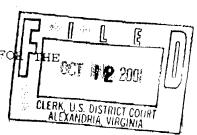
IN THE UNITED STATES DISTRICT COURT FO EASTERN DISTRICT OF VIRGINIA Alexandria Division



TAKESHA BEY, ET AL)		
Plaintiffs,))		
٧.)) Ci-	Vil Action N	
GLASCOCK AUTO SALES INC., ET AL)))	vil Action No.	01-281-A
Defendants.)		

ORDER

For the reasons stated in open court, Defendants' Renewed Motion to Dismiss is GRANTED in part and DENIED in part.

To the extent that Count I asserts a claim that the defendants violated Regulation 2 of the Truth in Lending Act, 12 C.F.R. 226.17(a)(2), by treating the disclosures on the Credit Contract as estimates, Defendants' Renewed Motion to Dismiss that portion of Count I is GRANTED. To the extent that Count I asserts a claim that the defendants violated the Truth in Lending Act by improperly including the \$395 processing fee in the amount financed, Defendants' Renewed Motion to Dismiss that portion of Count I is DENIED.

Defendants' Renewed Motion to Dismiss Count II (Federal

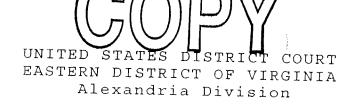
Odometer Act claim) is DENIED.

The Clerk is directed to forward copies of this Order to counsel of record.

Entered this $\frac{49}{12}$ day of October, 2001.

Legnie M. Brinkéma
United States Pistrict Judge

Alexandria, Virginia



TAKEYSHA BEY, et al.,

-vs-

Plaintiffs, :

: CA 01-281-A

GLASSCOCK AUTO SALES, INC., et al.,

Defendants. :

MOTION HEARING

October 12, 2001

Before: Leoni M. Brinkema, Judge



McCOY COURT REPORTING ASSOCIATES

8120 Little River Turnpike
ANNANDALE (Fairfax County), VIRGINIA 22003



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MCCOY COURT REPORTING ASSOCIATES

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1	APPEARANCES:	
2	FOR THE PLAINTIFFS:	
3	THOMAS D. DOMONOSKE, ESQ.	
4		
5	FOR THE DEFENDANTS:	
6	THEODORE EDLICH, ESQ.	
7		
8	WITNESSES:	
9	NAME	
10	<u>DIRECT CROSS REDIRECT</u> (None)	
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	MCCOY COURT REPORTING AGGORDA	

1 PROCEEDINGS 2 THE CLERK: Civil Action 2001-281-A, 3 Takeysha Bey, et al. versus Glasscock Auto Sales. 4 Counsel, if you would please note your 5 appearance. 6 THE COURT: Counsel, if you will put your 7 names on the record, please. 8 MR. DOMONOSKE: Tom Domonoske for the 9 plaintiff. 10 MR. EDLICH: T.J. Edlich representing the 11 defendants. 12 THE COURT: Now, before I get to the defendants' renewed motion to dismiss, am I correct 13 that your discovery deadline is November 9? 14 15 Has that been extended in any respect? 16 MR. DOMONOSKE: Your Honor, we submitted an agreed order along with a motion to the Court 17 when we -- with the papers, and we have been 18 calling the Court to find out what happened with 19 that order. We were told it was sent to another 20 judge, not in front of you. 21 22 And at this point we haven't yet located 23 that order. 24 THE COURT: Well, what are you asking for 25 in that order?

1 MR. DOMONOSKE: We ask that --2 THE COURT: Would you go to the lectern, 3 please. 4 MR. DOMONOSKE: Your Honor, the parties both asked that the discovery deadlines be reset 5 following the decision of this Court on the motion. 6 7 THE COURT: Have you not been conducting discovery in this case? 8 9 This Court is not a Court that in any respect favors delays in discovery. 1.0 11 How much time are you asking for? 1.2 MR. DOMONOSKE: Your Honor, there wasn't 13 a specific time that was asked for. We did exchange the pretrial disclosures. 14 15 And between the lawyers in this case, 16 there has been significant discovery about the practices in issue. And it is not like we are 17 starting from basic square one of doing discovery. 18 19 THE COURT: We believe that Judge Poretz 20 has denied the request. I guess my clerk is 21 looking through the file right now. 22 In this Court, you are never going to get a discovery extension unless you have a specific 23 24 representation. If there's, for example, two experts you can't get in the time frame, and you 25

want, you know, an extra two weeks to get those expert discovery depositions done, you will normally get that. All right.

But to just say, We need more time for discovery, you will never get that in this court. I would be shocked.

So what I'm suggesting to you-all is that -- the reason I ask you this question is some of the issues that are in this motion to dismiss, you-all point out, or at least the plaintiff is arguing, you need to have a summary -- this really should be a motion for summary judgment. There needs to be a record developed.

And then I looked at my papers here, and I say, Well, you are almost at the end of discovery. So I don't know what evidence there is still out there to get.

But, for example, just jumping ahead to one of the issues, the issue about whether or not the processing fee is an actual processing fee or a hidden cost of the credit transaction, is a fact-based issue.

And normally an issue that requires facts to determine one way or the other would require that it be raised in a summary judgment motion, or

I would -- the Court converts a motion to dismiss to a summary judgment motion and takes evidence.

But if the discovery process has not been completed, then normally we wouldn't do that.

Sometimes, however, the discovery on an issue is finished before the discovery deadline. So just jumping to that particular issue, because that's one of the two that concerns me in terms of the record, what evidence is there left to be discovered as to the defendant's practice with that \$395 fee, or has that issue been fully discovered?

MR. DOMONOSKE: Your Honor, as for the plaintiffs, who I represent, we were not planning on making a motion for summary judgment.

THE COURT: No. I'm not asking who is making a motion for anything.

Right now I have a motion to dismiss from the defendant. What I'm saying to you is if discovery on that issue has been completed, I can convert that motion to dismiss to a motion for summary judgment.

I want to know what discovery is still out there to be done on the issue of the finance fee.

MR. DOMONOSKE: The plaintiff has

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sufficient evidence from previous discovery responses from this defendant to try their case and to rebut a summary judgment if such a summary judgment motion was filed.

THE COURT: The defendant argues that, number one, its documents indicate that whether a transaction is a cash transaction or a credit transaction, the \$395 processing fee is imposed.

If that is the case factually, then under my understanding of the <u>Alston</u> case in the Fourth Circuit, that \$395 processing fee would not be the kind of thing that you can sue on. It's a fee that cuts across the boards.

MR. DOMONOSKE: And I think Your Honor understands the \underline{Alston} case perfectly.

We have corporate deposition testimony from this defendant that a cash customer has the option of performing their own Department of Motor Vehicles work. And in that event, the cash customer would not pay the processing fee.

Now, the defendant's position is that that deposition testimony was in error, and they seek to rebut that deposition testimony.

But if this had been a motion for summary judgment filed by the defendants with an affidavit

saying that we charge this to cash customers, what you would have seen in response was this $30\,(B)\,(6)$ deposition.

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In fact, Mr. Doe was the deponent representing Falk Auto at that deposition. And I was asking him the questions in the case. And I walked him right straight through the analysis about, What about a cash customer who takes their own work to the DMV. And his testimony was unequivocal: No fee.

And the interesting thing at that deposition -- and this is what is on appeal to the Fourth Circuit, is right at that point Falk Auto's lawyer, different counsel, not Mr. Edlich, jumped up and said, Well, Tom, you know that's not right; and took his client outside, talked to his client.

Mr. Doe came back in the room and said, What I just told you isn't right.

And the issue that the Fourth Circuit is going to decide --

THE COURT: You have an interlocutory appeal in this case.

MR. DOMONOSKE: No, I'm sorry. This issue was placed in front of Judge Spencer in the Tripp case.

THE COURT: Okay.

MR. DOMONOSKE: And Judge Spencer's decision on the Tripp case was we had no evidence that the processing fee was also charged to cash customers. He completely disregarded the deposition testimony.

And the Fourth Circuit is going to be asked to decide whether a lawyer's intervention in a deposition where the lawyer knows that the fact that it has just been admitted by corporation will establish liability, whether when what lawyer intervenes, can that change the record and change the facts.

We have the deposition. We would put the same deposition testimony in front of this Court that was put in front of Judge Spencer.

Judge Spencer decided it did not raise an issue of fact.

We have docketed an appeal. It is going on in the Fourth Circuit.

So these issues have been fully discovered on the corporate side.

We believe the defendants want to take a personal deposition of the plaintiffs, and we have never opposed that. Both sides were trying to hold

off on discovery for various reason. 1 2 But as to the plaintiffs, the corporate practices that are in issue, Your Honor, literally, 3 I have a box full of depositions of this 4 corporation all about these practices, multiple 5 30(B)(6) depositions. 6 7 And neither Mr. Edlich nor I want to 8 repeat depositions that have already been taken that have gone on for many days. 9 10 THE COURT: All right. That's fine. 11 All right. The processing fee, whether it's a finance charge or not, from our discussion 12 13 clearly cannot be resolved on a motion to dismiss. 14 So I denying the motion to dismiss that aspect of the plaintiff's case. 15 16 If the plaintiff's representations are 17 accurate -- and I'm just saying "if" -- then at the very least there would be a definite clash in the 18 evidence on this issue. 19 20 MR. EDLICH: Your Honor, may I respond 21 just briefly? 22 THE COURT: Yes, you may. 23 MR. EDLICH: The plaintiffs' representations are not -- I don't know whether the 24 Court has a full feel -- understanding of what they 25

are.

What the plaintiff has done is in a case that preceded the Tripp case -- it was the Bank's case -- and it's a case in which I was not involved as counsel, but they took a deposition of Charlie Falk's Auto Wholesale, CFAW, and Mr. Doe did testify, but then corrected his testimony.

In the Tripp case, which is the case that Judge Spencer decided and recently issued an opinion -- and I have attached that for the Court -- Judge Spencer -- we moved for summary judgment.

In that case, plaintiffs' counsel and I agreed that a reasonable period for transactions showing the cash and credit transactions was the three months surrounding the Tripp transaction to see whether the processing fee was charged on each one of those.

Plus the -- we had deposition testimony at that time that the fee was charged for cash and credit customers.

In addition, we had an affidavit that the practice in accordance with the Alston case was to charge it for cash and credit customers, not just that it was charged, but the practice was

1 | charged -- I mean, was to charge.

And based on that record, the same facts that Mr. Domonoske says creates an issue, Judge Spencer found out that it did not create an issue.

Now, I understand your ruling that we may have to present that evidence again to the Court, but I just wanted you to have a good understanding of the reason for Judge Spencer's decision.

THE COURT: Well, I'm going to deny the motion to dismiss at this point.

As I said, that's how this has come to me. And the procedural posture of your motion limits the Court to a significant degree.

So it's denied as to that issue.

Now, the other issue is credit terms as estimates. Again, we are under the, I believe, the TELA (phonetic) statute.

You assert that the complaint fails to adequately plead that the Regulation Z has been involved here because, if I understand it, the language involved here is that the terms, the credit terms and the terms of this transaction were given to the plaintiff with the caveat that they were basically subject to the approval of the actual lender.

1. Now, in this case, just remind me, did the lender ultimately approve those conditions? 2 3 MR. EDLICH: The lender ultimately declined to purchase the contract. 4 5 THE COURT: That's right. 6 MR. EDLICH: The condition failed, and 7 the contract was --8 THE COURT: All right. 9 Again, my understanding of the case law -- and I think this is the correct logic -- is 10 that if there is like a condition precedent that 11 has to be satisfied, but that the terms and 12 conditions themselves aren't going to change, that 13 that's not a violation of the statute. 14 15 And it is not an estimate. The language certainly wasn't used. Here are the terms subject 16 17 to somebody's approval. 18 I think actually as this count is pled, I don't think evidence is needed on this. 19 It does 20 fail to comply with the pleading requirements here. 21 All the information that was -- that is needed for the creditor to make the decision is in 22 that package. And if the creditor does not approve 23 it, then it doesn't go through. 24 25 So I will let the plaintiff respond to

that briefly, but I don't believe that the credit terms here were -- as it was done was a violation.

MR. DOMONOSKE: I agree with your first point, Your Honor, that as pled this can be decided as a matter of law. We pled it specifically so that this could be brought before the Court and get the Court's ruling on that.

We are alleging that because it was a condition precedent, because the creditor was estimating whether or not the credit was going to be given, that it indeed was required to label those as estimates.

Again, we lost this in front of Judge Spencer. This issue is on appeal to the Fourth Circuit.

THE COURT: Well, I think Judge Spencer analyzed it correctly. I don't think regulation Z indicates that a condition on the entire contract renders the credit terms mere estimates.

And so I would adopt, you know, his basic reasoning on that point. That will be the law of the case as well.

So that aspect of the case will be dismissed.

And I believe then that that leaves us

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sort of the remaining issue, the interesting odometer issue.

I am going to part ways with my Richmond colleague and I guess my colleague in the Western District in this respect.

I think that the necessary fraudulent intent needed in these odometer cases is an intent to defraud generally and not a specific intent to defraud as to the odometer reading.

The reason why I say that is in the abstract, an odometer reading has -- has no significance.

The reason why odometers get tampered with sometimes is to entice a buyer to either purchase a vehicle or pay a particular price for a vehicle.

So I don't see how one can rationally talk about odometer fraud or odometer tampering outside of the total context of an attempted sale of an automobile.

Therefore, I think as long as the plaintiff has pled that there has been some violation of the odometer statute with the intent to defraud and can show that there was an intent to defraud as to the total purchase of the car, that's

all they need to plead.

Now, in this case, as I understand it, there is not a dispute as to the accuracy of the odometer number given to the plaintiff so much as there is a dispute as to whether the statute requires -- or as to whether the statute is violated with a placement, with a misplacement of the odometer number.

Is that still your position? I guess I should ask the plaintiff. That is, you are really not arguing in this case that the number on the odometer -- given to your client was itself inaccurate.

MR. DOMONOSKE: We are not basing our case on the fact that the number was itself inaccurate, but neither are we conceding that it was accurate.

THE COURT: I understand. In this case, that might be difficult.

But the real issue is placement.

Now, am I correct, do both parties agree that the statute requires that the placement either be on the title or on a document that reassigns the title, that those are really the two alternative vehicles on which the odometer reading is supposed

	to be placed by statute?
	MR. EDLICH: I would agree that the
	statute I mean, we disagree that civil
	4 liability
	THE COURT: No, I don't want to hear
	about that. I want to just
	MR. EDLICH: But I agree that we believe
8	that the odometer, that the odometer act says that
9	you use the title, or if you, as set forth in our
10	brief and Judge Spencer's decision, that you can
11	use the reassignment form as well.
12	THE COURT: Right. But it has to be
13	
14	MR. EDLICH: That's correct.
15	THE COURT: Does the plaintiff agree with
16	that?
17	MR. DOMONOSKE: With one clarification,
18	Your Honor, is that no matter what, it has to be a
19	document that is assigning title.
20	And so that document can be the title
21	document. Or if the state allows, and Virginia
22	does, if the title itself is full, it can be a
23	reassignment document that is prepared by a state
24	and used according to the state's rules.
25	But what the federal act requires is that
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it be on the document assigning title. And the reason goes to that's the document that necessarily becomes part of the public record.

THE COURT: Now, of course the problem you have in this case -- you might want to stay up there -- is that in this case no title was ever assigned.

MR. DOMONOSKE: In this case, the defendant car dealer took the reassignment form that is allowed by Virginia law, we believe, and gave that to the consumer and then didn't send that to the DMV.

Now, the consumer thought title had been reassigned. The dealer used a document that would reassign title.

And in fact the dealer will confirm in evidence that this was the only document they were going to use to reassign title.

The dealer charged the consumer \$395 to process the documents with the DMV. And contrary to Virginia law, the dealer didn't give the consumer the option of doing their own DMV work.

And so this document, which if it had been submitted to the state, would have reassigned title, was not submitted to the state pursuant --

1 THE COURT: Here is my problem. 2 Does the statute use any language to the effect "attempt to assign"? It just says 3 "assigning title." Isn't that how it speaks? 4 5 MR. DOMONOSKE: The statute talks about 6 the document used to assign title. The statute 7 talks --8 THE COURT: Not to attempt to assign 9 title? 10 MR. DOMONOSKE: That's right. 11 THE COURT: And I think it's undisputed in this case, is it not, that there was never an 12 13 assignment of title? 14 MR. DOMONOSKE: It is undisputed in this case that the requirements under Virginia law to 15 get that document to the DMV were never followed by 16 17 the dealer. 18 And the analogy that I would make, Your Honor, is if I sold you my car and if I took the 19 title and if I signed it over to you and I made the 20 odometer disclosure on the title, but then I took 21 that title back from you, ripped it up, destroyed 22 it, I could not come to Court and say, Well, there 23 24 was no assignment. 25 When the dealer took and destroyed the

means by which the assignment would be recorded with the DMV, that didn't change the fact that the dealer represented to the consumer, The document I'm giving you is assigning title.

And in fact, the document I'm giving you shows how I got the car, and I'm assigning title away.

THE COURT: I don't disagree with you that what you allege here, if it happened, is quite odious, and it's fraud up the kazoo.

The question I have, though, is the statute does not appear, if one reads it literally, to cover this situation because it is undisputed in this record that there was no title assigned; correct?

MR. DOMONOSKE: There was no title properly assigned.

THE COURT: Well, it is either assigned or it is not assigned, isn't it?

MR. DOMONOSKE: Well, Your Honor, the evidence is going to show in this case that this car dealer, Glasscock Auto, didn't even have title to the car.

That at the -- and this is alleged in the complaint --

THE COURT: I understand.

MR. DOMONOSKE: That at the time of the sale Glasscock Auto had not even had title assigned to it.

And one of the cases we cited to you,

Mills v. Manns (phonetic), was where they let a

jury decide was there intent to defraud when a car

dealer made an odometer representation without

getting a proper odometer disclosure in to it.

Given that the only proper odometer disclosure is one on a title, Glasscock Auto didn't have title to the car, formal official title to transfer.

And it tricked the customer by pulling out the reassignment form.

And on that reassignment form, it will have further tricked the customer and said, I got this car from Charlie Falk Auto. And there is going to be a date on there, and it's going to be a fictitious transfer.

So when a dealer uses a document, an official document -- these are secure documents.

They have control numbers. They are supposed to be attached to the title.

When that dealer separates that document,

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uses it without a title, falsifies information to show that it did receive title, and then makes the only odometer disclosure it was ever going to make -- and I think that's the important point, Your Honor -- the evidence will show that this odometer disclosure on the reassignment of title is the only odometer disclosure Glasscock Auto was going to make, even if the loan got approved.

If the loan got approved, there was never going to be another odometer disclosure.

The dealer held this out as the odometer disclosure. The dealer held it out as saying, I am transferring title to you, and put temporary tags on the car, again, representing that the title had been transferred because they are only allowed to put temporary tags on a car that belongs to the consumer.

THE COURT: All right.

MR. DOMONOSKE: So, yes, ultimately this car never has this consumer's name show up in the title history, but that's the violation.

THE COURT: In the case that went to trial or the jury was allowed to decide this issue, what happened there?

MR. DOMONOSKE: The $\underline{\text{Mills v. Manns}}$ case

that I was citing, what actually happened is it's 1 an appeal case. The lower court did not let the 2 jury decide, so all we have is -- or all I know 3 about the case is that it was remanded, and it said 4 that the jury should decide. 5 6 THE COURT: On the federal odometer 7 statute? 8 MR. DOMONOSKE: Yes. 9 THE COURT: That the cause of action? 10 And you don't what -- what did the jury -- you don't know what happened on retrial? 11 12 MR. DOMONOSKE: No, I don't, Your Honor. 13 It is an Ohio case. 14 THE COURT: Okay. 15 MR. DOMONOSKE: We also cited a California case where a consumer identified an 16 odometer violation and thereby chose to not 17 complete the process. 18 19 And that Court found that even though the 20 process wasn't completed, that that is exactly the type of person that we want to enforce the odometer 21 22 act. 23 THE COURT: Does the defense want to respond to that in any respect? 24 25 MR. EDLICH: I do, Your Honor.

I believe that you are correct, and I believe that Mr. Domonoske has talked about some bad facts in a case in order to sidestep the question.

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I believe the question was whether the odometer act under a strict reading is only implicated upon assignment of title.

In fact, the odometer act, under a strict reading, I believe that's the way the Court should construe it, and that's the way Judge Spencer construed it.

The odometer act is implicated upon transfer of ownership. Under Virginia law, transfer of ownership only occurs when title passes.

THE COURT: Although you would agree on the facts of this case, this car physically was transferred to the plaintiff with these temporary tags so that for at least the week or two that the plaintiff had the car, to any law enforcement official on the roads, any police officer, whatever, there had been an apparent transfer of title.

MR. EDLICH: There had been apparent temporary registration issued, yes, Your Honor.

But in terms of transfer of title, Virginia is saying that the state of the transfer of title can only occur when title is transferred.

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But the ownership is transferred only when title is transferred.

THE COURT: Well, I'm not going to grant the motion to dismiss.

Again, I may be parting ways with some of my colleagues, and this is something that ultimately will be fleshed out apparently in the Circuit in the next year or two.

But I think that, again, this is a case where I think that the nuance of facts may give us a better picture of what really is going on here.

There is just not that much case law out There appear to be cases going both directions on how strictly the statute is to be construed.

Clearly the legislative intent, again, behind having these types of rules I would think would encompass this kind of situation. I mean, why have these laws if they don't exist to protect from this type of conduct.

So I'm going to go ahead and permit this

And I believe we have touched on the title issue and the odometer. We have touched on I think all three issues; correct?

All right. So I'm granting in part and denying in part your motion to dismiss.

Now, on your aborted efforts to get a little relief on discovery, if you-all want to go back to the drawing boards, think together -- first of all, you may settle this case when you work together on discovery.

But, secondly, if you are unable to resolve it and you can make a specific requests as to what it is you need extra time for in the discovery issue, all right, and give the Court a reasonable amount of additional time that you need, I will consider that.

Now, I'm not changing the pretrial date, so don't even think about that. You have got a pretrial, final pretrial conference on November 15. That's going to happen, and you are going to get a trial date probably for I would think January.

But I am willing, if you both come to an agreement, to give you a little extra breathing space on your discovery, but it needs to be specific. I'm not going to give you a blank check

1 on that. 2 MR. EDLICH: May I say one more thing? 3 THE COURT: Yes, sir. MR. EDLICH: Please indulge me. 4 But I just -- I don't know whether you are going to be 5 assigned this case or not. 6 7 There is no guarantee in this THE COURT: We are on a master calendar, unlike 8 Court. 9 Richmond 10 MR. EDLICH: That's fine. I just wanted to -- and for the benefit of my client, too, and 11 12 also to say that, you know, in these case -- and I have had many cases with Mr. Domonoske and have 13 14 more as well. 15 It is one of the tactics of the plaintiffs' lawyers to come in and talk about all 16 the bad things and call the defendants criminals 17 and things of that nature, and I certainly don't 18 want that to persuade the Court without me having 19 20 to respond. 21 I mean, I have sat here and listened and 22 responded to the issues. 23 THE COURT: But the --2.4 MR. EDLICH: At the same time --25 THE COURT: A case like this, with a

motion to dismiss, while there are some interesting 1 legal issues, a lot of times you need meat on those 2 bones to make -- have a better picture. 3 There is never any real downside risk, 4 especially this late in discovery, to going forward 5 to summary judgment and/or even letting it go to 6 trial and then looking at the issue after the fact. 7 But, no, I have certainly not prejudged 8 the case despite what I might have said. 9 10 I have to make findings in order to give a rational basis to my ruling, but I don't know who 11 12 will get the case. 13 MR. EDLICH: I appreciate that, Your Honor. I just wanted to add that. 14 15 I understand the legal reasons for the 16 decision. 17 THE COURT: Thank you. (Whereupon, the proceedings in the 18 above-captioned matter were concluded.) 19 20 21 22 23 24 25

CERTIFICATE OF REPORTER

that the proceedings in the foregoing matter were taken by me in Stenotype and thereafter reduced to typewriting under my supervision; that said transcript is a true record of the proceedings; that I am neither counsel for, related to, nor employed by any of the parties to the action involved in these proceedings; and further, that I am not a relative or employee of any attorney or counsel employed by the parties thereto, nor financially or otherwise interested in the outcome of the action.

Joseph A. Inabnet Court Reporter