

Meeting Summary
Dealer Licensing Committee
Monday, January 28, 2019

Chairman Joe Tate called the Dealer Licensing Committee meeting to order at 10:30 a.m. in Room 702 of the DMV Headquarters Building at 2300 West Broad Street in Richmond. Present were Committee members: Ted Bailey, Dan Banister, Rob Fisher, Randy Harris, Senior Saghafi and Maurice Slaughter. (Absent: Liza Borches, David Duncan) Other Board members present: Rick Holcomb, Gardner Britt, Steve Farmer, Ron Kody, Chris Maher, Geoff Malloy. Executive Director William Childress, Lisa Mack-Nelson, Wanda Neely and Ann Majors represented the Dealer Board. Christian Parrish represented the Attorney General's office.

The September and November 2018 meeting summaries were approved.

PUBLIC COMMENT

There was no public comment.

OLD BUSINESS

There was no old business.

OLD BUSINESS FROM THE FLOOR:

There was no old business from the floor.

NEW BUSINESS

Discussion: Supplemental Sales – William Childress. William indicated that in August 2018 the VADA brought to his attention this matter regarding a dealer sending out invitational letters to area dealers to participate in a tent sale. The price to participate in the letter of invitation was acceptable to a local dealer. However, when the dealer expressed interest, the participating price doubled. The Board staff would like to see complete disclosure of the costs involved in the letter of invitation. VADA is looking for some form of review and enforcement from the Board to ensure a level playing field for tent sales and participants. VADA agreed that the letter of invitation is a good place to start and providing the dealer community with requirements that the letter of invitation must contain should help.

Rick Holcomb indicated that the Board should work with the trade associations to ensure guidelines are met. This issue is referred to the Full Board for further action.

NEW BUSINESS FROM THE FLOOR

There was no new business from the floor.

The next meeting was scheduled for March 11, 2019

The meeting adjourned at 10:41 a.m.