

JUNE 2014

Volume 16, Issue 98

**Inside this issue:**

2014 TRF Changes 1

Foreign Dealers 1

Hybrid Tax 2

VA is for Lovers 3

Civil Penalties 4

DMV/VDH 4

Holcomb and ABC 5

Did You Know...?? 5

Board Actions 6

Dealer-Operator 2  
Class Schedule

Collision Research 10

What's Wrong 10  
With this Picture?

**CONTACT US**

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

[dboard@mvdb.virginia.gov](mailto:dboard@mvdb.virginia.gov)  
[www.mvdb.virginia.gov](http://www.mvdb.virginia.gov)

**Bruce Gould,**  
Executive Director  
**Peggy Bailey,**  
Office Manager  
**Frank McCormick,**  
Field Rep. Supervisor  
Office Phone  
804-367-1100  
Office Fax 804-367-1053

**MOTOR VEHICLE DEALER BOARD**



*July 1, 2014 Legislative Changes to  
Transaction Recovery Fund*

Virginia is one of only two states that do not require motor vehicle dealers to continuously carry a bond for the life of the dealership. In Virginia, dealers are only required to carry a bond for the first three years they are in business. Thereafter, no bond is required. This saves Virginia dealers hundreds of dollars each year after they have been in business for three years.

We are able to do this because of the Motor Vehicle Dealer Transaction

Recovery Fund (TRF). In the first three years they are in business, dealers pay \$250 into this Fund. This Fund acts just like a bond in protecting consumers who have been awarded a judgment of fraud against a dealer and the dealer does not pay the judgment.

The Fund fee was established about 30 years ago. The current fee structure has not been able to keep up with disbursements from the Fund. In order to ensure the viability of this Fund, the Motor Ve-

hicle Dealer Board initiated a legislative proposal to increase the TRF by \$100, and the General Assembly has authorized this increase. Therefore as of July 1, 2014, the an-

*cont'd on pg 2*



***Come visit us at  
our office!***

***Foreign Dealers***

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 Department of Motor Vehicles. The Certificate allows foreign

dealers to sell at Virginia wholesale auctions. Foreign dealers may not sell at retail under any circumstances and may not sell directly to Virginia dealers.

As of July 1, the responsibility for issuing a foreign dealer certificate of registration will move to the Motor Vehicle Dealer

Board.

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.

*cont'd pg 3*



## Upcoming *EVENTS*

### BOARD MEETINGS

All Meetings are held at DMV Headquarters

2300 W. Broad Street, Room 702 Richmond, VA

Monday, July 14, 2014

Time: 9:00 a.m.

#### Dealer Practices Committee Meeting

Monday, July 14, 2014

Time: Immediately following Dealer Practices

#### Licensing Committee Meeting

Monday, July 14, 2014

Time: Immediately following Licensing

#### Advertising Committee Meeting

Monday, July 14, 2014

Time: Immediately following Advertising

#### Transaction Recovery Fund Committee Meeting

Monday, July 14, 2014

Time: 10:00 a.m.

#### Full Board Meeting

**NOTE:** Meetings may begin later, but not earlier than scheduled.

## Holiday Hours

**CLOSED:**

Friday, July 4, 2014



*cont'd from pg 1*

## 2014 New Legislation

nual Fund fee will be \$350 versus the current \$250. If you have been in business more than three years or you will have been in business three years or more at your next renewal, this increase will have no impact on you.

If your renewal is scheduled for July of 2014 or after and at the time of renewal you will only have been in business for one or two years, your Fund fee will be \$350. For example, if you renew in August of 2014 and will be “celebrating” your first anniversary of being in business, your Fund fee will be \$350 when you renew.

We recognize that a \$100 increase is significant; however, the fee has not been adjusted in about 30 years. In addition, once you celebrate the third year of being in business, you will no longer be required to carry a bond or pay the fund fee. If you were a dealer in 48 other states, you would be paying hundreds and perhaps over a thousand dollars every year to maintain a bond.

### Hybrid Vehicle Tax Repeal Effective July 1, 2014

The General Assembly signed into law legislation effective July 1, 2014, that repeals the \$64 annual hybrid vehicle tax. The repeal also provides for a refund of taxes paid on registration periods that begin July 1, 2014 and after.

The hybrid taxes are still required to be paid on all registration periods that end prior to July 1, 2014.

- Owners of hybrid vehicles with registrations expiring June 30, 2014 or before are required to pay the \$64 hybrid tax.
- The \$64 hybrid tax is still required to be paid on hybrid vehicles purchased between now and June 30, 2014.

Refund checks for hybrid vehicle taxes paid on registration periods that begin July 1, 2014, or after will be issued beginning July 1, 2014. The law does not provide for a refund of any taxes paid for registration periods that begin before July 1, 2014.

*[back to pg. 1](#)*

## Reminders...

As we approach the summer vacation and boating season, please be aware that it is unlawful to pull a trailer with a vehicle that is driving on a dealer tag. For detailed information, please read VA code [§ 46.2-1550](#)

## Reminders...

As of January 1, 2011, 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, or in a classroom, or by passing a DMV test. Click [HERE](#) for more information and [HERE](#) to determine your recertification deadline. If you are unclear on your recertification deadline, or any other recertification questions, please contact the Board. Or, call Ann Majors at the MVDB. She may be reached at 804-367-1100 x 3016, or email her at [ann.majors@mvdb.virginia.gov](mailto:ann.majors@mvdb.virginia.gov)

## Foreign Dealers

*cont'd from pg 1.*

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:

1. Hold a valid Dealer License in your home state, and include a photocopy of that license with your initial or renewal application for registration.
2. Complete an application form. [DSD-14](#)
3. Pay the appropriate fees.

The Virginia Certificate of Registration will expire concurrently with your home state license.

For more information, please contact [dboard@mvdb.virginia.gov](mailto:dboard@mvdb.virginia.gov)

*back to pg 1*

## "Virginia is for Lovers"

The standard blue and white license plate issued by DMV to customers registering their cars has a new design. The plain blue and white plate has been the standard for a couple of decades and it has been replaced. A new **"Virginia is for Lovers"** license plate is now the Virginia Department of Motor Vehicles' (DMV) standard- issue plate.

DMV is in the process of switching over from the plain blue and white standard passenger plate to a plate that displays the Virginia is for Lovers logo. All on-line vendors were advised of this change and told to exhaust their current supply of plates before issuing the new plates. The tag plant has mailed out all of the blue and white plates and all future plate orders will be filled with the new plates.



## Reminders...

Mopeds operated on Virginia roadways are to be titled and registered by July 1, 2014. A title is \$10, and the annual registration fee is \$20.25.

DMV will issue one license plate per moped to be placed on the rear of the vehicle.

Customers can personalize their moped plate for \$10 in addition to the registration fee. For more information, visit [dmvNOW.com/mopeds](http://dmvNOW.com/mopeds).

Virginia law also requires every moped driver to carry a government-issued photo ID (*does not have to be a driver's license*) and every driver and passenger must wear a helmet while riding a moped. Drivers must also wear a face shield, safety glasses or goggles unless the moped has a windshield.



## Civil Penalties

The MVDB receives newsletters and updates from other states to keep abreast of motor vehicle regulatory practices across the United States. Of interest to dealers may be the amount of civil penalties other states assess for similar Virginia violations. For failure to issue title, Wisconsin and Texas, have issued civil penalties ranging from \$400 to \$3,000. Texas has issued up to \$10,000 for temporary tag violations. Odometer violations tend to be steep in Texas with civil penalties ranging from \$1,000 per violation but Wisconsin assessed one dealer \$40,000 for multiple odometer violations. Wisconsin regularly violates dealers for lack of record keeping and assesses civil penalties in the \$200-\$500 range. Misuse of D-tags in Texas and Wisconsin range from \$200-\$300 PER violation. Lastly, making a material misstatement on applications/forms carries an extremely stiff penalty in Wisconsin—suspension anywhere from 2-90 days.

Virginia Code states civil penalties may not exceed \$1,000 for any single violation, and all civil penalties collected are deposited in the Transportation Trust Fund.

## Reminders...

### DEALER TAGS

There is an urban myth that a dealer or customer may drive a vehicle without ANY plate within a “5 mile radius”. NOT true. The proper procedure would be to issue the appropriate tag for the intended use.

For dealer tags, use the DSD-27, and use the PoD system to print temporary transport tags.

Be sure to maintain a copy for your records, and keep these records for five (5) years.

## Reminders...

### OFF-SITE SALES

Dealers who wish to conduct a sale away from their licensed location must first obtain a Temporary Supplemental License from the MVDB. Please note the following: Car/truck, motorcycle and recreational vehicle dealers may not conduct more than eight off-site sales in a year and not more than one sale consecutively in the same jurisdiction (city or county). If you are conducting an off-site sale outside the jurisdiction in which you are located or not in an adjacent jurisdiction, you must notify and invite all dealers in the jurisdiction in which the sale is to take place. The notification must be made by certified mail and the regulating agency (MVDB or DMV) must be sent a list of the dealers notified. In order to conduct an off-site sale, a dealer must first apply for an off-site sales license by submitting a form MVDB-22.

### DMV/VDH

### Vital Records Partnership

As of March 1, 2014, the Virginia Department of Motor Vehicles (DMV) and the Virginia Department of Health (VDH) Division of Vital Records partnered to provide increased access to Virginia birth certificates. Copies of Virginia birth certificates are available statewide at all 75 DMV customer service centers and five mobile offices. Already, approximately 5,000 Virginians have requested birth certificates at DMV locations. Most of these customers are able to leave DMV with copies of their birth certificates printed and in hand. The process for obtaining vital records through DMV is the same as doing so directly through the Division of Vital Records. Customers complete an application, submit the required documentation, and pay a fee to the agency. The fee for a birth certificate at DMV is \$14. In addition to birth certificates, the legislation provides that DMV will begin issuing copies of death, marriage and divorce records on January 1, 2015. All original records will continue to be stored securely at the Vital Records office.

*[back to pg. 1](#)*

## *DMV's Holcomb to Oversee Transition at ABC*

Governor Terry McAuliffe recently announced that Rick Holcomb, the Commissioner of the Virginia Department of Motor Vehicles, will become acting Chief Operating Officer at the Virginia Department of Alcoholic Beverage Control (ABC) following the retirement of W. Curtis Coleburn. "Rick Holcomb is a proven leader in Virginia government who has excelled at DMV, an agency where customer service, sound financial management and responsible law enforcement are key," said Governor McAuliffe. "I am glad he has agreed to take on this new temporary role while continuing the great work he is doing at DMV as my team and I search for a permanent replacement to fill Curtis Coleburn's shoes and lead the Virginia ABC into the future."

W. Curtis Coleburn III will retire as Chief Operating Officer of the Virginia Department of Alcoholic Beverage Control after more than 30 years of service to the Commonwealth. "I want to thank Curtis Coleburn for his leadership and service to the people of Virginia," said Governor McAuliffe. "During his time as Chief Operating Officer, the Virginia Department of Alcoholic Beverage Control became the professional and profitable state agency it is today. Few people have earned their retirement more than Curtis has. "Giving Virginians the best possible customer experience and the highest return on their tax dollars is one of my top priorities. I am looking forward to working with Rick Holcomb, Secretary of Public Safety Brian Moran and their entire team to continue modernizing the ABC and making it as successful, responsible and responsive to taxpayers as it can possibly be."

Richard D. Holcomb was reappointed as Commissioner of the Department of Motor Vehicles by Governor Terry McAuliffe in 2014, after serving in the same capacity for four years under Governor Robert F. McDonnell.

As DMV Commissioner, Holcomb manages a state agency with a budget of approximately \$215 million and a statewide workforce of about 2,000 employees. Holcomb oversees the collection of approximately \$2.2 billion dollars in revenue annually, which funds a significant portion of the state's highway construction and maintenance. In addition, he serves as the Governor's Highway Safety Representative, on the Washington Metropolitan Area Transit Commission, and as vice chair of the Virginia's Information Technology Advisory Council. He is chairman of the Virginia Motor Vehicle Dealer Board and serves as Secretary of the American Association of Motor Vehicle Administrators International Board of Directors. In 2014, he was nominated to receive the White House's "Champions of Change" award. Prior to his 2010 appointment, Holcomb served as DMV Commissioner from 1994 to 2001. During Holcomb's initial seven-year tenure at DMV, he oversaw a dramatic transformation of the agency's workforce training model and approach to customer service that improved Virginians' experience at DMV branches and increased the agency's efficiency.

*[back to pg. 1](#)*

## *DID YOU KNOW ??*

**.....That** The Virginia Department of Motor Vehicles' five mobile customer service centers, called *DMV 2 Go*, are traveling across the state to serve customers. Each full service office provides all DMV transactions, including Salesperson and Dealer-Operator examinations. For more details, scheduling information, and a calendar of upcoming locations visit [www.dmvNOW.com/DMV2GO](http://www.dmvNOW.com/DMV2GO).

*[back to pg. 1](#)*

### **DMV on the go, with VADMV mobile apps!**



**.....That** In 2013 in Virginia, there were 26,706 crashes, 89 fatalities and 6,225 injuries attributed to driver distractions. Most distracted driving crashes involved drivers 21 to 35 years old (39 percent), and most occurred on Wednesdays, Thursdays and Fridays (46 percent), between noon and 6 p.m. (42 percent). The top five driver distractions were, in order: drivers not having their eyes on the road, cell phone use, looking at a roadside incident, passenger distractions, radio or CD use.

# Board Actions

**Chesapeake Bay Auto Sales and Robert E. Upton, III.** From March of 2011 to August of 2013, MVDB conducted six inspections of this dealership. All inspections revealed problems including record keeping; no tag logs misuse of dealer and temporary tags; safety inspection; odometer disclosures; salespersons not properly licensed; and not issuing a title in a timely manner. Educational/warning letters were sent to the dealer. In addition there were several consumer complaints on file for not producing a title and issuing multiple sets of 30 day tags. In addition, evidence shows that loan applications were falsified. Previously the dealer paid a civil penalty for using a d-tag on a tow truck. In December, 2013, an informal fact-finding conference was conducted to address the alleged violations of dealer records, buyer's orders, odometer disclosure, use of dealer tags, issuing temp tags using misstatements and false information, acts of officers and failure to comply with a written warning or willful failure to comply, defrauding or damaging a retail buyer, having used deceptive acts or practices, possessing titles which have not been completely and legally assigned to him, and failure to submit fees to DMV within 30 days. Based on the information provided at the conference, the Board assessed a civil penalty of \$15,000 and revocation of all licenses and certificates. This dealership closed in January of this year.

**Credit Line Motors and Hassan Mohammad.** Upon learning that the owner and dealer-operator of this dealership had been convicted of a misdemeanor for selling a vehicle without first performing a safety inspection, Board staff conducted an inspection. The inspection revealed a number of deficiencies including lack of records showing that vehicles are safety inspected; no record of temporary transport tags; not providing title in a timely manner; and only four out of nine D-tags had insurance. On March 14, 2014, an informal fact-finding conference was conducted to address the alleged violations of buyer's order, business hours, temporary registration, title within 30 days, dealer tags, insurance required, transport tag record of use and issuance, acts of officers, material misstatement or omission in application regarding issuing 30 day temp tags, Having used deceptive acts or practices, having been convicted of any criminal act involving the business of selling vehicles, failure to submit fees to DMV within 30 days, and failing to maintain automobile liability insurance. Based on the information provided at the conference, the Board assessed a civil penalty of \$5,000, 30 day suspension of business license and Mr. Mohammad must pass the Dealer-Operator course before August 12, 2014.

**Auto Madi, LLC and Mohammad Yousef Ghatri.** In a period of less than one year the Board received no less than seven founded consumer complaints, most related to not providing title. In addition to these cases it appears that Mr. Ghatri did not submit title and registration fees to DMV in a timely manner. On January 23, 2014, Mr. Ghatri was convicted of holding an open title. Five days later he completed his renewal and indicated he had never been convicted of any criminal act involving the business of selling vehicles. Mr. Ghatri received several educational/warning letters. Lastly, a December 2013 inspection revealed among other things, issuance of multiple temp tags; record keeping problems; failure to have proper disclosure on the buyers order; and business hours not properly displayed. On March 11, 2014 an informal fact-finding conference was conducted to address the violations of display of salesperson licenses, dealer records, sale of used vehicles/buyer's guide, buyer's orders, business hours, signs, proof of inspection not required of certain buyers, temporary registration, use of dealer tags, material misstatement, failure to comply with a written warning, deceptive acts or practices, convicted of any criminal act while in the business of selling motor vehicles, possessing titles which have not been completely and legally assigned to him, and failure to submit fees to DMV within 30 days. Based on the information provided at the conference, the Board assessed a civil penalty of \$25,000 and revocation of all licenses and certificates. Mr. Ghatri informed the Board that he would request an appeal to a Formal Conference.

# Board Actions

**Goldstar South and Thomas K. Maad.** An unsatisfactory inspection in December 2013 caused the Board staff to convene an informal fact-finding conference. The inspection revealed that four salespersons were not licensed; hours were not properly posted; records were not available; 21 dealer tags out of 33 between two locations were not insured, and misuse of dealer tags. On February 4, 2014, an informal fact-finding conference was conducted to address the alleged violations of licenses required-salespersons, display of salespersons list, dealer records, business hours, temporary registration, title within 30 days, dealer tags, insurance required, acts of officers, having used deceptive acts or practices, failure to submit fees to DMV within 30 days, and failing to maintain automobile liability insurance. Based on the information provided at the conference, the Board assessed a civil penalty of \$6,500 and successful completion of the 2 day Dealer-Operator course before August 12, 2014.

**Credit Cars Select, LLC and Eric Nilson.** In November and December of 2013 attempts were made to inspect this dealership. On both occasions, no one at the dealership had access to records, therefore an inspection could not be completed. On April 4, 2014, an informal fact-finding conference was conducted to address the alleged violations of display of salesperson's license, examination or audit of licensee; costs, dealer records, and business hours. Based on the information provided at the conference, the Board assessed a civil penalty of \$500, successful completion of the 2-day Dealer-Operator course, and a satisfactory inspection.

**Alleghany Motor Corporation and Robert Garten.** On three occasions over a six month period of time, law enforcement officers discovered D-tag use violations. One for misuse and two for not issuing a "permission to drive" form. In addition, an inspection of this dealership revealed temporary tag violations. After the misuse of dealer tags and improper issuance of temporary tags was discovered, the dealer was given the choice of paying a \$1,500 civil penalty or participating in an informal fact-finding conference. He decided on the latter. On September 4, 2013, an informal fact-finding conference was conducted to address the alleged violations of use of dealer tags, use of dealer tags for other businesses, transport tag record of use and issuance, acts of officers, directors, partners and salespersons, and failure to comply with a written warning or willful failure to comply. On November 4, 2014, the Board adopted a Resolution to assess a \$2,750 civil penalty and to successfully complete the 2 day Dealer-Operator course by May 4, 2014. On November 18, 2013, Mr. Garten appealed the Board's decision and requested a formal hearing. On January 16, 2014, a formal hearing was conducted to address the above alleged violations. Based on the information provided at the formal, the Board assessed a civil penalty of \$2,750 and a successful completion of the 2 day Dealer-Operator course before August 12, 2014.

## Dealer Practices

A West Broad Auto Sale, LLC, and Goran Krajisnik, paid a \$1,000 civil penalty for salesperson paid on a 1099.

Atlantic Motors, and Behrouz Ahvazi, paid a \$250 civil penalty for failure to maintain business hours.

American Classics, and William H. Myers, paid a \$250 civil penalty for failure to maintain business hours.

Unique Motors, and Andrius Venckus, paid a \$250 civil penalty for failure to maintain business hours.

# Board Actions

## Licensing

**Zaki Mohamed Stwodah of The Auto Connection.** Mr. Stwodah was convicted of a misdemeanor for altering a title. On renewal applications he answered “No” to the question of having ever been convicted of a criminal act in connection with the automobile sales business. On September 5, 2013, an informal fact-finding conference was conducted to address the alleged violations of Having made a material misstatement on a renewal application, Having used deceptive acts or practices and Having been convicted of any criminal act involving the business of selling vehicles. The Board adopted a Resolution at the January 13, 2014 meeting to assess a civil penalty of \$3,000 and that all licenses and certificates issued by the Board be revoked. On February 7, 2014, Mr. Stwodah’s attorney appealed the Board’s decision. On April 2, 2014, a formal hearing was conducted to address the above alleged violations. Based on the information provided by the hearing officer, the Board assessed a civil penalty of \$2,250 and a satisfactory inspection before August 12, 2014.

## Advertising

Expressway Auto, LLC and Daoud Mohammad Anwan, paid a \$500 civil penalty for failing to advertise as a dealer, and disclose the processing fee dollar amount on Craigslist.

Unique Auto Sales, LLC and William Higginbotham, paid a \$500 civil penalty for failing to advertise as a dealer, and disclose the processing fee dollar amount on Craigslist.

Auto Liberty of Arlington, and Amin Kargar, paid a \$250 civil penalty for violation of Truth in Lending, and failure to advertise as a dealer on Craigslist.

D & S Imports, LLC and Sosa Canzobre, paid a \$3,500 civil penalty for failing to advertise as a dealer, and disclose the processing fee dollar amount on Craigslist.

Arlington Auto Sales, Inc., and Ramin Qassim, paid a \$1,000 civil penalty for failing to advertise as a dealer, and disclose the processing fee dollar amount on Craigslist.

757 Auto Sales, LLC, and Mark Adcock, paid a \$500 civil penalty for failing to advertise as a dealer, and disclose the processing fee dollar amount on Craigslist.

H & R Auto, Inc., and Hamed Z. Rod, paid a \$500 civil penalty for failing to advertise as a dealer, and disclose the processing fee dollar amount on Craigslist.

Unique Motors, and Andrius Venckus, paid a \$500 civil penalty for failing to advertise as a dealer, and disclose the processing fee dollar amount on Craigslist.

**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](#)



# 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>2014</b>		
Jun 03-04	Germanna Fredericksburg	Kelly Bennett 540-937-2913 <a href="http://www.germanna.edu/workforce">www.germanna.edu/workforce</a>
Jun 17-18	Danville Danville	Donna 434-797-6437 <a href="http://www.dcc.vccs.edu/workforce">www.dcc.vccs.edu/workforce</a>
Jul 01-02	Northern VA in Woodbridge	Registration 703-257-6634 <a href="http://www.nvcc.edu">www.nvcc.edu</a>
Aug 05-06	Virginia Western in Daleville	Registration 540-966-3984 <a href="http://www.virginiawestern.edu">www.virginiawestern.edu</a>
Aug 19-20	Piedmont Virginia in Charlottesville	Corinne Lauer 434-961-5354 <a href="http://www.workforce@pvcc.edu">www.workforce@pvcc.edu</a>
Sep 09-10	Tidewater Community College Suffolk	Registration 757-822-1234 <a href="http://www.tcc.edu/wd">www.tcc.edu/wd</a>
Sep 23-24	Lord Fairfax Community College in Warrenton	Patricia Leister 540-351-1524 <a href="http://www.lfccworkforce.com">www.lfccworkforce.com</a>
Oct 07-08	J Sargeant Reynolds in Henrico/Richmond	Sandy Jones 804-523-2293 <a href="http://www.ccwa.vccs.edu">www.ccwa.vccs.edu</a>
Oct 21-22	Northern Virginia Community College in Reston	Claire Wynn 703-450-2551 <a href="http://www.nvcc.edu/loudoun/continuing">www.nvcc.edu/loudoun/continuing</a>
Nov 04-05	Blue Ridge Community College in Weyers Cave	Registration 540-453-2215 <a href="http://www.brcc.edu">www.brcc.edu</a>
Nov 18-19	Germanna Community College Fredericksburg	Kelly Bennett 540-937-2913 <a href="http://www.germanna.edu/workforce">www.germanna.edu/workforce</a>
Dec 09-10	Lord Fairfax Community College in Middletown	Registration 540-868-7021 <a href="http://www.lfccworkforce.com">www.lfccworkforce.com</a>

## Reminders...

Sales and Use Tax (SUT) is increasing to 4.05% beginning July 1, 2014 through June 30, 2015.

If you are collecting fees and taxes on behalf of the buyer, make sure all fees and taxes are submitted to DMV within 30 days of purchase.

Additionally, please ensure your buyers orders are compliant with the new SUT increase. If you use a software program to generate your buyers orders, be sure to make the appropriate SUT software updates!

For more information go to [Virginia Department of Taxation](#).

## GMU is Now Home to Collision Research Center

The former National Crash Analysis Center has found a new home.

Until moving to George Mason University in Fairfax last summer, the center had been housed at George Washington University since 1992. Now known as the Center for Collision Safety and Analysis (CCSA), the organization's research focuses on transportation safety and security. According to its website, collision safety and analysis concerns "understanding events where objects collide or crash, the nature of the impacts, correlations to outcomes and potentials for mitigating the consequences."

The center's director, Cing-Dao "Steve" Kan, says the organization saw better growth opportunities at GMU for research and education. The center currently is supporting a master's degree program at GMU with an emphasis on transportation safety. In the future, CCSA plans to support degrees offered to GMU's undergraduate and doctoral students. The center has a dozen full-time employees and three graduate students. "By next summer we should have at least 10 graduate students," Kan says.

The center is a partnership with the National Center for Manufacturing Sciences (NCMS), a nonprofit group that helps manufacturers and other industries stay competitive. Members include Detroit-based General Motors, Chicago-based The Boeing Co. and Morristown, N.J.-based Honeywell.

*cont'd on pg. 11*

## What's Wrong With This Picture?



This advertising would be considered deceptive or misleading. There is never a time in which DMV does not collect Sales and Use Tax (SUT) on retail vehicle sales. SUT must be paid to DMV, regardless of whether the customer pays the SUT, or whether the Dealer pays the SUT on behalf of the customer. To advertise that there is "no tax" is deceptive and misleading.

*back to pg. 1*

# MOTOR VEHICLE DEALER BOARD

MVDB

2201 W. Broad Street

Suite 104

Richmond, VA 23220

Phone: 804-367-1100

Fax: 804-367-1053

E-mail: [dboard@mvdv.virginia.gov](mailto:dboard@mvdv.virginia.gov)

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.

cont'd from pg. 10

## ***GMU is Now Home to Collision Research***



*Article courtesy of:*

***Veronica Garabelli*** Research at the  
Center for Collision Safety and Analysis  
focuses on transportation safety and security.

NCMS' president and CEO Rick Jarman says CCSA's simulations and computer modeling work would help researchers understand the complex interactions that occur during a collision.

"Manufacturers need big data tools like this to stay competitive in the global marketplace," Jarman said in a statement made when the opening of CCSA was announced. "We're proud to be partnering with George Mason (*University*) on such an important program."

Most of the center's funding comes from government agencies with the rest provided by corporations, Kan says. It is currently working with the National Highway Traffic Safety Administration to evaluate the safety of future light-weight vehicles. The center also works with auto manufacturers such as Honda, Ford and Nissan and their suppliers and participates in collaborative research with other institutions and universities

[back to pg. 1](#)