

FTC Buyer's Guide Overview
By ADR Staff
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- Oklahoma dealers must use the “As Is – No Warranty” version of the FTC Buyers Guide. The “Implied Warranty” version is not appropriate in Oklahoma.
- The FTC Buyer’s Guide must be prominently displayed PRIOR to the vehicle being offered for sale. This means the Guide must be displayed before the vehicle can be shown to a consumer.
- The Guide may be displayed on the side window, hung from the rear-view mirror, hung from a side-view mirror, or placed under a windshield wiper.
- Four different sections of the preprinted Buyers Guide must be completed: (1) vehicle information; (2) warranty information; (3) service contract availability; and (4) dealer identification and consumer complaint information.
- The purchaser must receive a copy of the completed Guide following the sale.
- The FTC Buyer’s Guide discloses warranty coverage and the terms and conditions of any dealer offered warranty. The Guide is NOT a warranty document.
- The Rule applies to used vehicles, including light-duty vans, light-duty trucks, demonstrators, and program cars, that meet the following specifications:
 - a gross vehicle weight rating (GVWR) of less than 8,500 pounds;
 - a curb weight of less than 6,000 pounds; and
 - a frontal area of less than 46 square feet.
- Exceptions to the Rule are:
 - Vehicles not meeting the above-listed specifications;
 - Motorcycles;
 - Any vehicle sold for scrap or parts if the dealer submits title documents to the appropriate state authority and obtains a salvage certification;
 - Agricultural equipment.