

# GM587 & GM588

**Measure Title:** Submitting for consideration and confirmation to the Motor Vehicle Industry Licensing Board, Gubernatorial Nominee, WAYNE DE LUZ, for a term to expire 6-30-2015.

**Report Title:** Motor Vehicle Industry Licensing Board

**Description:**

**Companion:**

**Package:**

**Current Referral:** CPN

**Introducer(s):**

**Measure Title:** Submitting for consideration and confirmation to the Motor Vehicle Industry Licensing Board, Gubernatorial Nominee, WAYNE DE LUZ, for a term to expire 6-30-2019.

**Report Title:** Motor Vehicle Industry Licensing Board

**Description:**

**Companion:**

**Package:**

**Current Referral:** CPN

**Introducer(s):**

<u><b>Sort by Date</b></u>		<b>Status Text</b>
4/1/2015	S	Received.
4/1/2015	S	Referred to CPN.
4/2/2015	S	The committee(s) on CPN has scheduled a public hearing on 04-17-15 8:30AM in conference room 229.



DAVID Y. IGE  
GOVERNOR

SHAN S. TSUTSUI  
LT. GOVERNOR

STATE OF HAWAII  
OFFICE OF THE DIRECTOR  
DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS  
335 MERCHANT STREET, ROOM 310  
P.O. Box 541  
HONOLULU, HAWAII 96809  
Phone Number: 586-2850  
Fax Number: 586-2856  
cca.hawaii.gov

CATHERINE P. AWAKUNI COLÓN  
DIRECTOR

JO ANN M. UCHIDA TAKEUCHI  
DEPUTY DIRECTOR

TO THE SENATE COMMITTEE ON  
COMMERCE AND CONSUMER PROTECTION

TWENTY-EIGHTH LEGISLATURE  
Regular Session of 2015

Friday, April 17, 2015  
8:30 a.m.

**TESTIMONY ON GOVERNOR'S MESSAGE NOS. 587 AND 588.**

TO THE HONORABLE ROSALYN H. BAKER, CHAIR,  
AND MEMBERS OF THE COMMITTEE.

My name is Christine Rutkowski and I am the Executive Officer for the Motor Vehicle Industry Licensing Board, Department of Commerce and Consumer Affairs ("Department"). The Department thanks you for the opportunity to testify on Governor's Message No. 587, regarding the **appointment**, and Governor's Message No. 588, regarding the **reappointment**, of Wayne De Luz to the Motor Vehicle Industry Licensing Board ("Board"). The Department supports the confirmation of Mr. De Luz's appointment and reappointment to the Board.

Mr. De Luz is being nominated to the Board as an industry member. He has served on the Board as an interim appointee since August 26, 2014. Mr. De Luz, as the president, director and dealer principal of a Hawaii licensed franchised motor vehicle

dealership, brings many years of experience and valuable knowledge about the motor vehicle industry to the Board.

Since his appointment, Mr. De Luz has attended four of the four meetings the Board convened. His active participation during meeting discussions demonstrates that he is prepared for the matters that are on the Board's agendas.

The Department believes that Mr. De Luz's interest in continuing to serve on the Board, his active experience in the industry, and his desire to contribute to the community will enhance the Board's effectiveness.

The Department supports the confirmation of Wayne De Luz to the Motor Vehicle Industry Licensing Board, and thanks you for the opportunity to provide testimony.



Bill van den Hurk, President  
Dave Rolf, Executive Director

**Testimony in strong support of GM 588 – for the confirmation  
of Gubernatorial Nominee Wayne De Luz to the  
Motor Vehicle Industry Licensing Board  
Presented to the Committee on Commerce and Consumer Protection  
*by the Hawaii Automobile Dealers Association, Hawaii's franchised new car dealers,*  
for the hearing 8:30 a.m. Friday, April 17, 2015  
in Conference Room 229**

**Chair Baker, Vice Chair Taniguchi and members of the committee:**

**HADA is pleased to offer strong support the confirmation of Wayne De Luz for an industry position on the Motor Vehicle Industry Licensing Board.**

**Mr. De Luz is a respected second-generation car dealer and an active current member of the MVILB.**

**As vice president and general manager of Hilo-Kona Mazda Subaru, he heads a 38-person employee team that serves Hawaii's driving public.**

**He's a graduate of Northwoods Institute in Midland Michigan, which is nationally known for its auto dealership curriculum.**

**Through the years, Mr. DeLuz has worked in almost every auto dealership position: Parts Counter, Service Advisor, Sales Manager, Parts Manager, Services Manager, Corporate Vice President and Dealership General Manager.**

**He is the current secretary of the Hawaii Automobile Dealers Association, the state's franchised new car dealers. And, he is also on the Big Island Dealers board of directors. In 2001, the Small Business Administration awarded Mr. De Luz the honor of Small Business Person of the Year for the County of Hawaii. His dealerships have won the Mazda Elite Dealer Award, the President's Award of Honor and the President's Guild of Performers.**

**In 2002, Mr. De Luz was named the HADA nominee for the Time Quality Dealer of the Year – HADA's highest annual award.**

**Our Association is pleased to offer strong support for the confirmation of this outstanding community leader and award-winning automotive professional.**

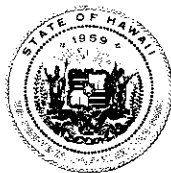
**Respectfully submitted,**

**THE HAWAII AUTOMOBILE DEALERS ASSOCIATION**

**David H. Rolf**

**Tel 808 593-0031 Fax: 808 593-0569 drolf@hawaiiidealer.com**





## HOUSE OF REPRESENTATIVES

Representative Clift Tsuji  
House District 2

STATE OF HAWAII  
STATE CAPITOL  
HONOLULU, HAWAII 96813

Testimony to the Senate Committee on Commerce & Consumer Protection  
April 17, 2015  
State Capitol, Conference Room 229  
RE: GM 588

Aloha Chair, Vice-Chair and Committee Members:

Please accept my statement in strong support of Mr. Wayne DeLuz, a nominee to the Motor Vehicle Industry Licensing Board.

I have known Mr. DeLuz for over a decade. He is a well-respective member of the Hilo community with extensive experience in automobile sales and management, and a track record of outstanding customer service. Mr. DeLuz also finds time to participate in community and professional organizations, including Hawaii Island United Way and Hawaii Automobile Dealers Association. I am confident that as a member of the Motor Vehicle Industry Licensing Board, Mr. DeLuz will bring positive impact and meaningful insight and contributions to both the organization and the people it serves.

Thank you for this opportunity to share my strong support for his nomination.

Sincerely,

CLIFT TSUJI

**From:** [LeLesch, Greg \(MAN-Hawaii\)](#)  
**To:** [CPN Testimony](#)  
**Subject:** Letter of reference for Wayne Deluz to join the MVD BOD  
**Date:** Wednesday, April 08, 2015 4:48:31 PM  
**Attachments:** [image002.png](#)

---

I'm writing in support of appointing Wayne Deluz to the SOH MVD licensing board.

In the past 15 years, I have found him to be fair, ethical and very knowledgeable about the Auto Industry and business in Hawaii. I believe his ability to view key issues from all sides, recommend and gain consensus on suitable solutions is a valuable add to any Board.

Mahalo,  
Greg Le Lesch  
CRD/IT/VE Manager  
Office 808.840.8917/fax 808.840.8959/Cell 808.753.6441



COX AUTOMOTIVE™

Privileged and Confidential. This e-mail, and any attachments there to, is intended only for use by the addressee(s) named herein and may contain privileged or confidential information. If you have received this e-mail in error, please notify me immediately by a return e-mail and delete this e-mail. You are hereby notified that any dissemination, distribution or copying of this e-mail and/or any attachments thereto, is strictly prohibited.

## **Motor Vehicle Licensing Board**

### **Wayne K. De Luz- Nominee**

#### **Answer to Questions**

- (1) Why do you want to be a member of the Board?  
**Answer:** Besides my belief that it is my civic duty to contribute, I strongly feel that my understanding of the industry and how it works by interpreting the complexities that will help in strengthening the laws to protect consumers and clarify some of the ambiguities of some of the statutes.
- (2) What do you perceive are the roles and responsibilities of a member of the Board?  
**Answer:** The primary role is to protect the consumer as well as to insure that both dealers and sales people understand what the laws are and what their responsibilities are under the law. We are responsible to make it clear and accurate, as well as being consistent in how we interpret the statutes.
- (3) In what ways do you feel that you can help protect the consumer?  
**Answer:** There are a couple of items that can help better protect the consumers. We need to update some of the requirements for bonding since they are very outdated and too low to compensate consumers who are injured; in addition some of the insurance requirements also need to be updated. Also feedback from OCP would help us to plug the holes where violations that are repeated to minimize complaints and fine offenders.
- (4) Given your understanding of the roles and responsibilities of a Board member, why do you believe that you are qualified for the position? Please include a brief statement of your skills, expertise and knowledge that would aid you as a member of the Board.  
**Answer:** With over 30 years working in the industry I believe I have the knowledge and expertise to help explain how it works and proper courses of action. Doing business on almost all the islands I understand the differences as well the solutions to trying to resolve issues as they arise. I have also been a board member of the Hawaii Auto Dealers Association for over 16 years and have strong working relationships with almost all the new car dealers in Hawaii, as well as working with HIADA, which is the used car dealer association.
- (5) What do you hope to accomplish during your term of service?  
**Answer:** To strength the statutes to protect the consumers and also to help the dealers against manufactures that place unreasonable demands that have caused some dealers to close their business and displacing a large amount of workers.



- (6) Name three qualities that best describe you and how these qualities will benefit the Board.

**Answer:** (1) Leadership skills- I have served on several different boards-banks, non-profits, and community based organizations that have giving me the experience on how to work with the other members as well as focusing in on the goals that are set.

(2) Knowledge- My background in different types of businesses as well as over 30 years in the automotive business has given me a diverse view of how things operate, giving a broader view to the board on not only the law but how we can go about making the changes necessary to achieve the results.

(3) Diversity- Living on an outer island helps to bring a different perspective to how things work and that not everything follows the ways of just one island. This helps to represent all islands fairly and would be able to apply changes that will properly resolve open issues that can be applied to the whole state.

- (7) Name a previous experience you've had that will be beneficial as a Board member.

**Answer:** Being a member of the Hawaii Island United Board, I have learned the hardships a lot of the member firms go through in trying to help the community. Bridging the communication gaps that occurred had helped to speed up the process in helping not only achieving their financial goals but also networking them to build the common bonds that helped in sharing their resources. In addition, over the last couple of years worked with both HADA and the License board to reform some of the statutes to help dealers against caustic and unfair practices of the manufactures, helping to maintain continues employment of thousands of employees.

- (8) Can you foresee any possible conflicts of interest that could arise during your service on the Board? How would you overcome conflicts of interest?

**Answer:** Being in the industry conflicts due arise from time to time and when they have I recluse myself from the vote.