

April 2019

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CONTACT US

2201 W. BROAD ST.
SUITE 104
RICHMOND, VA
23220

dboard@mvdv.virginia.gov

www.mvdv.virginia.gov

William Childress,
Executive Director
Peggy Bailey,
Program Manager
Lisa Mack-Nelson,
Field Rep. Supervisor
804-367-1100
Office Fax 804-367-1053

MOTOR VEHICLE DEALER BOARD



Congratulations Ron Kody



At the 2019 NADA Show in San Francisco, CA, local Virginia dealer Ron Kody, President of Richmond Ford, was honored as Virginia's TIME Dealer of the Year.

The TIME Dealer of the Year program honors new-car dealers in America who exhibit exceptional performance in their dealerships and make a major impact on their community.

"The most rewarding part of my automotive career has been building a group of businesses that provide stability and opportunity for our team of employees," Kody said.

Ron has been a Motor Vehicle Dealer Board member since 2011, is Vice-Chairman of the Full Board, and is the Chairman of the Dealer Practices Committee.

PA Craigslist Crackdown

Pennsylvania's Attorney General Josh Shapiro announced 20 legal actions have been filed against auto dealers and salespeople in eleven counties in Pennsylvania for violating consumer protection laws and deceptively advertising motor vehicles.

The actions were part of an advertising sweep that targeted auto dealers and their salespeople who advertised vehicles for sale without disclosing that the sale was being conducted by a dealer, as is required under Pennsylvania law. All auto dealers in this sweep advertised on Craigslist as individual sellers, rather than as dealers, providing insufficient information to consumers viewing their postings.

"These car dealerships used deceptive advertising and were dishonest with Pennsylvania consumers," Attorney General Josh Shapiro said. "Car buyers are making a significant investment, and they need to have full knowledge of whom they are buying from. When businesses skirt that process and violate the law, we will hold them accountable and force change in behavior."

Specifically, the investigations conducted by the Pennsylvania Office of Attorney General, Bureau of Consumer Protection targeted car dealers advertising on websites like Craigslist in the "for sale by owner" section. The fact that the car was being sold by a dealership was not disclosed in the advertisement. The Office of Attorney General collected more than \$10,500.00 in civil penalties and costs for the illegal advertisement of at least 178 vehicles to Pennsylvania consumers.



Upcoming EVENTS

BOARD MEETINGS

All Meetings are held at DMV Headquarters
2300 W. Broad Street, Room 702
Richmond, VA

Monday, May 13, 2019

Dealer Practices Committee Meeting

Time: 9:00 a.m.

Licensing Committee Meeting

Time: Immediately following Dealer Practices Committee

Advertising Committee Meeting

Time: Immediately following Licensing Committee

Transaction Recovery Fund Committee Meeting

Time: Immediately following Advertising Committee

Full Board Meeting

Time: 10:00 a.m. or 5-15 minutes immediately following Transaction Recovery Fund Committee meeting.

Consignment Sales

If selling consignment vehicles is part of your business, please remember that you must execute a consignment contract with the consignor. Virginia Code Section [§46.1-1531](#) lists the minimum requirements that a consignment contract must include:

1. The complete name, address, and the telephone number of the owners.
 2. The name, address, and dealer certificate number of the selling dealer.
 3. A complete description of the vehicle on consignment, including the make, model year, vehicle identification number, and body style.
 4. The beginning and termination dates of the contract.
 5. The percentage of commission, the amount of the commission, or the net amount the owner is to receive, if the vehicle is sold.
 6. Any fees for which the owner is responsible.
 7. A disclosure of all unsatisfied liens on the vehicle and the location of the certificate of title to the vehicle.
 8. A requirement that the motor vehicle pass a safety inspection prior to sale. (If a motor vehicle on consignment from a Motor Vehicle Dealer Board certified nonprofit organization cannot pass a safety inspection, the dealer must give the buyer a written disclosure that the vehicle did not pass a safety inspection.)
- Also, please keep in mind the following when selling a consignment vehicle: You must inform any prospective customer that the vehicle is on consignment. Dealer license plates cannot be used to demonstrate a vehicle on consignment except on (i) motor vehicles with gross vehicle weight of 15,000 pounds or more, (ii) vehicles on consignment from another licensed motor vehicle dealer, and (iii) vehicles on consignment from a Motor Vehicle Dealer Board certified nonprofit organization.
- The owner's license plates may be used to demonstrate the vehicle if liability insurance coverage is in effect.

MVDB will be closed

◆ Monday, May 27, 2019



Foreign Dealer License

Motor Vehicle Dealers licensed in states other than Virginia ("Foreign Dealers") may sell motor vehicles **at wholesale auctions** in the Commonwealth of Virginia, after first obtaining a certificate of dealer registration from the MVDB. The certificate issued by the MVDB allows foreign dealers to sell at Virginia based wholesale auctions. Foreign dealers may not sell at retail under any circumstances and may not sell to Virginia dealers without a Foreign Dealers license. To obtain a Virginia Certificate of Dealer Registration as a foreign (non-Virginia) dealer to sell cars or trucks at wholesale auctions in the Commonwealth of Virginia, click [HERE](#) for application details.

Bird Dog Fees

Virginia law prohibits dealers and salespersons from compensating anyone in connection with the sale of a motor vehicle who is not either licensed as a motor vehicle dealer or a salesperson. Virginia Code Section §46.2-1537 states: “It shall be unlawful for any motor vehicle dealer or salesperson licensed under this chapter, directly or indirectly, to solicit the sale of a motor vehicle through a pecuniarily interested person, or to pay, or cause to be paid, any commission or compensation in any form whatsoever to any person in connection with the sale of a motor vehicle, unless the person is duly licensed as a salesperson employed by the dealer. It shall also be unlawful for any motor vehicle dealer to compensate, in any form whatsoever, any person acting in the capacity of a salesperson as defined in §46.2-1500 unless that person is licensed as required by this chapter (W-2).”

The term “bird dog” is used in a number of industries to mean an individual who refers prospective customers to an entity that sells a product. In the motor vehicle dealer industry, a bird dog is an individual who refers prospective customers to a particular dealership or salesperson for a fee (compensation). A prospective customer is a sales lead. So anyone who provides leads (prospective customers) to a dealer is playing the role of a “bird dog”. We all clearly recognize that paying a fee to a soldier to send his fellow soldiers to a dealership is paying a bird dog. We all recognize that giving a gift to a customer for referring their friends and neighbors to a dealership is in fact compensating a bird dog. How about when an internet company sends you a sales lead and you pay the internet company for the lead? Is this any different from the previous two scenarios? We don’t think so. One variation on paying a bird dog a fee is that the payment is contingent on a sale being made: The bird dog only gets paid for leads that result in a sale. This variation clearly violates the Virginia Law prohibiting compensating an individual who is not a licensed salesperson. The second variation of paying a bird dog is payment on a per lead basis regardless if the lead results in a sale. In this variation, any lead that does result in a sale is a violation of Virginia law as there is a direct tie between the bird dog providing a lead and the dealership compensating the bird dog.

Regarding online advertising, especially some of the newer mobile apps and website aggregators — the same pay “per/lead” rules will apply. The MVDB has always interpreted Virginia Code Section §46.2-1537 to prohibit unlicensed individuals from receiving payment for leads on a per lead basis since any lead that results in a sale is compensating an unlicensed individual in connection with the sale of a motor vehicle. In 2001, the Board concluded that “. . . licensed motor vehicle dealers may only compensate an unlicensed third-party vendor by a flat payment structure (e.g., per month, quarterly, semi-annually) rather than per sale, per referral, or any other transactional basis.”

Dealers who pay third party services (apps, websites) for leads must be careful to not run afoul of the law. The Board has consistently stated and provided guidance to dealers and third-parties that unlicensed entities can only be paid a flat fee for advertising and for providing leads. Dealers may not pay a third-party on a per sale or per lead basis including any variation where a “flat fee” is adjusted periodically for past performance by the dealer or the lead generator related to sales or leads. Dealers must carefully scrutinize contracts with third-party services as it is the dealer who is in jeopardy when compensating unlicensed individuals. If you are compensating any unlicensed individuals or companies on a per lead basis or for leads that result in a sale or any variation where a “flat fee” is adjusted periodically for past performance by the dealer or the lead generator, you should discontinue this practice.

Reminders...

ALL IDO’s of independent dealerships must recertify their IDO qualification every three years by either taking an online course, classroom course, or by passing an administered DMV test. Click [HERE](#) for more information and [HERE](#) to determine your recertification deadline. Please note that dealers with [Franchise](#) endorsements are exempt from recertification. If you are unclear on your recertification deadline, or any other recertification questions, please contact Ann Majors at the MVDB. She may be reached at 804-367-1100 x 3016#, or email at ann.majors@mvdb.virginia.gov.

February Sales Trends

Two trends emerged when experts from Cox Automotive, Edmunds and Kelley Blue Book took an initial look at auto data from February — rising new-vehicle costs and spiking interest rates.

Kelley Blue Book noticed the average transaction prices for new models climbed nearly \$1,000 year-over-year in February as interest rates on new-vehicle financing are expected to hit their highest level since 2009, according to Edmunds. KBB analysts reported the estimated average transaction price for a light vehicle in the United States was \$36,590 in February. New-vehicle prices increased \$993 or 2.8 percent from February of last year.

Edmunds indicated the annual percentage rate (APR) on new financed vehicles averaged 6.26 percent in February, compared to 5.19 percent last year and 4.56 percent five years ago. Edmunds experts attribute this in part to automakers reining in zero percent financing deals and overall low interest rate offers.

In February, Edmunds discovered zero percent finance offers constituted 3.22 percent of all financed deals compared to 8.28 percent last year and 6.95 percent five years ago, and only 18 percent of shoppers received an APR under 3 percent in February, compared to 29.91 percent last year, and 45.49 percent five years ago. Additionally, Edmunds its data showed the average transaction price of a new vehicle is expected to remain elevated, hitting \$36,331 in February.

Although credit conditions continue to tighten, Edmunds noted that shoppers who do finance new-vehicle purchases are refusing to budge on the vehicles that they want. The average amount financed for a new vehicle hit \$32,071 in February compared to \$31,313 in 2018 and \$24,477 five years ago, which Edmunds analysts note reflects sustained shopper preferences for pricier trucks and SUVs.

Reminders...

REAL ID is optional in Virginia; however, many Virginians will determine that they need to obtain one. Beginning October 1, 2020, the federal government will require residents to present a REAL ID-compliant credential or another approved form of identification, such as a passport or some military IDs, in order to board a domestic flight or to access secure federal facilities. That means, if you want to continue to use your Virginia driver's license to board a flight within the United States after the ID requirements change, you'll need to upgrade to a REAL ID-compliant credential. Contact your local DMV office for more information or visit DMV's website at [DMVNow.com](https://www.dmv.virginia.gov).

<u>NEW VEHICLE</u>	February 2019	February 2018	February 2014
Term	69.4	69.4	66.6
Monthly Payment	\$556	\$527	\$474
Amount Financed	\$32,071	\$31,313	\$24,477
APR	6.26	5.19	4.56
Down Payment	\$4,187	\$3,929	\$3,552

<u>USED VEHICLE</u>	February 2019	February 2018	February 2014
Term	67.4	67.1	64.6
Monthly Payment	\$409	\$390	\$364
Amount Financed	\$21,861	\$21,224	\$19,253
APR	8.95	8.35	8.47
Down Payment	\$2,638	\$2,533	\$2,370

IRS Form 8300

The Internal Revenue Service urges businesses required to file reports of large cash transactions to take advantage of the speed and convenience of filing these reports electronically.

Although businesses have the option of filing [Form 8300](#), Report of Cash Payments Over \$10,000, on paper, many have already found that e-filing is a faster, more convenient and cost-effective way to meet the reporting deadline. The form is due 15 days after a transaction and there's no charge for the e-file option.

Electronically filing Form 8300 is a secure way for businesses to send sensitive information to the IRS. Although many cash transactions are legitimate, information reported on this form can help stop those who evade taxes, profit from the drug trade and engage in terrorist financing and other criminal activities. The government can often trace money from these illegal activities through the payments reported on this and other cash reporting forms. Businesses that file Form 8300 electronically get free, automatic acknowledgment of receipt when they file. In addition, electronic filing is more accurate, reducing the need for follow-up correspondence with the IRS.

To file Form 8300 electronically, a business must set up an account with the Financial Crimes Enforcement Network's [BSA E-Filing System](#). For more information, interested businesses can call the BSA E-Filing Help Desk at [866-346-9478](tel:866-346-9478) or email them at BSAEFilingHelp@fincen.gov. The help desk is available Monday through Friday from 8 a.m. to 6 p.m. Eastern time.

For more information about the reporting requirement, see [FS-2019-1](#), available on IRS.gov. Among other things, the fact sheet includes reporting scenarios for specific businesses, such as automobile dealerships, taxi companies, landlords, colleges and universities, homebuilders and bail-bonding agents. It also lists other resources on IRS.gov related to reporting cash transactions of more than \$10,000.

Renting Dealer Licenses & Dealer Tags

The Motor Vehicle Dealer Board and the Department of Motor Vehicles are committed to putting a stop to dealers who lease and/or rent dealer license plates. Va. Code Section §§46.2-1550, and 46.2-1575 (12) authorizes the Board to suspend or revoke the license of any dealer who leases, rents, lends or otherwise allows the use of a dealer's license plate by persons not specifically authorized under the Virginia Motor Vehicle Dealer Licensing Laws. If you are allowing an "Independent Contractor" to use a dealer tag, you may be in violation of the Virginia Law as noted above. If an individual has a salesperson's license issued in the name of your dealership, you must pay them a salary (and/or commission) and you must file an IRS Form "W-2" for each of these employees. If you assign your Salesperson a dealer tag, your salesperson must work a minimum of 25 hours a week, and be issued a W-2. Independent contractors (Individuals who file IRS Form "1099") may not be issued a salespersons license and are not allowed to use a dealer tag, except for very limited purposes and only if issued a "Permission to Use Dealer Plates" form ([DSD-27](#)).

Dealers may not rent their dealer license certificate either. A salesperson may not purchase vehicles with their own funds and pay the dealer a fee or commission for each vehicle they sell. A good "rule of thumb" to determine if you may be in violation of Virginia Law is to look at who is paying whom. If a licensed salesperson or anyone else is using your dealer certificate number, or a dealer tag issued to your dealership; and that salesperson is paying you money – then you are probably in violation of Virginia Law. If this description fits you – please take immediate, corrective action. In short, salespersons and dealers must use dealership/dealer funds to purchase vehicles, and dealers must provide proof of dealership ownership of vehicles in their inventory that have been purchased under their dealer license certificate number. Failure to take corrective action could result in the suspension or revocation of your dealer license.

DMV News

PoD Paper Requests

The Department of Motor Vehicles (DMV) continues to review our processes to ensure efficiency, and savings are optimal. A recent evaluation was conducted to review historical PoD paper usage and ordering by dealers. Order requests are sent by email to Dealer Services, who ensures the requested amount is reasonable based on a dealership's retail sales, and prior orders. Currently a dealer may order the maximum amount of PoD paper on a per request basis, rather than a yearly basis. Going forward we will allot a maximum amount that can be ordered by each dealer annually based on retail sales. For those auto groups or dealerships who order for multiple locations at one time must specify each dealership, and the amount requested for each dealership. This structure for ordering will minimize DMV costs and waste, and still provide adequate supply for dealers to use for vehicle purchases and tent sales. PoD paper requests may be denied if:

- The request exceeds the allowable amount based on the retail sales,
- The request exceeds the remaining amount of PoD paper allowed,
- The dealer does not have the appropriate printer, or
- The dealer is not enrolled in the PoD program.

Online Dealer participants with service providers who maintain and issue license plate inventory on their behalf, may order PoD paper sufficient enough for each transaction. Online Dealer participants that maintain license plate inventory will be required to follow our new process. Non-participating independent dealers who do not maintain license plate inventory may order in a manner consistent with their retail sales. DMV will continue to evaluate PoD paper requests and usage, to effectively manage agency resources.

Become an Online Dealer

Do you want to save time and money? The Online Dealer program allows dealers to avoid the inconvenience of waiting in line and spending time in DMV customer service centers. Processing online, makes this simplistic - all taxes and fees are transferred electronically, eliminating the need to write checks. Customers can also obtain license plates, decals and registration cards at the dealership instead of having to visit a DMV customer service center. The Program has been enhanced to allow additional title and registration transactions. The following title and registration transactions can be processed through the Program: title only (customer), title and registration, title and transfer registration, title and transfer with registration renewal, courtesy vehicles, rental, leased, dealer title only (DTO) and many more.

It is highly recommended that online dealers process any transactions that can be processed through the Online Dealer program. Processing through the online dealer program will help to avoid any extended wait times, and help to avoid the legislative \$15 manual transaction fee.

For a complete listing of transactions that can be processed through the Online Dealer program visit www.dmv.virginia.gov/commercial/dealer/dealerezguide/ and click the box titled FAQ. For additional information on the Online Dealer program visit www.dmv.virginia.gov/commercial/#odealer/index.asp. Sign up today with a vendor and save time.

Reminders...

The vast majority of smaller businesses rely on information technology to run their businesses and to store, process, and transmit information. Protecting this information from unauthorized disclosure, modification, use, or deletion is essential for those companies and their customers. With limited resources and budgets, these companies need cybersecurity guidance, solutions, and training that is practical, actionable, and enables them to cost-effectively address and manage their cybersecurity risks. This NIST Small Business Cybersecurity Corner puts these key resources in one place. <https://www.nist.gov/itl/smallbusinesscyber>.

Board Actions

Dealer Practices

Informal fact-finding conferences:

Austin's Auto Service, LLC and Kyle A. Brandenburg – On December 5, 2018, an informal fact-finding conference was conducted to address the alleged violations of established place of business, failure to maintain dealer records, unlicensed salesperson, and failure to comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$2,750.00, a satisfactory inspection, and completion of the 2-day Dealer-Operator course. Mr. Brandenburg may appeal to a Formal Hearing.

Auto Imports and Marazanna Krauze – On December 11, 2018, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain posted business hours, and failure to comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$1,500.00, a satisfactory inspection, and completion of the 2-day Dealer-Operator course. Ms. Krauze may appeal to a Formal Hearing.

Skyview Auto Sales and Joseph O. Owens, III – On January 15, 2019, an informal fact-finding conference was conducted to address the alleged violations of proof of safety inspection prior to retail sale, failure to maintain dealer plate records, and having been convicted of a criminal act involving the sale of motor vehicles. Based on the information provided at the conference, the Board assessed a \$1,000.00 civil penalty. Mr. Owens, III may appeal to a Formal Hearing.

Virginia Finance Group, LLC and Nicole M. Parker – On January 10, 2019, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain liability insurance on each D-tag. Based on the information provided at the conference, the Board assessed a civil penalty of \$500.00, a suspension of the dealership until September 30, 2019, and a satisfactory inspection before re-opening. Ms. Parker may appeal to a Formal Hearing.

For-Hire Auto Sales, LLC and Jonathan Trainum – On January 16, 2019, an informal fact-finding conference was conducted to address the alleged violations of failing to maintain posted business hours. Based on the information provided at the conference, the Board assessed a civil penalty of \$750.00 and a satisfactory inspection. Furthermore, the Board mandated that if Mr. Trainum surrenders all license items and closes the dealership before March 15, 2019, the Board would waive the civil penalty. Mr. Trainum subsequently closed his dealership and surrendered all license items before the March 15 requirement. Mr. Trainum may appeal to a Formal Hearing.

Waynes Used Cars and Ricky D. Carter – On January 28, 2019, an informal fact-finding conference was conducted to address the alleged violations of failure to provide proof of safety inspection prior to retail sale, and sold a vehicle at retail without title. Based on the information provided at the conference, the Board requires a satisfactory inspection within 90 days. Mr. Carter may appeal to a Formal Hearing.

Trucks & Equipment 1 and Gracie J. White – On January 22, 2019, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records, and failure to maintain liability insurance on each D-tag. Based on the information provided at the conference, the Board assessed a civil penalty of \$1,250.00 and a satisfactory inspection, and Mr. Andrew J. White Jr. complete the 2-day Dealer-Operator course. Ms. White may appeal to a Formal Hearing.

Star Auto, Inc. and Ahmed M. Hossain – On February 11, 2019, an informal fact-finding conference was conducted to address the alleged violations of failure to have records available for inspection, maintain dealer records, failure to maintain posted business hours, material misstatement, and failure to comply to previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$5,000.00 and revocation of all licenses and certificates. Mr. Hossain may appeal to a Formal Hearing.

Board Actions

Hampton Auto and Truck and Tremayne Jernigan – On January 15, 2019, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records, posted business hours, unlicensed salespersons, material misstatement, and failure to comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$2,000.00, a satisfactory inspection and completion of the 2-day Dealer-Operator course. Mr. Jernigan may appeal to a Formal Hearing.

Administrative Actions:

Spectrum Auto Sales, Inc. and Dean Gajarmsigh. Paid a \$750 civil penalty for failure to maintain posted business hours.

Prosperity auto Sales and Faisal Chaudhry. Paid a \$750 civil penalty for failure to maintain posted business hours.

Goldstar South and Thomas K. Maad. Failed to pay a \$750 civil penalty for failure to maintain posted business hours. The dealership was suspended and the civil penalty was moved to Debt Set-Off.

Deals on Wheels, LLC and William H. Layton III. Paid a \$1,250 civil penalty for failure to maintain dealer records, and failure to provide liability insurance on each D-tag.

Go Race Inc. and Travis Jones. Paid a \$250 civil penalty for failure to provide proof of safety inspection prior to retail sale, and dealer records.

Ky-Mor Auto and Wally Kennedy II. Paid a \$1,500 civil penalty for failure to provide proof of safety inspection prior to retail sale, dealer records, unlicensed salespersons, and salespersons on a W-2.

Sahara Motors LLC and Cahit Caglayan. Paid a \$250 civil penalty for failure to provide proof of safety inspection prior to retail sale.

Capitol Motors, LLC and Luis Munayco. Paid a \$250 civil penalty for failure to maintain dealer records.

Exquizit Auto Sales and Eric L. Johnson. Paid a \$750 civil penalty for failure to maintain posted business hours.

Joecad Automotive, LLC and Kofi Domfeh and Rita Domfeh. Paid a \$750 civil penalty for failure to maintain posted business hours.

National Motor Dealer, Inc. and Lida Barekzi. Paid a \$750 civil penalty for failure to maintain posted business hours.

Car Men and Behrouz Saghafi. Paid a \$750 civil penalty for failure to maintain posted business hours.

DMV Automotive LLC and Youssef El Ouadifi. Paid a \$750 civil penalty for failure to maintain posted business hours.

Kidd Trucking Company and John W. Kidd. Paid a \$750 civil penalty for failure to maintain posted business hours.

Classic Leasing LLC and Larry A. Makowski. Paid a \$750 civil penalty for failure to maintain posted business hours.

Auto Alvand Imports, LLC and Hossein Maghsoudi. Paid a \$500 civil penalty for failure to maintain dealer records, record use of D-tags, and failure to provide W-2 payroll records for salespersons.

Board Actions

Greg's Auto Sales and Gregory Hylton. Paid a \$250 civil penalty for selling vehicles from an unlicensed location.

Crown Motors and David Gripshover. Paid \$1,000 civil penalty for failure to maintain dealer records, proof of safety inspection prior to retail sale, and failure to maintain liability insurance on each D-tag.

Pete's Custom Auto Service and Donald lee Medlin. Paid a \$250 civil penalty for failure to maintain dealer records, and failure to provide proof of safety inspection prior to retail sale.

Commerce Street Motors and James Gross. Paid a \$750 civil penalty for failure to maintain posted business hours.

Licensing

Informal fact-finding conferences:

Jerry R. Robinson, Salesperson – On February 14, 2019, an informal fact-finding conference was conducted to address the alleged violations of having been convicted of a felony. Based on the information provided at the conference, the Board took no action against Mr. Robinson.

Advertising

Informal fact-finding conferences:

Sureshot Auto Sales, LLC and Bryan Hargis – On February 4, 2019, an informal fact-finding conference was conducted to address the alleged violations of advertising on Craigslist under the category "owner" instead of the "dealer" category, and the ad failed to disclose the processing fee and dealer name or vadr. The ad had a contact number that did not belong to the dealership, which is considered misleading. Based on the information provided at the conference, the Board assessed a civil penalty of \$1,000 and a satisfactory inspection. Mr. Hargis may appeal to a Formal Hearing.

Administrative Actions:

Pohanka Auto Center Inc. and Frank Pohanka, 3rd. Paid a \$250 civil penalty for advertising vehicles on Craigslist under the category "owner" when the advertisements should be placed under the category "dealer". By placing vehicles under the "owner" category it is considered to be misleading. Also, advertisements placed on Craigslist failed to disclose the name of the dealership or VADLR indicating a Virginia dealer, the ad did not disclose the processing fee, and the telephone number is not the number of the dealership.

Pinkerton Chevrolet Lynchburg, Inc. and Jeffrey L. Wilson. Paid a \$500 civil penalty for misleading advertising. Their website gives the impression they sell new GMC at the Salem location, when they only have the GMC franchise agreement in Lynchburg.

For prior issues of Dealer Talk click [HERE](#)

IMPORTANT NOTICE TO PROSPECTIVE DEALERS

The path to a Dealer-Operator license begins with a required two-day course of study each month at various community colleges in Virginia with the curriculum and instruction provided by [VIADA](http://viada.org). The course takes the attendee from establishing the dealership under local zoning and Dealer Board requirements, through the sales process with its multitude of forms, laws and regulations, into a sampling of opening and operating expenses, and ending with a discussion on ethics. The course is also open to all existing dealers and their employees.

THE FOLLOWING COURSES ARE REGISTERED THROUGH VIADA,

CALL 1-800-394-1960 to register or visit viada.org

April 23-24	Comfort Suites Manassas Battlefield Park (7350 Williamson Blvd, Manassas, VA 20109)
May 7-8	Lord Fairfax Community College, Warrenton (6480 College St, Warrenton, VA 20817)
May 21-22	Comfort Inn Monticello, Charlottesville (2097 Inn Drive, Charlottesville, VA 22911)
June 4-5	Germanna Community College, Fredericksburg (10000 Germanna Point Dr, Fredericksburg, VA 22408)
June 25-26	Danville Community College, Danville (121 Slayton Ave, Danville, VA 24541)
July 9-10	Comfort Suites Manassas Battlefield Park, Manassas (7350 Williamson Blvd, Manassas, VA 20109)
July 23-24	New River Community College, Christiansburg (782 New River Road NW, Christiansburg, VA 24073)
August 6-7	Thomas Nelson Community College, Hampton (600 Butler Farm Rd, Hampton, VA 23666)
August 20-21	Comfort Inn Monticello, Charlottesville (2097 Inn Drive, Charlottesville, VA 22911)
September 17-18	Reynolds Community College, Henrico (1651 E. Parham Rd, Henrico, VA 23228)
October 8-9	Lord Fairfax Community College – Fauquier Campus, Warrenton (6480 College St, Warrenton, VA 20187)
October 22-23	New River Community College – Christiansburg (782 New River Rd, Christiansburg, VA 24073)
November 5-6	Comfort Suites Manassas Battlefield Park, Manassas (7350 Williamson Blvd, Manassas, VA 20109)
November 19-20	Germanna Community College, Fredericksburg (10000 Germanna Point Dr, Fredericksburg, VA 22408)
December 10-11	Reynolds Community College, Henrico (1651 E. Parham Rd, Henrico, VA 23228)

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MVDB

2201 W. Broad Street Suite 104

Richmond, VA 23220

Phone: 804-367-1100

Fax: 804-367-1053

E-mail: dboard@mvdb.virginia.gov

Editor: Ann Majors

Visit us on the Web!

www.mvdb.virginia.gov

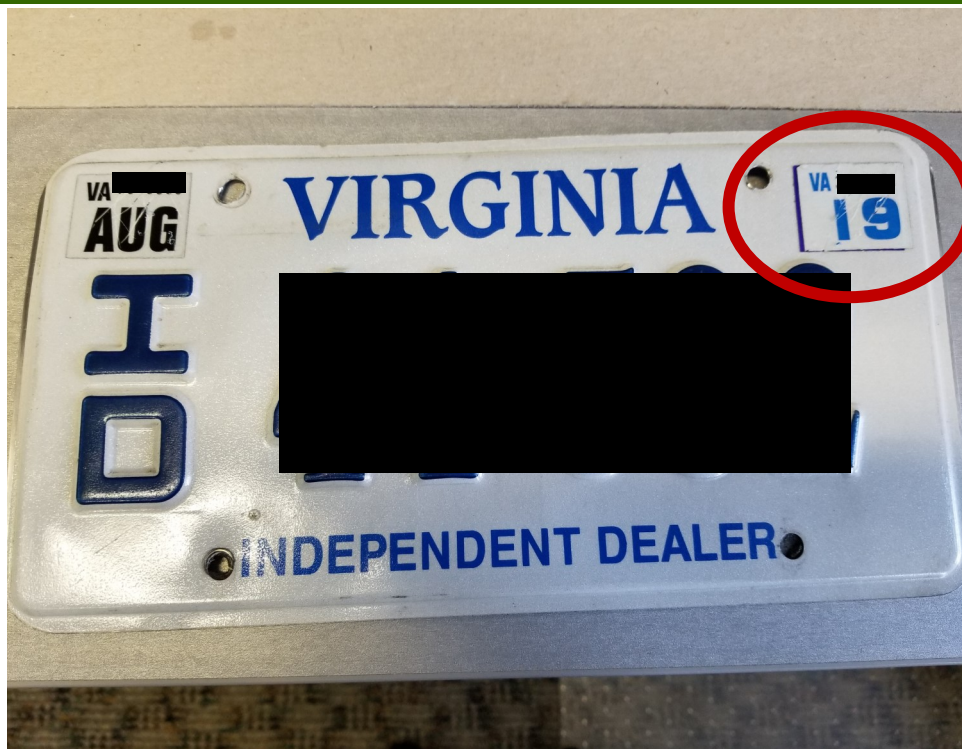
DISCLAIMER: We make every effort to ensure information in Dealer Talk is accurate, but it is not a substitute for legal advice.



MVDB Mission Statement

The Motor Vehicle Dealer Board will administer sections of the Commonwealth's Motor Vehicle Dealer Laws and regulations as charged; promote the best interest of both the automotive consumer and dealer community; while providing a high level of customer service.

What's Wrong With This Picture?



This is a picture of an illegal D-tag. The circled year decal is not a valid dealer decal for a dealer plate.

ALL dealer plates must display a "PURPLE" year decal.



If any of your dealer plates or decals are lost, stolen, destroyed or mutilated you may receive replacement plate(s) or decals for a fee. To apply for reissue of a plate or decal, you should submit to MVDB:

- [MVDB 9](#), "DEALER PLATE APPLICATION".
- The appropriate fee(s).