

in writing, setting forth in detail, the manner and form with which he has complied with this order.

IN THE MATTER OF
CENTER MOTORS, INC., ET AL.

CONSENT ORDER IN REGARD TO THE ALLEGED VIOLATION OF THE FEDERAL
TRADE COMMISSION AND THE TRUTH IN LENDING ACTS

Docket C-2443. Complaint, Sept. 11, 1973—Decision, Sept. 11, 1973.

Consent order requiring a Marlow Heights, Maryland, retailer and distributor of used cars, among other things to cease violating the Truth in Lending Act by failing to disclose to consumers, in connection with the extension of consumer credit, such information as required by Regulation Z of the said act.

Appearances

For the Commission: *Bernard Rowitz.*

For the respondents: *Jacob C. Lish*, Washington, D.C.

COMPLAINT

Pursuant to the provisions of the Truth in Lending Act and the implementing regulation promulgated thereunder, and the Federal Trade Commission Act, and by virtue of the authority vested in it by said Acts, the Federal Trade Commission, having reason to believe that Center Motors, Inc., a corporation, and Bernard L. Gordon, individually and as an officer of said corporation, hereinafter sometimes referred to as respondents, have violated the provisions of said Acts and implementing regulation, 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. Respondent Center Motors, Inc., is a corporation organized, existing and doing business under and by virtue of the laws of the State of Maryland, with its principal office and place of business located at 3610 Branch Avenue, Marlow Heights, Maryland.

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Respondent Bernard L. Gordon is an officer of the corporate respondent. He formulates, directs and controls the policies, acts and practices of the corporation, including the acts and practices hereinafter set forth. His address is the same as that of the corporation respondent.

PAR. 2. Respondents are now, and for some time last past have been engaged in the offering for sale and retail sale and distribution of used cars to the public.

PAR. 3. In the ordinary course and conduct of their business as aforesaid, respondents regularly extend consumer credit, as "consumer credit" is defined in Regulation Z, the implementing regulation of the Truth in Lending Act, duly promulgated by the Board of Governors of the Federal Reserve System.

PAR. 4. Subsequent to July 1, 1969, respondents, in the ordinary course of business as aforesaid, and in connection with their credit sales, as "credit sale" is defined in Regulation Z, have caused and are causing customers to execute a binding Used Car Order Contract, hereinafter referred to as the "Order Contract." Respondents do not provide these customers with any other consumer credit cost disclosure.

By and through the use of the order contract, respondents:

1. Fail, in some instances, to disclose the sum of the cash price, all charges which are included in the amount financed but which are not part of the finance charge, and the finance charge, describing that sum as the "deferred payment price," as required by Section 226.8(c) (8) (ii) of Regulation Z.

2. Fail, in some instances, to include in the finance charge the amounts of charges or premiums for credit life or credit accident and health insurance written in connection with a credit transaction, in instances where respondents fail to obtain from the customer desiring such insurance coverage, a specific dated and separately signed affirmative written indication of such desire, in violation of Section 226.4(a) (5) of Regulation Z. Thereby, respondents fail, in these instances, to disclose the finance charge accurately in accordance with Section 226.4 of Regulation Z as required by Section 226.8(c) (8) (i) of Regulation Z. Thereby, respondents further fail to accurately disclose the amount financed as required by Section 226.8(c) (7) of Regulation Z, by including the aforementioned charges in the amount financed. Thereby, respondents further fail to accurately disclose the annual percentage rate computed in accordance with Section 226.5(b) of Regulation Z, as required by Section 226.8(b) (2) of Regulation Z.

PAR 5. Pursuant to Section 103(q) of the Truth in Lending Act, respondents' aforesaid failures to comply with the provisions of Regulation Z constitute violations of that Act and, pursuant to Section 108 thereof, respondents have thereby violated the Federal Trade Commission Act.

DECISION AND ORDER

The Federal Trade Commission having initiated an investigation of certain acts and practices of the respondents named in the caption hereof, and the respondents having been furnished thereafter a copy of a draft of complaint which the Washington, D.C. Regional Office proposed to present to the Commission for its consideration and which, if issued by the Commission, would charge respondents with violation of the Truth in Lending Act and the implementing regulation promulgated thereunder, and of the Federal Trade Commission Act; and

The respondents and counsel for the Commission having thereafter executed an agreement containing a consent order, an admission by the respondent of all jurisdictional facts set forth in the aforesaid draft of 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 such complaint, and waivers and other provisions as required by the Commission's rules; and

The Commission having thereafter considered the matter and having determined that it had reason to believe that the respondents have violated the said Acts, and that complaint should issue stating its charges in that respect, and having thereupon accepted the executed consent agreement and placed such agreement on the public record for a period of thirty (30) days, now in further conformity with the procedure prescribed in Section 2.34(b) of its rules, the Commission hereby issues its complaint, makes the following jurisdictional findings, and enters the following order:

1. Respondent Center Motors, Inc., is a corporation organized, existing and doing business under and by virtue of the laws of the State of Maryland, with its principal office and place of business located at 3610 Branch Avenue, Marlow Heights, Maryland.

Respondent Bernard L. Gordon is an officer of said corporation. He formulates, directs and controls the policies, acts and practices of said corporation. His address is the same as that of the corporate respondent.

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2. The Federal Trade Commission has jurisdiction of the subject matter of this proceeding and of the respondents, and the proceeding is in the public interest.

ORDER

It is ordered, That respondents Center Motors, Inc., a corporation, or under any other name or names, its successors and assigns, and its officers, and Bernard L. Gordon, individually and as an officer of said corporation, and respondents' agents, representatives, and employees, directly or through any corporation, subsidiary, division or other device, in connection with any extension of consumer credit or advertisement to aid, promote or assist, directly or indirectly, any extension of consumer credit, as "consumer credit" and "advertisement" are defined in Regulation Z (12 C.F.R. § 226) of the Truth in Lending Act (Pub. L. 90-321, 15 U.S.C. 1601 *et seq.*), do forthwith cease and desist from:

1. Failing to disclose the sum of the cash price, all charges which are included in the amount financed but which are not part of the finance charge, and the finance charge, describing the sum of these as the "deferred payment price," as required by Section 226.8(c)(8)(ii) of Regulation Z.

2. Failing to include in the finance charge the amount of charges or premiums for credit life or credit accident and health insurance written in connection with a credit transaction unless:

(a) such insurance coverage is not required by the respondents and this fact is clearly and conspicuously disclosed in writing to the customer; and

(b) any customer desiring such insurance coverage gives specific dated and separately signed affirmative written indication of such desire after written disclosure of the cost of such coverage, as required by Section 226.4(a)(5) of Regulation Z; and in those instances, failing to accurately disclose the amount financed or required by Section 226.8(c)(7) of Regulation Z, by including the aforementioned charges in the amount financed.

3. Failing to compute and disclose accurately the finance charge, accurately in accordance with Section 226.4 of Regulation Z, as required by Section 226.8(c)(8)(i) of Regulation Z.

4. Failing to compute and disclose accurately the annual percentage rate, computed in accordance with Section 226.5(b) of Regulation Z, as required by Section 226.8(b)(2) of Regulation Z.

5. Failing in any consumer credit transaction or advertisement to make all disclosures, determined in accordance with Sections 226.4 and 226.5 of Regulation Z, at the time and in the manner, form and amount required by Sections 226.6, 226.8 and 226.10 of Regulation Z.

6. Failing to promptly notify the Commission of the discontinuance of respondents' present business or employment and of their affiliation with a new business or employment; and to include in such notice, the respondents' current business address and a statement as to the nature of the business or employment in which they are engaged, as well as a description of their duties and responsibilities.

It is further ordered, That the respondents deliver a copy of this order to cease and desist to all present and future personnel of the respondents engaged in the computation, preparation or execution of consumer credit documents or in any aspect of preparation, creation or placing of advertising and that respondents secure a signed statement acknowledging receipt of said order from each such person.

It is further ordered, That respondents, notify the Commission at least thirty (30) days prior to any proposed change in the 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 the corporation which may affect compliance obligations arising out of the order.

It is further ordered, That the respondents herein shall, within sixty (60) days after service upon them of this order, file with the Commission a report, in writing, setting forth in detail the manner and form with which they have complied with this order.

IN THE MATTER OF

G. B. ENTERPRISES, INC. TRADING AS LEE USED FORD
SALES

CONSENT ORDER IN REGARD TO THE ALLEGED VIOLATION OF THE FEDERAL
TRADE COMMISSION AND THE TRUTH IN LENDING ACTS

Docket C-2444. Complaint, Sept. 11, 1973—Decision, Sept. 11, 1973.

Consent order requiring a Washington, D.C., retailer and distributor of used cars, among other things to cease violating the Truth in Lending Act by failing to disclose to consumers, in connection with the extension of consumer credit, such information as required by Regulation Z of the said Act.