

February 2017  
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# MOTOR VEHICLE DEALER BOARD



## New Buyers Guide

The Federal Trade Commission (FTC) has updated the Buyers Guide that needs to accompany every used car sale. Virginia Code goes one step further than Federal law, and is explained in 46.2-1529.1, which states in part: “in addition, {the Buyers Guide must be} signed and dated by the buyer and incorporated as part of the buyer’s order.” Therefore during every Virginia retail sale, the Buyers Guide will be signed and dated, and the

buyers order will reflect the “AS IS statement”, The new FTC Buyers Guide amendments, which take effect Jan. 27, 2017 make several changes to the Buyers Guide, including:

- Changing the description of an "As Is" sale.
- Placing boxes on the face of the Buyers Guide dealers can check to indicate whether a vehicle is covered by a third-party warranty and whether a service contract might be

available.

- Providing a box dealers can check to indicate an unexpired manufacturer's warranty applies.
- Adding air bags and catalytic converters to the Buyers Guide's list of major defects that can occur in used vehicles.
- Adding a statement that directs consumers to obtain a vehicle history report and to check for open recalls. The state-

*cont'd on pg. 2*

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## FTC settles with Two VA Dealers

CarMax Inc. and two other major used auto retailers have agreed to settle Federal Trade Commission charges that they touted how rigorously they inspect their used cars, yet failed to adequately disclose that some of the cars were subject to unrepaid safety recalls. The proposed consent orders will prohibit them from

making unqualified inspection or safety-related claims about their used vehicles if any are subject to open, or unrepaid, safety recalls. Also, following a public comment period, the Commission has approved final consent orders in similar cases against General Motors Company, Jim Koons Management, and Lithia

Motors Inc. that were settled earlier this year. The FTC's complaint against Virginia-based CarMax cites its claims about rigorous used car inspections, including its “125+ Point Inspection” and that its cars undergo, on average, “12 hours of renewing – sandwiched between two meticulous inspections.” The complaint also notes a TV

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## Upcoming EVENTS

### BOARD MEETINGS

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

**Monday, March 13, 2017**

#### 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 15-30 minutes immediately following Transaction Recovery Fund Committee meeting.

## MVDB will be closed



**CLOSED:** Monday, February 20, 2017

## Buyers Guide

*Cont. from pg. 1*

ment also instructs consumers to visit [ftc.gov/used\\_cars](http://ftc.gov/used_cars) for information on how to obtain a vehicle history report and to visit [safercar.gov](http://safercar.gov) to check for open safety recalls.

- Adding a statement in Spanish to the English-language Buyers Guide and advising Spanish-speaking consumers to ask for the Buyers Guide in Spanish if the dealer is conducting the sale in Spanish.

- Providing a Spanish translation of the statement dealers can use to obtain a consumer's acknowledgement of receipt of the Buyers Guide.

The amended rule allows dealers to use their remaining stock of Buyers Guides for one year after its effective date.

Used vehicle dealers can get more information from the FTC's "Dealer's Guide to the Used Car Rule," which is available at [www.ftc.gov/tips-advice/business-center/guidance/dealers-guide-used-car-rule](http://www.ftc.gov/tips-advice/business-center/guidance/dealers-guide-used-car-rule).

"Fillable" versions of the Buyers Guide in English and Spanish are available at FTC.gov.

As a Dealer, here is a helpful checklist to see if your Buyers Guide procedures comply with Virginia Code, as well as Federal Buyers Guide laws:

- Do you complete a Buyers Guide properly for each used vehicle offered for sale?
- Do you post the Buyers Guide prominently and conspicuously on each used vehicle you offer for sale?
- Include a signature line for the buyer's signature, do you include the following required disclosure language: "I hereby acknowledge receipt of the Buyers Guide at the closing of this sale."
- Do you put the following required disclosure in your sales contract: "The information you see on the window form for this vehicle is part of this contract. Information on the window form overrides any contrary provisions in the contract of sale."
- Do you give the vehicle's Buyers Guide or a copy to the purchaser at the time of sale and make sure it states the final negotiated warranty coverage accurately?
- If a sale is conducted in Spanish, do you use the Spanish language Buyers Guide?
- If you offer a written warranty, do you prepare a warranty document that complies with federal law? Is the warranty document available for examination by potential buyers?

For full details regarding the FTC Used Car Rule, click [HERE](#) ; and for Virginia Code 46.2-1529.1 click [HERE](#) .

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## *FTC cont'd*

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commercial touting a team inspection and reconditioning, which included a message that appears for three seconds in tiny type at the bottom of the screen stating, “Some CarMax vehicles are subject to open safety recalls.” Despite highlighting their inspections, the FTC alleges that CarMax failed to adequately disclose that some of the cars had open recalls. These recalls included defects that could cause serious injury, including the GM key ignition switch defect, as well as the Takata airbag defect.

Similarly, the FTC’s complaint against Georgia-based Asbury Automotive Group, which also does business as Coggin Automotive Group and Crown Automotive Group, alleges that the company made claims such as: “Every Coggin Certified used car or truck has undergone a 150 point bumper-to-bumper inspection by Certified mechanics. We find and fix problems – from bulbs to brakes – before offering a vehicle for sale.” However, as alleged, the company advertised some certified used vehicles without adequately disclosing that some of the cars were subject to open recalls, including one that could cause fuel to leak and the engine to misfire or stall, and one that could cause a car to move in an unexpected or unintended direction. The FTC’s complaint against West-Herr Automotive Group, the largest auto group in New York, cites claims about vehicles backed by the “West-Herr Guarantee” and touting a “rigorous multi-point

inspection with our factory trained technicians.” However, the complaint alleges again that the company failed to properly disclose that some of the vehicles were subject to recalls for defects that could result in serious injury.

Under the proposed consent orders, CarMax, Asbury, and West-Herr are prohibited from claiming that their used vehicles are safe, have been repaired for safety issues, or have been subject to an inspection for safety-related issues, unless they are free of open recalls, or the companies clearly and conspicuously disclose that their vehicles may be subject to unrepaired recalls for safety issues and explain how consumers can determine whether a vehicle is subject to a recall for a safety issue that has not been repaired, and the claims are not otherwise misleading.

The proposed orders also would prohibit the companies from misrepresenting whether there is or is not an open recall for safety issues for any used motor vehicle, whether they repair such vehicles, and any other material fact about the safety of the used vehicles they advertise for sale. The proposed orders also would require the companies to inform recent customers, by mail, that vehicles they bought as far back as July 1, 2013, may be subject to open recalls.

In a Commission Statement regarding the six auto recall advertising cases, the Commission notes that its orders “will help empower consumers to make more

informed and safer purchasing decisions in a market that, absent a change in federal law, continues to include cars subject to open recalls.” The Commission vote to issue the statement was 3-0.

The Commission vote to issue the administrative complaints against CarMax, Asbury Automotive Group, and West-Herr Automotive Group and to accept the consent agreements was 3-0. The Commission vote approving the final consent orders against GM, Jim Koons Management and Lithia Motors, and letters to commenters was 3-0.

**NOTE:** The Commission issues an administrative complaint when it has “reason to believe” that the law has been or is being violated, and it appears to the Commission that a proceeding is in the public interest. When the Commission issues a consent order on a final basis, it carries the force of law with respect to future actions. Each violation of such an order may result in a civil penalty of up to \$40,000. Today’s actions underscore the FTC’s continuing efforts to protect consumers from deceptive advertising in the auto marketplace. Since 2012, the FTC has brought more than 40 actions protecting consumers in auto-related transactions. Go to [Saf-e-rCar.gov](http://Saf-e-rCar.gov) to determine if the vehicle has an unrepaired safety recall.

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## DMV News

### **New Forms**

Effective December 20, 2016 new forms have been implemented for substitute, replacement titles and supplemental liens. The VSA 66 “Application for Supplemental and Transfer Liens or Replacement and Substitute Titles” has been revised and separated into two forms. The VSA 66 will be specifically for the transfer of a lien or the addition of a lien (supplemental). The VSA 67 “Application for Replacement and Substitute Titles” focuses solely on substitute title certificates and replacement title certificates. The VSA 67 is more detailed defining the title types, expounding on the acceptable request reasons, and provides signature sections for specific requests. If a dealership needs a replacement title for a lost title, the customer will need to complete the “Authorized Representative Designation” section on back of the VSA 67, “Application for Replacement and Substitute Titles”. Both forms can be used by dealers, lienholders, or individuals. To view the VSA 66 and VSA 67 form go to: <https://www.dmv.virginia.gov/forms> and type in the form numbers.

### **Power of Attorney**

The Power of Attorney (PoA) to Sign for Owner When Registering and/or Transferring Ownership of a Motor Vehicle”, (VAD 70A) is a triplicate, secure power of attorney form only used by dealerships. The **VAD 70A shall only be used when the title is lost or in the possession of a lienholder.**

If your customers wish you to handle all DMV transactions necessary to complete the transfer of ownership or registration and licensing of a motor vehicle, including any required

owner signatures and the title is not available, the customer will need to complete Part A of the VAD 70A. The customer must disclose the odometer reading on the numbered, three-part, secure power of attorney form, “Power of Attorney to Sign (PoA) For Owner When Registering and/or Transferring Ownership of a Motor Vehicle”, (VAD 70A). Part B of the VAD 70A is used when the vehicle is sold before the title is received. Federal and State laws require odometer disclosure to transfer ownership by the seller (dealer) to the buyer (customer). The buyer is appointing the dealer as “attorney in fact”, which allows you (dealer) to disclose the mileage and sign the certificate of Title or other supporting documents necessary to register or transfer ownership of the motor vehicle. Part C, is to certify, by the dealers signature that they are the person exercising power of attorney, and that the mileage disclosed is consistent with what’s been provided to them.

Note: Power of Attorney VAD 70A is a federal legal requirement (49 CFR Part 580). It is federal law that determines the limited circumstances for when a VAD 70A may be used. DMV understands the limited usage of the VAD 70A and, we must comply with federal law. Dealers and DMV often refer to the VAD 70A as the “pink PoA” to distinguish it from the VSA 70, “Power of Attorney to Sign for Owner”, which is often called the “white PoA” or “short PoA”. **The VSA 70 is not for dealer use.**

**Thousands of Virginians** have a vehicle under recall for a defective airbag that has caused 11 U.S. deaths and many serious injuries. Nearly 70 million Takata brand airbag inflators in about 42 million vehicles are or will be under recall in the United States by 2019. Over time, the airbag inflators in some vehicles malfunctioned in fluctuating temperatures, moisture and humidity. Even a minor fender bender may cause these airbag inflators to rupture, spraying metal into the vehicle, causing injury or death to drivers and passengers. The recall includes vehicles made by more than a dozen automakers, however, certain Hondas and Acura models listed below pose the most urgent threat with up to a 50-percent chance of rupture. About 1,400 of these vehicles are registered in the Richmond area, 1,500 in Tidewater, and 9,000 in Northern Virginia and Washington D.C., according to the National Highway Traffic Safety Administration (NHTSA). All vehicle owners are strongly encouraged to go to [Safercar.gov](http://Safercar.gov) and enter their Vehicle Identification Number (VIN) to check for any recalls. Virginia DMV Commissioner Richard Holcomb, the Governor’s Highway Safety Representative, warned that, if the airbag has been recalled, “The only place they should be driving this vehicle is to get it repaired.” A vehicle’s 17-digit VIN is located on the lower, left side of the windshield, the driver’s door jamb and the vehicle’s regis-

## DMV News

*Cont. from pg. 4* tration card issued by DMV. If a vehicle is recalled, that vehicle's dealership will repair it at no cost to the owner. While visiting [Safecar.gov](http://Safecar.gov), vehicle owners are encouraged to sign up for email alerts in case of a recall in the future. A recall happens when a manufacturer or NHTSA determines that a vehicle, equipment, car seat or tire poses a safety risk. "We are deeply committed to ensuring the highest standards of safety on our roadways, and most importantly, protecting the health and well-being of our Virginia vehicle owners," Holcomb said. "Thousands of your fellow neighbors, friends, colleagues and family members could be driving a potentially dangerous vehicle and not even know it. Please tell them to check for recalls." The vehicles that pose the greatest, immediate risk include: · 2001-02 Honda Accord · 2001-02 Honda Civic · 2003 Honda Pilot · 2002-03 Acura TL/CL · 2002 Honda Odyssey · 2002 Honda CR-V

## 4-Year Clock on Warranty Breach

Law-suits against dealerships and automakers that arise from warranty work during the warranty period don't need to be filed within four years of the vehicle's purchase, the Michigan Court of Appeals ruled. Jaguar Land Rover North America and two Detroit area dealerships are defendants in the case. The plaintiff, a law firm in Grosse Pointe, Mich., bought a new 2006 Range Rover with a 4-year/50,000-mile warranty in 2005.

Land Rover Farmington Hills and Jaguar Land Rover of Lakeside serviced the vehicle several times between then and 2012, when the owner traded in the LR3 and filed its suit, the court said.

The law firm sued for breach of warranty and violation of the federal Magnuson-Moss Warranty Act, which includes a four-year statute of limitations.

A lower court judge threw out the case because it was filed more than four years after the purchase date. Reinstating the case, the Court of Appeals distinguished between warranties that promise that a vehicle will be defect-free for a specific period -

so that the four-year statute of limitations begins when the vehicle is delivered -and a "promise to repair or replace, which provides a remedy if any defects arise."

The court added: "A promise to repair or replace defective goods is breached when the seller either fails or refuses to repair or replace the defect, and the statute of limitations begins to run at that time." Plaintiffs lawyer Alan Broad of Grosse Pointe Woods, Mich., said the decision means manufacturers and dealerships "will have to pay more attention to repairs if they don't fix it during the warranty period."

But the court didn't decide when the clock starts to run after the first unsuccessful repair attempt during the warranty period, the last unsuccessful attempt or sometime in between - said defense lawyer Scott Erskine of Rochester Hills, Mich.

## Camping World

Camping World has announced plans for rapid expansion in the state of Virginia, with a massive Supercenter planned in the Richmond area. Camping World currently operates stores in Roanoke and Winchester, Virginia, and has identified other Virginia markets for rapid expansion, all to be anchored by a massive Supercenter in Richmond. Additional markets identified for expansion include Virginia Beach, Charlottesville, Alexandria and Fredericksburg.

## Reminders...

**ALL** IDO's of independent dealerships must at some point in time, recertify their IDO qualification every three years by either taking an online course, classroom course, or by passing a 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](mailto:ann.majors@mvdb.virginia.gov)

## *Navy Federal Credit Union*

Governor Terry McAuliffe announced during his State of the Commonwealth Address that Navy Federal Credit Union will invest \$100 million to expand its Winchester operations center in Frederick County. The project will nearly double Navy Federal's workforce employee-count and physical square footage in Frederick County. Virginia successfully competed for this project, which will create 1,400 new jobs. Navy Federal Credit Union is the world's largest credit union with more than \$79 billion in assets, six million members, 295 branches, and a workforce of more than 14,000 employees worldwide. The credit union serves all Department of Defense and Coast Guard Active Duty, civilian, and contractor personnel and their families. The Virginia Economic Development Partnership worked with Frederick County to secure the project for Virginia. Governor McAuliffe approved a \$2 million grant from the Commonwealth Opportunity Fund to assist the County with the project. The Governor also approved \$4 million in funds from the Virginia Economic Development Incentive Grant (VEDIG). VEDIG was established as a self-funded program of performance-based incentives that the Commonwealth awards to exceptional economic development projects with large numbers of employees and very high wages relative to average wages for that particular area. Funding and services to support the company's employee training activities will be provided through the Virginia Jobs Investment Program.

## Reminders...

Dealers are **not allowed to display their vehicles away from their licensed location** as per [Virginia Code § 46.2-1508.2](#) states in part "No owner or lessee of any used motor vehicle shall display or park such used motor vehicle on the real property of another for the purpose of selling or advertising the sale of such used motor vehicle...." So, unless you have been approved for a temporary supplemental license, you may not display cars for sale at any other place other than your dealership. For example, without a temporary supplemental license you may not park, advertise, and sell your cars from your place of residence, parking lots at national chain stores, malls, grocery stores, or other public/private parking areas.

## *Foreign Dealer Licenses*

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 does not allow foreign dealers to sell anywhere other than at Virginia based auctions. Foreign dealers may not sell at retail under any circumstances and may not sell directly to Virginia dealers outside of an auction. Please note that it is unlawful for any person licensed in another state as a car or truck dealer to sell cars and trucks at wholesale auctions in the Commonwealth of Virginia without first obtaining a certificate of dealer registration as provided for by the Virginia Code. 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, you must:

- Hold a valid Dealer License in your home state, and include a photocopy of that license with your initial or renewal application for registration.
- Complete an application form. [MVDB-52](#)
- Submit the appropriate fees.

The Virginia Certificate of Registration will expire concurrently with your home state license. See our website for further information.



*Come visit us at  
our office!*

# Board Actions

## Dealer Practices

**Insight Motors, LLC and Isaac C. Abban, Jr.** - On November 15, 2016, an informal fact-finding conference was conducted to address the alleged violation of having been convicted of any . Based on the information provided at the conference, the Board assessed a civil penalty of \$100, and successful completion of the 2-day dealer-operator course before July 23, 2017, or an additional \$150 civil penalty will be applied.

**West End Motors, and Bobby & Ashley Wheeler.** Paid a \$1,000 civil penalty for failure to insure each dealer tag.

**Hyman Bros. Automobiles, and Haywood B. Hyman, Jr..** Paid a \$250 civil penalty for an unlicensed salesperson.

**OK Jalil's Motors and Export, and Ghazala Tariq.** Paid a \$250 civil penalty for failure to provide proof of safety inspection prior to retail sale.

**S Class Motors, LLC, and Dilshod Murodov.** Paid a \$1,000 civil penalty for failure to insure each dealer tag.

**Silver Motors, LLC, and Amare S. Awoke.** Paid a \$500 civil penalty for failure to provide proof of safety inspection prior to retail sale.

**J&J Auto Sales, and Jackie Kelly.** Paid a \$500 civil penalty for failure to provide proof of safety inspection prior to retail sale.

**Shenandoah Motors, Inc., and Dewalt J. Willard.** Paid a \$3,500 for failure to insure each dealer tag.

**W.W. Auto, and Warren A. Wittig.** Paid a \$250 civil penalty for an unlicensed salesperson.

**Autohaus RVA, and Duncan O Thomas.** Paid a \$250 civil penalty for failure to maintain business hours.

**3D Automotive, LLC, and Avis Taylor.** Paid a \$250 civil penalty for failure to maintain business hours.

**Auto Stop, and John Roles, Jr.** Paid a \$250 civil penalty for failure to maintain business hours.

**Crown Machine & Equipment, and Sandra W. Brandmahl.** Paid a \$250 civil penalty for failure to maintain business hours.

**GN Auto, and Gaby Touma.** Failed to pay a \$250 civil penalty for failure to maintain business hours. The dealership went out of business and the debt was sent to the debt set-off program.

**Northern Virginia Auto, and Spencer Kimball.** Paid a \$250 civil penalty for failure to maintain business hours.

**Clarendon Auto Sales, and Faisal Ali.** Dealership suspended for failure to pay a \$250 civil penalty for failure to maintain business hours.

**Speedy Cars, Inc., and Nina Stanley.** Paid a \$250 civil penalty for failure to maintain business hours.

**ASP Motors, Inc., and Jeffrey Rankin.** Paid a \$250 civil penalty for failure to maintain business hours.

**Pepes Auto Sales, Inc., and Jorge A. Castillo.** Failed to pay a \$250 civil penalty for failure to maintain business hours. The dealership went out of business and the debt was sent to the debt set-off program.

**CORRECTION:** In the December 2016 Dealer Talk, Blue Ridge Auto Group, LLC & Michael R. Mathesius was violated for failure to have a licensed salesperson, and NOT failure to safety inspect vehicles prior to retail sale.



# Board Actions

## Licensing

**Alvin Robinson, Jr., Sales Applicant** - On November 30, 2016, an informal fact-finding conference was conducted to address the alleged violation of a material misstatement or omission in an application for a sales license. Based on the information provided at the conference, the Board assessed a civil penalty of \$500 and approval to apply for a salesperson's license.

**Demetrius D. Watkins, Sales Applicant** - On September 29, 2016, an informal fact-finding conference was conducted to address the alleged violation of a material misstatement or omission in an application for a sales license, and having been convicted of a felony. Based on the information provided at the conference, the Board assessed a civil penalty of \$500 and approval to apply for a salesperson's license.

## Advertising

**Lustine Toyota, Inc. and L. N. Kairys & L. N. Kairys** - On October 12, 2016, an informal fact-finding conference was conducted to address the alleged violations of "bait" advertising, misleading advertising, and deceptive advertising. Based on the information provided at the conference, the Board requires Lustine to have a satisfactory inspection by July 23, 2017.

**Shenandoah Motors, Inc., and Dewalt Willard, Jr.** Paid a \$250 civil penalty for failure to disclose a processing fee in an advertisement.

**NOTE: Depending on the circumstances, all Board Actions may be appealed to Circuit Court, or for an administrative hearing.**

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

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## Reminders...

All out-of-state repossessed vehicles must be titled in the name of the lien holder before the lien holder may transfer title to a subsequent purchaser. The sale of repossessed out-of-state vehicles is governed by Virginia Code §46.2-633. This section specifically relates to vehicles acquired through the "operation of law" such as bankruptcy, repossession, legatees, or surviving joint owners. A lien holder must obtain a repossessed vehicle title in the lien holder's name before they can dispose of that vehicle at auction, regardless of whether they have a Virginia title or an out-of-state title. This policy supports the integrity of vehicle titling records by including the lien holder in the title ownership chain as an owner. Accordingly, regardless of whether the vehicle was titled in Virginia or another state, the lien holder must first apply for a Virginia repossessed vehicle title before selling the vehicle. For further information, please contact DMV Dealer Services at [dealerservices@dmv.virginia.gov](mailto:dealerservices@dmv.virginia.gov)



# 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, in to a sampling of opening and operating expenses, and ending with a discussion on ethics.

The course is open to all existing dealers and their employees.

Date	College	Contact Information
<b>2017</b>		
Feb 08-09	Paul D. Camp Comm Coll , Franklin	Renee Brown 757-569-6050 <a href="http://www.pdc.edu/workforce-development">www.pdc.edu/workforce-development</a>
Feb 22-23	Virginia Western Comm College, Roanoke	Registration 540-966-3984 <a href="http://www.virginiawestern.edu">www.virginiawestern.edu</a>
Mar 08-09	Northern Virginia Comm College, Woodbridge	Claire Wynn 703-450-2551 <a href="http://www.nvcc.edu/workforce">www.nvcc.edu/workforce</a>
Mar 22-23	Thomas Nelson Comm College, Hampton	Registration 757-825-2937 <a href="http://www.tncc.edu/workforce">www.tncc.edu/workforce</a>
Apr 05-06	Lord Fairfax Comm College, Middletown	Registration 540-868-7021 <a href="http://www.lfccworkforce.com">www.lfccworkforce.com</a>
Apr 19-20	New River Comm College, Christiansburg	Patty Ryan 540-674-3613 ext 3613 <a href="http://www.nr.edu/workforce">www.nr.edu/workforce</a>
May 03-04	Blue Ridge Comm College, Weyers Cave	Registration 540-453-2215 <a href="http://www.brcc.edu">www.brcc.edu</a>
May 25-26	Comm Coll Workforce Alliance, Richmond	Sandy Jones 804-523-2293 <a href="http://www.ccwa.vccs.edu">www.ccwa.vccs.edu</a>

## *Governor Appoints New Board Member*

Governor McAuliffe has appointed Daniel Banister of Chesapeake to serve on the Motor Vehicle Dealer Board. Daniel comes to the Board as the Managing Partner at Nissan of Chesapeake, and Nissan of Norfolk. Daniel will be a member of the Licensing, Advertising, and Transaction Recovery Fund Committees.

Daniel replaces George Pelton, who served on the Board for over five years. Please join us in welcoming Daniel to the Board, and offering a thank you to George Pelton for his service, and a job well done!

## *MVDB Field Changes*

It is with sincere gratitude that we announce two MVDB Field Representative retirements. The first is Jeff Brown, who retired in November 2016 with over 32 years of service to the Commonwealth. Twenty four years was with the Virginia State Police, and 8 years with MVDB. This past December, Ron Youngsma retired after 25 years of State service. Before moving to Virginia, Ron retired from the Rhode Island State Police, and Ron was one of the original employees to launch the MVDB. A huge thank you to both Jeff and Ron for their valuable service to MVDB and the Commonwealth of Virginia.

It is with great pleasure we announce Dean Harbour as our new Field Representative. Dean is responsible for working Jeff Brown's former territory (Alleghany, Amherst, Appomattox, Bath, Bedford, Campbell, Charlotte, Prince Edward, and Rockbridge Counties) Dean joins us from the W.E.L Inc. as a Safety Director and as a retired Master Trooper with the Virginia State Police. He brings with him over 29 years of experience in law enforcement, training, and investigations. We are certain that Dean will be an outstanding addition to our excellent organization. Please join us in welcoming Dean to our team, and Dean may be reached at [dean.harbour@mvdb.virginia.gov](mailto:dean.harbour@mvdb.virginia.gov) , or (804) 529-2399.

## *What's Wrong With This Picture?*



This picture illustrates an improper use of a Dealer Tag. The Code of Virginia clearly states that it is **unlawful for any dealer to permit dealer's license plates to be used on:**

1. Motor vehicles such as tow trucks, wrecking cranes, or other service motor vehicles;
2. **Vehicles used to deliver or transport (i) other vehicles;** (ii) portions of vehicles; (iii) vehicle components, parts, or accessories; or (iv) fuel;
3. Courtesy vehicles; or
4. Vehicles used in conjunction with any other business.

# MOTOR VEHICLE DEALER BOARD

MVDB

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Visit us on the Web!

[www.mvdb.virginia.gov](http://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; while providing a high level of customer service for the automotive consumer and dealer community.

## 2016 Light Vehicle Sales

	YTD SALES			% MARKET SHARE	
	2016	2015	% Chg	YTD 2016	YTD 2015
<b>Total Car</b>	7,105,162	7,731,429	-8.1	40.5	44.2
<b>Domestic Car</b>	1,925,769	2,225,386	-13.5	11	12.7
<b>Import Car</b>	5,179,393	5,506,043	-5.9	29.5	31.5
<b>Total Truck</b>	10,445,189	9,748,040	7.2	59.5	55.8
<b>Domestic Truck</b>	5,966,895	5,693,008	4.8	34	32.6
<b>Import Truck</b>	4,478,294	4,055,032	10.4	25.5	23.2
<b>TOTAL LIGHT VEHICLE SALES</b>	17,550,351	17,479,469	0.4	100	100
<b>Selling Days</b>	307	308	...	...	...