan 48207

Lou LaRiche Chevrolet-Subaru, Inc. 40875 Plymouth Road Plymouth, Michigan 48170

Walt Lazar Chevrolet, Inc. 12000 Telegraph Road Taylor, Michigan 48180

Mark Chevrolet, Inc. 33200 Michigan Avenue Wayne, Michigan 48184

George Matick Chevrolet, Inc. 14001 Telegraph Road Redford, Michigan 48239 Matthews-Hargreaves Chevrolet Co. 1616 South Main Street Royal Oak, Michigan 48067

Merollis Chevrolet Sales & Service, Inc. 21800 Gratiot Avenue East Detroit, Michigan 48021

Ed Rinke Chevrolet-GMC Co. 26125 Van Dyke Center Line, Michigan 48015

Mike Savoie Chevrolet, Inc. 1900 West Maple Road Troy, Michigan 48084

Les Stanford Chevrolet, Inc. 21711 Michigan Avenue Dearborn, Michigan 48123

Tennyson Chevrolet, Inc. 32570 Plymouth Road Livonia, Michigan 48150

Buff Whelan Chevrolet, Inc. 40445 Van Dyke Sterling Heights, Michigan 48077

Wink Chevrolet Co. d/b/a Bill Wink Chevrolet/GMC 10700 Ford Road Dearborn, Michigan 48126

Decision and Order (Chevrolet)

108 F.T.C.

#### ATTACHMENT B

John H. Cauley Jack Cauley Chevrolet, Inc. 7020 Orchard Lake Road West Bloomfield, Michigan 48033

Joseph B. Slatkin Dexter Chevrolet Co. 20811 W. Eight Mile Road Detroit, Michigan 48219

Richard E. Genthe Dick Genthe Chevrolet, Inc. 15600 Eureka Road Southgate, Michigan 48195

Louis H. LaRiche Lou LaRiche Chevrolet-Subaru, Inc. 40875 Plymouth Road Plymouth, Michigan 48170

Walter N. Lazar Walt Lazar Chevrolet, Inc. 12000 Telegraph Road Taylor, Michigan 48180 Harry C. Demorest Mark Chevrolet, Inc. 33200 Michigan Avenue Wayne, Michigan 48184

Norman A. Merollis Merollis Chevrolet Sales & Service, Inc. 21800 Gratiot Avenue East Detroit, Michigan 48021

Harry Tennyson Tennyson Chevrolet, Inc. 32570 Plymouth Road Livonia, Michigan 48150

William J. Wink, Jr. Wink Chevrolet Co. d/b/a Bill Wink Chevrolet/GMC 10700 Ford Road Dearborn, Michigan 48126

#### ATTACHMENT C

Greater Detroit Chevrolet Dealers Association, Inc. 100 Renaissance Center, Suite 3100 Detroit, Michigan 48243