

April 2020

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MOTOR VEHICLE DEALER BOARD



COVID-19

The Motor Vehicle Dealer Board (MVDB) Customer Service Counter is closed to walk-in customers until at least April 23, 2020, in response to the continued spread of COVID-19. **The MVDB is still operating and processing dealer transactions**, so please continue to mail your renewals and transactions to the MVDB. In addition, salespersons and dealer-operator examinations are unavailable as DMV customer service centers are currently closed until at least April 23. Watch your email for updates on any updates to the above. The MVDB wants to remind dealers to adhere to Governor Northam's Executive Order number 53; which instructs dealerships to maintain social distancing for their employees, and to make sure your dealership limits the number of customers to no more than 10 at the dealership at the same time. If you need to temporarily close, normal MVDB notification procedures remain. Send a **detailed** email to dboard@mvdv.virginia.gov and post the MVDB 40 at your front entrance. If you are adjusting your business hours, please inform the board by completing an MVDB 10 with your new hours.

The following are some other state government links to resources and information to keep current on the Covid-19 virus impacts to your business:

Governor Northam issues statements on his webpage and his Facebook page almost daily. To link to his webpage, lick HERE. To link to Governor Northam's Facebook page, click HERE. Click HERE for the Virginia Department of Health that has plenty of resources for you and offers daily metrics of Covid-19 in Virginia.

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Virginia Small Business Assistance

The U.S. Small Business Administration (SBA) offers low-interest federal disaster working capital loans to Virginia small businesses suffering substantial economic injury as a result of the Coronavirus (COVID-19). SBA acted under authority, as provided by the Coronavirus Preparedness and Response Supplemental Appropriations Act recently signed by the President, following a request received from Gov. Ralph Northam. The disaster declaration makes SBA Economic Injury Disaster Loans (EIDL) assistance available in the entire Commonwealth.

"SBA is strongly committed to providing the most effective and customer-focused response possible to assist small businesses with federal disaster loans. We will be swift in our efforts to help these small businesses recover from the financial impacts of COVID-19," said Administrator Carranza. "SBA Customer Service Representatives will be available to answer questions about SBA's Economic Injury Disaster Loan program and explain the application process."

Eligibility is based on the financial impact of the COVID-19. The



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Upcoming EVENTS

BOARD MEETINGS

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

Monday, May 11, 2020**

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.

**Subject to change.

MVDB will be closed

◆ Memorial Day, Monday May 25, 2020



Virginia Small Business Assistance

interest rate is 3.75% for small businesses, and 2.75% for private non-profit organizations. SBA offers loans with long-term repayments in order to keep payments affordable, up to a maximum of 30 years and are available to entities without the financial ability to offset the adverse impact without hardship.

“Disaster loans can provide vital economic assistance to small businesses to help overcome the temporary loss of revenue they are experiencing,” said SBA Mid-Atlantic Regional Administrator Steve Bulger, who oversees SBA programs and services in Virginia, West Virginia, Pennsylvania, Delaware, Maryland and Washington, D.C. “Small businesses, private nonprofit organizations of any size, small agricultural cooperatives and aquaculture enterprises financially impacted as a direct result of COVID-19 since Jan. 31, 2020, may qualify for (EIDL) of up to \$2M to help meet financial obligations which could have been met had the disaster not occurred. These loans may be used to pay fixed debts, payroll, accounts payable and other bills that can’t be paid because of the disaster’s impact.”

Applicants may apply online, receive additional disaster assistance information and download applications at <https://disasterloan.sba.gov/ela>. Applicants may also call SBA’s Customer Service Center at (800) 659-2955 or email disastercustomerservice@sba.gov for more information on SBA disaster assistance. Individuals who are deaf or hard-of-hearing may call (800) 877-8339. Completed applications should be mailed to U.S. Small Business Administration, Processing & Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

The deadline to apply for an EIDL is Dec. 21, 2020. For more information about COVID-19, please visit: [Coronavirus.gov](https://coronavirus.gov). For information about SBA resources and services, visit: SBA.gov/coronavirus. **RA Bulger is available for interviews via phone or Zoom®.**

Virginia District Office

400 North 8th Street, Suite 1150

Richmond, VA ([link is external](#))

Phone: 804-771-2400

Fax: 804-771-2764

Hours of Operation: 8:00 a.m. to 4:30 p.m., Mon.-Fri. E-mail: richmond.va@sba.gov

NOVA is handled by the Washington, D.C. office at 202-205-8800.

District Director:

Carl B. Knoblock

Office Directory

MVDB Recognition



Joe Tate (center) resigned from the Motor Vehicle Dealer Board after the March Board meeting. Joe began on the Board in August of 2008 as a replacement Board Member, and was subsequently re-appointed to two additional terms by the Governor. Joe represented the independent dealer community, and during his last appointment he was the Co-Chairman of the Full Board, and Chairman of the Licensing Committee. Joe Tate served 11 years and 8 months. To quote Joe, “it’s time for some others to have their turn...”



Peggy Bailey, the Program Manager at the MVDB awarded Executive Director, William Childress his 25 Year Service Certificate. William began his career with the Commonwealth of Virginia in November, 1993. He started with the Virginia Department of Transportation, and moved to the DMV in 2001. In 2016, he became the Executive Director of the MVDB. Congratulations to William!

FTC Coronavirus Scams

We’ve warned consumers about [Coronavirus-related scams](#), but businesses are at risk, too. Keep your guard up against these seven B2B scams that try to exploit companies’ concerns about COVID-19. In addition to sharing this information with your employees and social networks, read on for how you can report Coronavirus scams to the FTC.

Public Health Scams

Fraudsters are sending messages that claim to be from the Centers for Disease Control and Prevention (CDC), World Health Organization (WHO), or other public health offices. They may ask for Social Security numbers, tax IDs, etc. Other variations direct you to click on a link or download a document. Remind your staff not to respond to messages like this – and definitely don’t download anything or click on links in unsolicited email. It’s the latest form of phishing aimed at stealing confidential data or installing malware on your network.

Government Check Scams

You’ve seen news stories about whether financial help for businesses might be available in the future. But remember that criminals read those headlines, too, and use them to make their phony pitches sound more credible. If someone calls or emails you out of the blue claiming there’s money available from a government agency if you just make an up-front payment or provide some personal information, it’s a phony. Our [Checks from the government](#) blog post offers tips on spotting those scams.

Business Email Scams

We’ve warned companies about frauds perpetrated via business email. For example, in a [CEO scam](#), an employee gets a message that appears to come from a company higher-up directing the person to wire money, transfer funds, send gift card codes, etc. In reality, a con artist has spoofed the boss’ email address or phone number. Why are we renewing the call for vigilance? The economic upheaval caused by the Coronavirus has led to a flurry of unusual financial transactions – expedited orders, cancelled deals, refunds, etc. That’s why an emergency request that would

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FTC Coronavirus Scams

have raised eyebrows in the past might not set off the same alarms now. Compounding the problem is that teleworking employees can't walk down the hall to investigate a questionable directive. Warn your staff about these scams and give them a central in-house contact where they can verify requests they may receive.

IT Scams

It works like a CEO scam, but this time the call or message claims to come from a member of your technology staff asking for a password or directing the recipient to download software. These scams pose a particular problem now due to what cybercrime experts call social engineering: the dark art of manipulating human behavior to facilitate fraud. Your employees already may be distracted by changes to their routine and your tech support team is swamped. Taking advantage of this temporary "upside down-ness," con artists may do a quick online search to glean a tidbit to really sell their story – for example, "I spoke with Fred, who said you were having a computer problem" or "The meeting has been shifted to our new teleconferencing platform. Here's the link." Your best defense is a workforce warned against this form of fraud. Again, an in-house source for accurate information can help protect your company.

Supply Scams

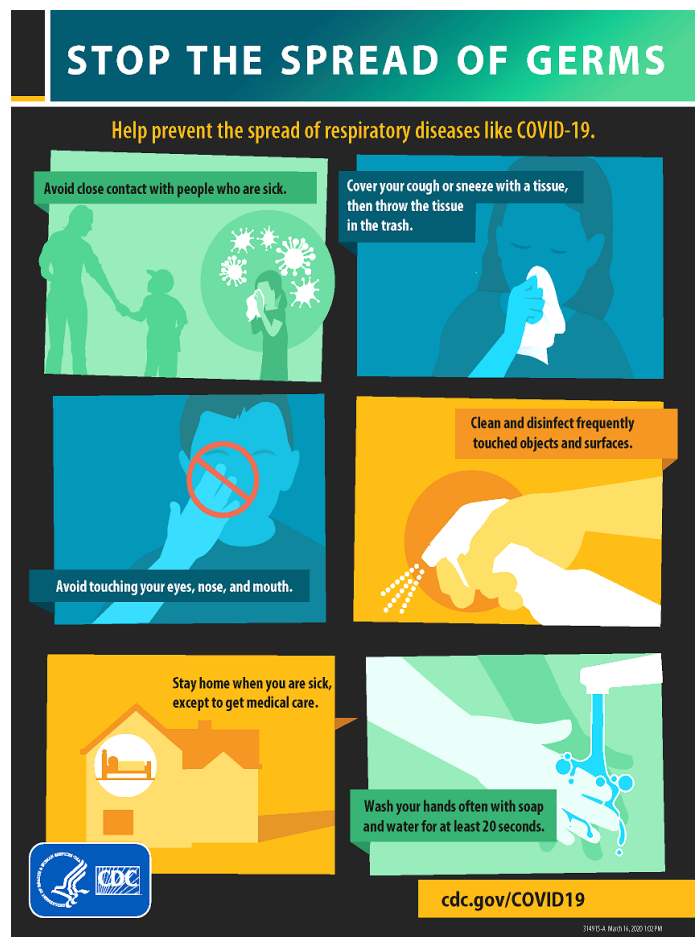
With many businesses scrambling for supplies, it's wise to heed warnings about websites that mimic the look of well-known online retailers. They claim to have the essentials you need, but in reality, they're fakes that take your "order," grab your credit card number, and run. The safer strategy is to type in URLs you know to be genuine. And before taking a chance on an unfamiliar supplier, check them out with trusted industry colleagues.

Robocall Scams

While working from home, your employees are hearing a new crop of annoying – and illegal – robocalls. It's no surprise that fraudsters who already flout the law would try to exploit people's COVID concerns to make a buck. Some of these tele-phonies pitch bogus test kits and sanitation supplies. Others have businesses in their sights. Curious what these calls sound like? [This recording](#) targets "small business who may be affected by the Coronavirus," warning them to "ensure your Google listing is correctly displaying. Otherwise customers may not find you online during this time." We've seen scams like this before and the call definitely isn't from Google. Remind your staff that the only right response to an illegal robocall trying to sell something is to hang up.

Data Scams

The rest of us may be adjusting to new ways of working, but it's business as usual for hackers. With more people telecommuting, hackers are hoping companies will drop their online defenses, making it easier to infiltrate data-rich networks. We have tips to help your staff [maintain security when working from home](#). Also, the National Institute of Standards and Technology (NIST) has resources on making a safer transition to a remote workplace. A good place to start: NIST's updated [Telework Cybersecurity](#) page. Check out NIST's infographic, [Telework Security Overview & Tip Guide](#). Read their recent bulletin on [Security for Enterprise Telework, Remote Access, and Bring Your Own Device \(BYOD\) Solutions](#). And review their advice on [Navigating the Conference Call Security Highway](#). If you spot a bogus pitch, [report it to the FTC](#). There's a [special link](#) where you can report possible COVID-19 frauds.



FTC Synthetic ID

Identity theft is rampant resulting in millions of dollars of damage each year in the United States. Over the last few years, the face of identity theft has changed. Several years ago, the prevalent type of identity theft was “true name” identity theft. This is when a real person’s identifying information is used without modification.

Harder to detect include non-credit theft such as, medical identity theft, criminal identity theft and the fastest growing and hardest to detect synthetic identity theft. Synthetic identity theft is the fastest growing type of ID fraud and its occurrences have surpassed “true-name” identity fraud, and it currently accounts for 80 -85 percent of all identity fraud. This is when thieves combine real and fake information to create a brand new and different identity. For example; they use your Social Security number and combine it with a different name, address and phone number. They can then open new accounts, acquire credit cards, cell phones and other goods and services not in your name but because of your social security number. A problem is that synthetic ID theft creates a fragmented or sub-file to your main credit file. A fragmented file refers to additional credit report information tied to your Social Security number, but someone else's name and address. Negative information entered in the fragmented file that is then linked to you, but doesn't actually belong to you. If you have good credit but there is derogatory information in the fragmented file, it could negatively impact your ability to get credit. Since this type of ID theft does not effect your main credit file; it often doesn't hit your credit report nor will a fraud alert or credit freeze help. This means it takes longer to find out you've been victimized, making it harder for you to clear your name. When they run up 1000s of dollars of debt and disappear, the creditors will eventually back track to you. What we know about criminals that use ID theft as a way of life is that they will go through certain steps to create a false identity. With just your social security number, they can create a brand new identity, an identity that will not be stopped by a fraud alert but will show up in national databases. It is these national databases that hold the key for early detection for possible identity theft. Scanning national databases such as; credit bureau, criminal records, DMV data, public records, large data aggregators, large credit companies, non-credit loan companies, several large insurance companies that also makes available limited access to medical information for your social security number in conjunction with your other personal identifying information, such as your name, address or date of birth can reveal misuse of your social security number which is signal for possible ID theft.

The point to remember is that with Synthetic ID theft is that since it is not your name, address, phone number or credit file....credit monitoring, fraud alerts or credit freezes will not inform you or stop synthetic ID theft.

Reminders...

Some dealers have failed to provide proof of state safety inspection for their retail sales as required by Va. Code. Recent MVDB field inspections revealed that many dealers mistakenly believed they could access the safety inspection information online from the Va. State Police, only to find that the inspection record was not available. Safety inspection records from the State Police can only be accessed for a limited amount of time. To ensure the dealer retains documentation of the safety inspection, the Board recommends dealers make a photocopy of the inspection certificate and maintain a copy with their dealer records. Creating a photocopy or scanned document of the safety inspection certificate ensures the dealer will always be able to provide proof of safety inspection prior to retail sale, as is required by Va. Code [§46.2-1529](#). Va. Code [§46.2-1539](#) states in part that a dealer shall safety inspect a vehicle between the time the vehicle comes into the possession of the dealer and the time the vehicle is sold at retail.

Virginia Dealers Recognized

Ford launched its Salute to Dealers awards in 2001, and this year, Edsel B. Ford II and four other judges selected six winners from nearly 65 nominees globally. Those nominees represented the United States, Canada, Brazil, Europe, Asia Pacific, Mexico and Central America. Ford Motor Company Fund and Community Services is also donating \$10,000 to a charity of each dealer's choice. One of those honorees is **Jim Koons**, and he and his wife Cece donated \$2 million to Talbot Hospice. The Eleanor A. Koons Hospice House was designated in his mother's honor. In addition, Koons' contributions to Northwood University helped fund the construction of new on-campus housing. Jim Koons has long performed philanthropic work for Catholic Charities. Each year, Koons of Koons Ford in Falls Church, Va. provides gift cards to homeless people who attend a Thanksgiving and Christmas program for the displaced. He also makes financial contributions to a local Catholic high school, where he and his family attended.

Cox Automotive presented its annual Barbara Cox Woman of the Year Award to **Liza Myers Borches**, president and CEO of Carter Myers Automotive, a fourth-generation family- and employee-owned business. The award was presented by Cox Automotive President Sandy Schwartz during the Northwood University Dealer Education Award annual breakfast on Sunday, February 16, at NADA Show 2020. Borches oversees dealership operations and is dealer principal for Carter Myers Automotive, including 15 dealerships with 17 new car franchises in Virginia. Borches has received numerous awards including Ford's 2009 Salute to Dealers Award, *Charlottesville Woman's 4 Under 40 Award*, the 2011 Athena Leadership Award, and *Automotive News'* 2013 "Top 40 Industry Leaders Under 40." Under her leadership, Carter Myers Automotive was awarded the 2013 Hovey S. Dabney Award for Corporate Citizenship from the Charlottesville Regional Chamber of Commerce. Borches is the first fourth-generation dealer to be on the board of the Virginia Automobile Dealers Association. In 2015, Governor Terry McAuliffe appointed Borches to the Virginia Motor Vehicle Dealer Board. Borches gives freely of her time and is actively involved in many charitable and civic activities. As a co-founder of Women United, a collective giving organization, she has helped raise over half a million dollars for non-profits serving women and children in the Charlottesville area. She is on the Board of Directors for United Way – Thomas Jefferson Area, the Charlottesville Regional Chamber of Commerce and The Boys and Girls Clubs of Central Virginia. Borches has also served on the University of Virginia Children's Hospital Committee, a group that works to raise funds and act as ambassadors for hospital programs. Borches and Carter Myers Automotive have 14 Ambassadorships in the NADA Charitable Foundation.

Next, there is **Dennis Ellmer**, President and CEO of Priority Automotive in Chesapeake, recipient of the Automobile Dealer Education Award from Northwood University. They recognized his commitment to the automotive industry, desire to enhance economic development in the region, and, through the dealership's inmate-training program, efforts to reduce recidivism. Ellmer has used his success in business to help create a better community and world. Born on the eastern shore of Virginia, the son of a United States Marine Corps Sergeant Major, Dennis believes in giving back to the surrounding community. One of Dennis's most notable contributions to the community was the creation of the Priority Inmate Training Program, an early pioneer in jail inmate training programs in the country. The goal of the program is to fill the need for trained auto technicians, reduce repeat offenses and give those incarcerated a fresh start in a growing career upon their release from jail. Trainees who complete the program are offered a job at Priority Toyota. The plan was a team effort with the Norfolk Sheriff Department, Tidewater Community College and Governor Northam of Virginia. An investment by Priority Automotive of more than \$1 million established the program, which is now thriving in the Chesapeake region. It has also earned national recognition from Toyota and is the template for other similar inmate training programs throughout the country. Dennis has received numerous professional honors throughout the years, including being named the 2016 Virginia Time Magazine Dealer of the Year and 2019 Best in Town from Toyota.

Finally, congratulations to **William Farrell**, dealer principal at Berglund Automotive in Roanoke, for his recognition as the 2020 TIME Dealer of the Year for Virginia. The honorees from each state were recognized at the NADA Show. [See William's profile here](#) to see our past remarks on this tremendous achievement.

DMV News

PoD Order Request:

As a reminder, PoD paper requests submitted to Dealer Services via email are fulfilled based on a dealership's retail sales; and prior orders. As a continuous effort for DMV to manage its resources, DMV will allot a maximum amount that can be ordered by each dealer annually based on retail sales. Auto groups or dealerships that order for multiple locations at one time (per order) 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.

Auto Auction Reminders:

As of January 2020, DMV authorized select auto auctions to process title work on behalf of DMV. There are several reminders for dealers that DMV would like to reiterate such as returned prepaid postage, payments and a resource for when a dealer is unsure how to complete title forms.

All work that is processed by an authorized auto auction must include prepaid envelopes and/or labels unless, a dealer is requesting to pick up title work in person. If a prepaid envelope and/or label is not included in the title work package, the title work will not be mailed back to the dealer. This includes title work which has been processed or incomplete work. As a courtesy, the auto auction will contact the dealer if the prepaid envelope and/or label is missing.

Payments accepted include check or money order made out to the Virginia DMV or credit card (over the phone or in person only). When submitting a payment by check, dealers need to ensure the check is included with the title work package. If the check amount is incorrect, the dealer will be contacted with the corrected amount and the payment must be made within 7 days. If a dealer chooses to pay by credit card, please include a valid contact name, phone number, and a letter indicating payment will be made by credit card.

To prevent received title applications from being rejected, it is imperative that dealers complete all forms and documents prior to mailing title work to the authorized auto auctions. Submitting incomplete documents will prevent title applications from being processed timely. Additional information on completing titles and related forms can be found at <https://www.dmv.virginia.gov/commercial/dealer/dealerezguide/>.

DMV Branch Office Closures

Effective March 18, 2020, all 75 DMV customer service centers are closed and all DMV 2 Go and DMV Connect services postponed until at least April 23, 2020 in response to the continued spread of novel coronavirus, or COVID-19. Please visit [DMVnow.com](https://www.dmv.virginia.gov) for more information.

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@mvdv.virginia.gov

Board Actions

Dealer Practices

Informal fact-finding conferences:

Affordable Automotive Sales and Christopher Thayer/Stevie Showns - On December 30, 2019, 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 mandated a satisfactory inspection. Christopher Thayer and Stevie Showns may appeal to a Formal Hearing.

Carzlot, Inc. and Blondi B. Bermema – On January 6, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain posted business hours. Based on the information provided at the conference, the Board assessed a civil penalty of \$750. Blondi B. Bermema may appeal to a Formal Hearing.

Integrity Autohaus and Nina S. Johnson – On January 15, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records, and failure to provide proof of safety inspection prior to retail sale. Based on the information provided at the conference, the Board assessed a civil penalty of \$2,500. Nina S. Johnson may appeal to a Formal Hearing.

Benchmark Motors, LLC and Akhter Ahmed – On January 7, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records, proof of safety inspection prior to retail sale, misuse of transport tags, and misuse of PoD tags. Based on the information provided at the conference, the Board assessed a civil penalty of \$8,250, complete quarterly satisfactory inspections, and Mr. Ahmed must successfully complete the 2-day dealer-operator course. Akhter Ahmed may appeal to a Formal Hearing.

Vision Auto, LLC and Joseph H. Cousins, Jr. – On February 13, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain posted business hours, and comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$1,000, a satisfactory inspection, and successfully complete the 2-day Dealer-Operator course. Joseph H. Cousins, Jr. may appeal to a Formal Hearing.

Speedhunters Automotive Group, Inc. and Antonio Jimenez – On February 13, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records, odometer disclosure, safety inspection prior to retail sale, misuse of PoD tags, and failure to comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$4,250, suspension of dealer-operator qualification for 3 months, a satisfactory inspection within 3 months, and successful completion of the 2-day Dealer-Operator Course. Antonio Jimenez may appeal to a Formal Hearing.

Formal Hearings:

All In One Brokers & Finance, LLC and John T. Henderson – Historical Overview leading up to the formal hearing: On October 6, 2019, an informal fact-finding conference was conducted to address the alleged violations of salespersons not acting as independent contractors, failure to maintain dealer records, liability insurance on each dealer tag, acts of officers, and failure to comply with previous warnings. Based on the information provided at the conference, the November 4, 2019 Full Board adopted a resolution to assess a civil penalty of \$8,000 and to have a satisfactory inspection on or before December 4, 2019. On December 2, 2019, Mr. Henderson appealed for a formal hearing. On January 21, 2020, a formal hearing was conducted to address the above-alleged violations. Based on the information provided at the formal hearing, the Board assessed a civil penalty of \$2,500 and a satisfactory inspection within 90 days. John T. Henderson may appeal to Circuit Court.

Board Actions

Administrative Actions:

VA Auto Sales & Service Inc., and Ibrahima Niang. Paid a \$250 civil penalty for failure to provide proof of safety inspections, and dealer records.

The Car Exchange, and Mark Taylor. Paid a \$11,600 civil penalty for failure to maintain liability insurance on each dealer tag, maintain dealer records, and salespersons acting as independent contractors.

Faram Auto Sales Inc., and Jamal Ramanou. Paid a \$1,000 civil penalty for failure to provide proof of safety inspection, and dealer records.

Cash 4 Your Auto LLC, and Aimal Siddiqi. Paid a \$750 civil penalty for failure to maintain posted business hours.

Clarendon Auto Sales and Ali Faisal. Suspended for failing to pay a \$750 civil penalty for failure to maintain posted business hours.

Virginia Luxury Motors LLC and Johnaid Malik. Paid a \$250 civil penalty for failure to maintain dealer records, dealer tag record of use, salespersons acting as independent contractors, and failure to provide proof of liability insurance on each dealer tag.

Starzone Auto, LLC and Sarah Cheema. Paid a \$500 civil penalty for failure to maintain dealer records, and proof of safety inspection.

Midtown Motors, and John D. Forney. Paid a \$250 civil penalty for salespersons acting as independent contractors.

Carofmine, and Amalfi M. Arias. Paid a \$750 civil penalty for failure to maintain posted business hours.

4Auto Sales, Inc. and Juan Manuel Sanchez-Concha. Paid a \$750 civil penalty for failure to maintain posted business hours.

Auto Giants Mitsubishi and Joseph Paul Battista. Paid a \$11,750 civil penalty for unlicensed salespersons.

South America Motors Inc. and Elva Benites. Paid a \$5,100 civil penalty for failure to maintain dealer records of PoD issuance.

Legacy Auto Group, LLC and Norma Patricia Mehia. Paid a \$750 civil penalty for failure to maintain posted business hours.

Select Motors and Ivi Collaku. Paid a \$750 civil penalty for failure to maintain posted business hours.

Forward Auto Sales LLC, and Mathew Said Johnson. Suspended for failing to pay a \$750 civil penalty for failure to maintain posted business hours.

Lowry Tire & Auto Center, Inc. and Joseph V. McNamara. Suspended for failing to pay a \$2,650 civil penalty for failure to maintain liability insurance on each dealer tag, and dealer records.

Crestwood Auto Center LLC, and Christopher D. Cropp. Paid a \$1,250 civil penalty for failure to maintain dealer records, provide proof of safety inspection, and dealer plate records.

Tripower Motorsports, and James Brewster. Paid a \$250 civil penalty for failure to maintain dealer records, and salespersons acting as independent contractors.

Champs Auto of Sterling and A. Abbasikabiri and Amir Mousavi. Paid a \$250 civil penalty for failure to maintain dealer records, and proof of safety inspection prior to retail sale.

Reids Family auto Sales, LLC and Travis A. Reid. Paid a \$750 civil penalty for failure to maintain posted business hours.

Board Actions

Licensing

Informal fact-finding conferences

Tuan Quoc Nguyen, Sales Applicant - On December 17, 2019, an informal fact-finding conference was conducted to address the alleged violations of having used deceptive acts and practices, and having been convicted of a felony. Based on the information provided at the conference, the Board denied Mr. Nguyen a salesperson license. Mr. Nguyen may appeal to a Formal Hearing.

Andre Burgess, II, Sales Applicant - On January 9, 2020, an informal fact-finding conference was conducted to address the alleged violations of making a material misstatement on an application, and having been convicted of a felony. Based on the information provided at the conference, the Board denied Mr. Burgess a salesperson license. Mr. Burgess may appeal to a Formal Hearing.

Advertising

Administrative Actions:

Champs Auto of Sterling, and A. Abbasikabiri and Amir Mousavi. Paid a \$1,000 civil penalty for failing to disclose VADLR or the dealership name, and the advertisement was listed under the owner category.

Nation Motors LLC and Luis Munayco. Paid a \$250 civil penalty for the prices advertised are cash only; however, "cash only" would need to be stated next to the advertised price and not disclosed in the disclaimer. This type of advertising is considered to be misleading.

A & Z Motors LLC and Mohammad Zubair Kakar. Paid a \$250 civil penalty for the advertisement failed to disclose the processing fee, VADLR or dealership name and the advertisement was listed under the owner category.

H & C Auto Inc., and Richard Elliott Call. Paid a \$250 civil penalty for the advertisement failed to disclose processing fee, or VADLR or dealership name, and the advertisement was listed under the owner category.

Champs Autosport LLC and Damont Andrews Brooks. Paid a \$250 civil penalty for the advertisement failed to disclose VADLR or the dealership name, and the advertisement was listed under the owner category.

Trax Auto II and Richard Shaw. Paid a \$250 civil penalty for the advertisement failed to disclose VADLR or the dealership name, and the advertisement was listed under the owner category.

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



A Reminder from the Virginia Department of Health.

For more information on how to flatten the curve of the spread of Covid-19, 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. 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

2020	
April 21-22	Please contact the VIADA at 800-394-1960
May 5-6	Please contact the VIADA at 800-394-1960
May 19-20	Please contact the VIADA at 800-394-1960
June 9 & 10	Please contact the VIADA at 800-394-1960
July 14-15	Comfort Suites - Manassas
	7350 Williamson Blvd, Manassas, VA 20109
August 4 & 5	Thomas Nelson Community College, Hampton
	600 Butler Farm Rd., Hampton, VA 23666
August 18-19	Blue Ridge Community College - Weyers Cave
	Plecker Workforce Center
	Addr TBD



Please click [HERE](#) or on the graphic on the left to view our Dealership Education videos!

More videos will be uploaded on an ongoing basis, so stay informed and receive notifications when new videos are released. The MVDB Education video library will eventually cover a wide range of topics that Dealerships can use to remain compliant with Virginia Code.

You may also access these videos from a link on our website Home page.

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MOTOR VEHICLE DEALER BOARD

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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?



§46.2-1550 is explicit about not using dealer tags on a vehicle for use in another business.

Va Code states in part "It shall be unlawful for any dealer to cause or permit dealer's license plates to be used on:

4. Vehicles used in conjunction with any other business."

Va Code also states in part "...it shall be unlawful for any dealer to cause or permit: "... (ii) dealer's license plates to be lent, leased, rented,"