

This SETTLEMENT AGREEMENT AND RELEASE (“Agreement”) is entered into between the California Air Resources Board (“ARB”), with its principal office at 1001 I Street, Sacramento, California 95814, and Jones Ford-Mercury LLP (“JONES FORD”) with its principal place of business at 781 W. Wickenburg Way, Wickenburg, Arizona 98390.

## I. RECITALS

- (1) California Health and Safety Code section 43151 states, “No person who is a resident of, or who operates an established place of business within this state shall import, deliver, purchase, rent, lease, acquire, or receive a new motor vehicle, new motor vehicle engine, or motor vehicle with a new motor vehicle engine for use, registration, or resale in this state unless such motor vehicle engine or motor vehicle has been certified pursuant to this chapter. No person shall attempt or assist in any such action.”
- (2) Health and Safety Code section 43152 states, “No person who is engaged in this state in the business of selling to an ultimate purchaser, or renting or leasing new motor vehicles or new motor vehicle engines, including, but not limited to, manufacturers, distributors, and dealers, shall intentionally or negligently import, deliver, purchase, receive, or otherwise acquire a new motor vehicle, new motor vehicle engine, or vehicle with a new motor vehicle engine which is intended for use primarily in this state, for sale or resale to an ultimate purchaser who is a resident of or doing business in this state, or for registration, leasing or rental in this state, which has not been certified pursuant to this chapter. No person shall attempt or assist in any such act.”
- (3) Health and Safety Code section 43153 states, “No person who is engaged in this state in the business of selling to an ultimate purchaser or renting or leasing new motor vehicles or new motor vehicle engines, including, but not limited to, manufacturers, distributors, and dealers, shall intentionally or negligently sell, or offer to sell, to an ultimate purchaser who is a resident of or doing business in this state, or lease, offer to lease, rent, or offer to rent, in this state any new motor vehicle, new motor vehicle engine, or vehicle with a new motor vehicle engine, which is intended primarily for use or for registration in this state, and which has not been certified pursuant to this chapter. No person shall attempt or assist in any such action.”
- (4) Health and Safety Code sections 39018 and 39019 define a motor vehicle as non-California certified if it does not possess an emission control system approved for use in California by ARB. California Health and Safety Code section 39042 and 43156 define a new motor vehicle as a vehicle that has an odometer reading of less than 7,500 miles.
- (5) Pursuant to Health and Safety Code section 43154, any person who violates any provision of this part, shall be subject to a civil penalty not to exceed five thousand dollars (\$5,000) per vehicle.

(6) On May 15, 2008 a Notice of Violation (NOV) No. 3331 was issued to the Automobile Club of Southern California located in Costa Mesa, California. The NOV was issued for eighteen (18) new, non-California certified vehicles with less than 7,500 miles.

(7) Automobile Club of Southern California ordered vehicles from JONES CHRYSLER DODGE JEEP with California emissions, but was delivered 49-state vehicles. JONES CHRYSLER DODGE JEEP was operated by JONES FORD-MERCURY LLP, DBA JONES CHRYSLER DODGE JEEP, collectively referred to hereinafter as JONES FORD.

(8) An invoice dated July 22, 2008 from Cactus Auto Transport, Inc. billed to JONES FORD shows that these eighteen vehicles were subsequently removed from California.

(9) JONES FORD admits the facts as alleged in recital paragraphs (1) through (8) above.

(10) JONES FORD is willing to enter into this Agreement solely for the purpose of settlement and resolution of this matter with ARB. ARB accepts this Agreement in termination of this matter. Accordingly, the parties agree to resolve this matter completely by means of this Agreement, without the need for formal litigation.

## II. TERMS AND RELEASE

In consideration of ARB not filing a legal action against JONES FORD for the alleged violations referred to above, ARB and JONES FORD agree as follows:

(1) Upon execution of this Agreement, but no more than 30 days upon receipt, the sum of twelve thousand dollars (\$12,000) shall be paid on behalf of JONES FORD, to the California Air Pollution Control Fund. The payment shall be mailed to:

Ms. Lisa Yacoubian  
Air Resources Board  
Enforcement Division  
9528 Telstar Avenue  
El Monte, California 91731

(2) Effect of Untimely Payment. If a payment is not made within 10 days of the date specified above, the entire remaining balance shall become immediately due and payable without notice or demand. In addition, if the Attorney General files a civil action to enforce this settlement agreement, JONES FORD shall pay all costs of investigating and prosecuting the action, including expert fees, reasonable attorney's fees, and costs.

(3) JONES FORD shall not violate Health and Safety Code section 43150 *et seq.* with respect to the importation, delivery, purchase, rental, lease, acquisition, or receipt of any new (defined as less than

7,500 odometer miles) motor vehicle, new motor vehicle engine, or motor vehicle with a new motor vehicle engine for sale, use, or registration in California unless such motor vehicle engine or motor vehicle has been certified by ARB.

(4) This Agreement shall apply to and be binding upon JONES FORD and its principals, officers, directors, receivers, trustees, employees, successors and assignees, subsidiary and parent corporations, dealers, distributors, and upon ARB and any successor agency that may have responsibility for and jurisdiction over the subject matter of this Agreement.

(5) Now therefore, in consideration of the payment on behalf of JONES FORD in the amount of twelve thousand dollars (\$12,000) payable to the California Air Pollution Control Fund, ARB hereby releases JONES FORD and its principals, officers, agents, employees, shareholders, dealers, distributors, subsidiaries, predecessors and successors from any and all claims for past violations of Health and Safety Code section 43150 *et seq.* ARB may have based on the events described in paragraphs (1) - (8) of the Recitals. The undersigned represent that they have the authority to enter this Agreement.

(6) This Agreement constitutes the entire agreement and understanding between ARB and JONES FORD concerning the claims and settlement in this Agreement, and this Agreement fully supersedes and replaces any and all prior negotiations and agreement of any kind or nature, whether written or oral, between ARB and JONES FORD concerning these claims.

(7) No agreement to modify, amend, extend, supersede, terminate, or discharge this Agreement, or any portion thereof, shall be valid or enforceable unless it is in writing and signed by all parties to this Agreement.

(8) Advice of Counsel. Each Party to this Agreement has reviewed the Agreement independently, has had the opportunity to consult counsel, is fully informed of the terms and effect of this Agreement, and has not relied in any way on any inducement, representation, or advice of any other Party in deciding to enter into this Agreement.

(9) This Agreement shall be interpreted and enforced in accordance with the laws of the State of California, without regard to California's choice of law rules.

(10) Severability. Each provision of this Agreement is severable, and in the event that any provision of this Agreement is held to be invalid or unenforceable, the remainder of this Agreement remains in full force and effect.

(11) Waiver. The failure of any Party to enforce any provision of this Agreement shall not be construed as a waiver of any such provision, nor prevent such Party thereafter from enforcing such provision or any other provision of this Agreement. The rights and remedies granted all Parties herein are cumulative and the election of one right or remedy by a Party shall not constitute a waiver of such Party's right to assert all other legal remedies available under this Agreement or otherwise provided by law.

(12) This Agreement is deemed to have been drafted equally by the Parties; it will not be interpreted for or against either party on the ground that said party drafted it.

(13) **SB 1402 Statement**

Senate Bill 1402 (Dutton, Chapter 413, statutes of 2010, Health and Safety Code section 39617) requires the ARB to provide information on the basis for the penalties it seeks. This required information, which is provided throughout this settlement agreement, is summarized here.

**The manner in which the penalty amount was determined, including a per unit or per vehicle penalty.**

Penalties must be set at levels sufficient to discourage violations. The penalties in this matter were determined in consideration of all relevant circumstances, including the eight factors specified in Health and Safety Code section 43024.

The per unit penalty in this case is a maximum of \$5000 per unit per strict liability violation. The penalty obtained in this case is \$667.00 per unit for 18 units. This reflects the facts that JONES CHRYSLER-JEEP went out of business and that a higher penalty would impose severe financial hardship, that this was an unintentional, first time violation; JONES FORD's unusually diligent efforts to comply and to promptly and fully cooperate with the investigation; the corrective and remedial measures taken; the measures taken to prevent recurrences; the lack of imminent and substantial endangerment to human health or the environment; the lack of violation of any specific term of any judicial or administrative order or consent agreement; the limited magnitude of excess emissions; and the impact of current economic conditions and the resulting impact on margins in the industry.

**The provision of law the penalty is being assessed under and why that provision is most appropriate for that violation.**

ARB alleges that the penalty provision being applied in this case, Health and Safety Code section 43154, is appropriate because JONES FORD allegedly acquired, and/or offered for sale the subject vehicles that were not certified by ARB.

**Is the penalty being assessed under a provision of law that prohibits the emission of pollution at a specified level, and, if so a quantification of excess emissions, if it is practicable to do so.**

The provisions cited above do not prohibit emissions above a specified level. It is not practicable to quantify these emissions, because the information necessary to do so, such as emission rates and time of use, is not available. There are no testing results available that would indicate how much emissions increased as a result of removal of the emission control devices. However, since the vehicles were not certified for sale in California, emissions attributable to

them are illegal. The parties had adequate opportunity to conduct such testing, but elected not to do so in the interests of settlement and because of the time and expense involved.


(14) JONES FORD acknowledges that ARB has complied with SB 1402 in prosecuting and settling this case. Specifically, ARB has considered all relevant facts, including those listed at Health and Safety Code section 43024, has explained the manner in which the penalty amount was calculated (including a per unit or per vehicle penalty, if appropriate), has identified the provision of law under which the penalty is being assessed, and has considered and determined that this penalty is not being assessed under a provision of law that prohibits the emission of pollutants at a specified level.

(15) Penalties were determined based on the unique circumstances of this matter, considered together with the need to remove any economic benefit from noncompliance, the goal of deterring future violations and obtaining swift compliance, the consideration of past penalties in similar case negotiation, and the potential costs and risk associated with litigating these particular violations. The penalty reflects violations extending over a certain period of time, considered together with the complete circumstances of this case. The penalty was discounted in this matter for the reasons stated above, including financial hardship, the non-existence of JONES CHRYSLER-JEEP, the fact that this was an innocent, first time violation and because JONES FORD made unusually diligent efforts to comply and to cooperate with the ARB's investigation. Penalties in future cases might be smaller or larger on a per unit basis.

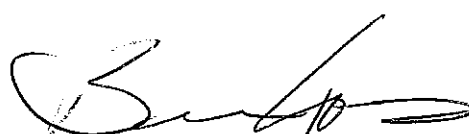
(16) The penalty in this case was based in part on confidential business information provided by JONES FORD that is not retained by ARB in the ordinary course of business. The penalty in this case was also based on confidential settlement communications between ARB and JONES FORD that ARB does not retain in the ordinary course of business either. The penalty also reflects ARB's assessment of the relative strength of its case against JONES FORD, the desire to avoid the uncertainty, burden and expense of litigation, obtain swift compliance with the law and remove any unfair advantage that JONES FORD may have secured from its actions.

(17) ARB and Jones Ford shall each bear its own attorneys fees and costs.

**California Air Resources Board**

By:   
Name: James Ryden  
Title: Chief ARB Enforcement Division  
Date: 3/14/12

**JONES FORD-MERCURY**

By:   
Name: BRIAN JONES  
Title: GM / PARTNER  
Date: 2/20/12

SETTLEMENT AGREEMENT AND RELEASE  
ARB and Jones Ford-Mercury  
Page 6 OF 6