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MOTOR VEHICLE DEALER BOARD



DMV News

We are excited to introduce a new feature in Dealer Talk. We have teamed up with DMV Dealer Services to bring educational news and information to keep Dealers informed.

As a result of legislation from the 2013 and 2016 General Assembly sessions, the following changes will go into effect **July 1, 2016.**

- The Virginia titling tax, also known as sales and use tax (SUT) will increase to 4.15% of the sale price

(including the dealer processing fee) or a minimum fee of \$75.00, whichever is greater. Calculation of this fee will be determined by the purchase date of the vehicle. As a reminder, all vehicles must be titled within 30 days of purchase to ensure that titling tax is paid as required.

- Low Speed vehicles may be titled with a fuel type of gas.

- Body type's pickup and panel trucks can now be registered as personal use with a gross weight in ex-

cess of 7,500 pounds but not in excess of 10,000 pounds. These vehicles no longer qualify for "TX" truck plates.

Definitions

"Pickup or panel truck" means (i) every motor vehicle designed for the transportation of property and having a registered gross weight of 7,500 pounds or less or (ii) every motor vehicle registered for personal use, designed to transport property on its own structure independent of any other vehi-

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6 FTC Advertising Tips

When it comes to car advertising, truth should be standard equipment.

That's the message of Operation Ruse Control, a coast-to-coast and cross-border sweep by the FTC, state, federal, and international law enforcers aimed at driving out deception in automobile ads, adds-ons, financing, and auto loan modifica-

tion services. The FTC cases offer 6 tips to help keep your promotions in the proper lane.

1. Avoid practices that turn add-ons into bad-ons. Two of the FTC actions involve add-ons – extra products or services tacked on to the sale, lease, or financing of a car. Typical add-ons include extended warran-

ties, guaranteed automobile protection (GAP) insurance, credit life insurance, undercoating, and the like. According to the FTC, California-based National Payment Network deceptively claimed in online ads and through a network of authorized dealers that car buyers who bought its

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NEXT BOARD MEETING

All Meetings are held at DMV Headquarters
2300 W. Broad Street, Room 702 Richmond, VA
Monday, July 11, 2016

Time: 9:00 a.m.

Dealer Practices Committee Meeting

Monday, July 11, 2016

Time: 9:00 a.m.

Licensing Committee Meeting

Monday, July 11, 2016

Time: Immediately following Dealer Practices Committee Meeting

Advertising Committee Meeting

Monday, July 11, 2016

Time: Immediately following Licensing Committee

Transaction Recovery Fund Committee Meeting

Monday, July 11, 2016

Time: Immediately following Advertising Committee

Full Board Meeting

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

MVDB will be closed



CLOSED: Monday, July 4, 2016 for observance of Independence Day.

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6 FTC Advertising Tips

biweekly payment program would save money. What consumers weren't told was that the cost of the add-on often outstripped any savings. The FTC says that was a material fact that should have been disclosed upfront. In a related action, the FTC sued New Jersey dealerships Matt Blatt Inc. and Glassboro Imports LLC for pitching NPN's deceptive add-ons and pocketing hefty commissions. To settle the case, NPN will provide consumers with \$2.475 million in refunds and fee waivers. The dealerships will turn over an additional \$184,000.

2. Don't low-ball your pitch. Three of the Operation Ruse Control cases challenge allegedly deceptive advertising by auto dealers. Some crossed the line by using headlines to tout bargain prices while failing to disclose – or failing to adequately disclose – the true cost of the deal. For example, ads for Cory Fairbanks Mazda of Longwood, Florida, pitched “used cars as low as \$99.” But according to the FTC, \$99 was just the minimum bid for cars offered at a liquidation sale and that didn't include substantial mandatory fees. In a similar vein, the FTC says the dealership's ads included photos of loaded cars without clearly explaining that some pictured features – like spoilers and sun-roofs – weren't included in the price.

3. Steer clear of deceptive “zero sum” games. Just as *Seinfeld* billed itself as a show about nothing, ads for Ross Nissan of El Monte focused on nothing too – as in “\$0 INITIAL PAYMENT, \$0 DOWN PAYMENT, \$0 DRIVE-OFF LEASE.” The California company made the same claims in Spanish language ads. Other ads promised “\$0 down*, 0% APR financing*, 0 payments*, and 0 problems.” Well, the FTC had a problem with – among other things – the deceptive use of “zero.” The dealership's “\$0 at lease inception” deal wasn't applicable if consumers wanted the cars in the ads for the advertised monthly payment. What about “\$0 down payment?” The FTC says people, in fact, had to pay a down payment to finance the vehicles for the monthly payment featured in the ads. And “0% APR?” The annual percentage rate for financing those cars for the advertised payment was way more than 0%. (The complaint against Cory Fairbanks Mazda made similar allegations about deceptive “zero” claims.) The message for dealers: Don't lure customers in with misleading “zero” promises.



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6 FTC Advertising Tips

4. If strings are attached, make them clear to consumers upfront. That's the message of the FTC's settlement with Jim Burke Nissan in Birmingham, Alabama. According to the complaint, the dealership highlighted eye-catching prices without clearly explaining what the vehicle would really cost consumers. For example, in some cases, what appeared to be the full price was actually what people would have to pay *after* they ponied up a down payment of as much as \$3,000. Other ads featured prices that factored in special discounts or rebates that weren't available to everyone. For example, some prices applied only to recent college grads, a restriction not prominently disclosed. The ads didn't tell prospective buyers without a freshly-inked sheepskin that they'd have to pay more. (The Cory Fairbanks complaint includes a similar charge that the company didn't clearly explain that the advertised discount or price had qualifications – for example,

that it was available only to prior Mazda owners.) What can other dealers take from the cases? Clearly disclose material restrictions and limitations.

5. Fine print footnotes and buried “disclaimers” are non-starters.

The FTC says ads for Jim Burke Nissan, Ross Nissan of El Monte, and Cory Fairbanks Mazda all included variations on a deceptive theme: fine print footnotes, unclear “disclaimers” that consumers had to scroll down to see, or other buried information that didn't meet the agency's “clear and conspicuous” standard. Advertisers often ask how big a disclosure has to be, but it's more than a matter of font size. A clear and conspicuous disclosure is one sufficient for consumers to actually notice, read, and understand it.

6. Give credit laws the credit they're due. The actions against all three dealers allege that they violated provisions of federal credit statutes. One common pothole: using certain “triggering terms” under the Consumer Leasing Act, Truth in Lending Act,

Reg Z, or Reg M without making required disclosures. For example, if you advertise monthly lease payments, that kicks in a requirement under the CLA that you disclose other facts about the transaction – like the total amount due at lease signing, whether a security deposit is required, and the number, amount, and timing of scheduled payments.

Also part of Operation Ruse Control: a law enforcement action against Florida-based Regency Financial Services and CEO Ivan Levy. According to the FTC, the company charged financially-strapped consumers upfront fees to negotiate changes to their car notes, but often didn't provide anything in return. A federal judge froze the defendants' assets and entered a Stipulated Preliminary Injunction. Litigation continues in that case.

Source: FTC.gov Operation Ruse Control: 6 tips if cars are up your alley.

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DMV News

cle, and having a registered gross weight in excess of 7,500 pounds but not in excess of 10,000 pounds. **"Truck"** means every motor vehicle designed to transport property on its own structure independent of any other vehicle and having a registered gross weight in excess of 7,500 pounds. "Truck" does not include any pickup or panel truck.

In addition to the Legislative mandates the following transaction will be added to the Online Dealer Vendor systems.

- Odometer reading exemption for trucks, tractors, and van trucks whose gross vehicle weight rating is more than 16,000 lbs. Once a vehicle is titled with this odometer exemption it is permanent and cannot

be changed.

For more information contact the Online Vehicle Programs work center at (804) 367-2715 prompt #1 or Jenna Westbrook at (804) 367-4323 or Jenna.Westbrook@dmv.virginia.gov.

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Upcoming Legislation

New Legislation beginning July 1, 2016 allows the purchaser of a motor vehicle, trailer, or semitrailer from an auto auction to operate such vehicle without a safety inspection from the auction to an official safety inspection station on the same day the purchaser removes the vehicle from the auto auction; if the inspection station is located between the auction and the purchaser's residence or place of business or within a five-mile radius of such residence or place of business. This legislation amends §46.2-1158.01 relating to exceptions to motor vehicle safety inspection requirements. The bill was introduced by delegate Ronald A. Villanueva of the Virginia General Assembly, House District 21 from Virginia Beach. As a reminder, § 46.2-1539 requires a safety inspection between the time the vehicle comes into the possession of the dealer and the time it is sold at retail. In the event the vehicle is found not to be in compliance with all safety inspection requirements, the dealer shall either take steps to bring it into compliance, or shall furnish any buyer intending it for use on the public highway a written disclosure, prior to sale, that the vehicle did not pass a safety inspection. The provisions of this section shall also apply to watercraft trailers and watercraft trailer dealers.

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, or in a classroom, or by passing a DMV test. Click [HERE](#) for more information and [HERE](#) to determine your recertification deadline. Please note that **Franchise** dealers are exempt from recertification. 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 via email at ann.majors@mvdv.virginia.gov

Salesperson Employment

During a field inspection, MVDB field staff may ask you to produce W-2 records for all your licensed salespersons. **SALESPERSONS MUST BE EMPLOYEES**

The Code of Virginia defines a salesperson as follows: “.. (i) any person who is hired as an employee by a motor vehicle dealer to sell or exchange motor vehicles and who receives or expects to receive a commission, fee, or any other consideration from the dealer; (ii) any person who supervises salespersons employed by a motor vehicle dealer, whether compensated by salary or by commission; (iii) any person, compensated by salary or commission by a motor vehicle dealer, who negotiates with or induces a customer to enter into a security agreement on behalf of a dealer; or (iv) any person who is licensed as a motor vehicle dealer and who sells or exchanges motor vehicles. For purposes of this section, any person who is an independent contractor as defined by the United States Internal Revenue Code shall be deemed not to be a motor vehicle salesperson.” Please be sure that anyone who performs any of the functions listed in the above definition is properly licensed. In addition, anyone licensed as a salesperson must be an employee of the dealership. Licensed salespersons may not be “independent contractors” and paid via IRS form “1099”. IRS form K-1 is used by members of an LLC to report their share of a Corporation's earnings (or loss). If a member of an LLC is also a licensed salesperson, then by definition, they are also an employee of the LLC and the LLC must issue that employee an IRS Form W-2 at the end of the tax year. Therefore, a member of an LLC who is also a licensed salesperson will receive both a “K-1” and a “W-2” at the end of the tax year and must complete a W-4 when their employment begins.

D-Tag Insurance Verification

According to VA Code §46.2-1547, and §46.2-1575 (18) Dealers are required to maintain liability insurance on each dealer tag issued to the Dealer. Dealers should contact their insurance company to ensure there is liability insurance coverage for each dealer plate currently issued to the Dealer. When conducting an inspection at the dealership, MVDB Field Representatives may request you provide proof of liability coverage to reflect the number of plates insured is covered.

Reminders...

Dealers advertising on Craigslist must advertise in the “dealer” section and NOT in the “owner” section of Craigslist. The advertisement must state the name of the dealership OR VA DLR. If you charge a processing fee, your processing fee must be disclosed in your Craigslist advertisement, and the amount must be the amount on file with the Board. Lastly, if your advertisement states a phone number, that phone number must be the phone number of the dealership that is on file with the Board. Click [HERE](#) for more information regarding Craigslist policies regarding posting Cars/Trucks for sale by Dealer.

Takata Corporation—Airbag Manufacturer Looks at Restructuring

Takata Corp. is considering a drastic review of its inflator division and the sale of non-core businesses -- its first restructuring steps since becoming embroiled in a global recall crisis over potentially deadly airbags.

The announcement came as the supplier booked its third annual loss in four years on an increase in recall costs. It forecast a return to profit this financial year but said recall costs had not been factored in as the root cause of the defect has not been determined. The question of just how much Takata will have to pay in recall costs has been hanging heavily over the firm, with management saying that can only be worked out when there is clarity on the root cause of the problem.

The company's woes only worsened last week with U.S. transport authorities announcing

a recall of up to 40 million more of the company's air bags, on top of the more than 50 million that have already been recalled globally.

If Takata was found to be solely responsible for the problem, it could face a bill of more than \$9 billion in recall costs, based on a rough calculation that each replacement kit costs around \$100. It also faces U.S. lawsuits.

Analysts are also watching developments when Takata will issue a notice in the United States to remove 14 million inflators - the first step in its latest recalls.

Up until now, automakers have launched what are called investigative recalls. If Takata issues a regular recall notice, that could be an indication that it will have to accept more responsibility, analysts say. *Source Reuters*

DID YOU KNOW ??

The U.S. auto industry recorded its biggest monthly sales drop in nearly six years in May as most automakers posted declines amid plunging demand for passenger cars.

May volume fell 6.1 percent to 1.5 million vehicles. A 2.4 percent rise in truck sales, fueled by cheaper gasoline, failed to offset a 16 percent drop for cars.

Still, the seasonally adjusted annual sales rate came in at 17.46 million, on par with last year's U.S. record unit tally of 17.47 million vehicles, and average incentives per vehicle rose 7.1 percent to \$3,034 in May compared with May 2015. J.D. Power and associates still predict a record forecast for all of 2016 of about 17.8 million vehicle sales.

Source: Automotive News, and Forbes

Google won an important early victory in February when the National Highway Traffic Safety Administration ruled that the artificial intelligence system piloting a self-driving car could be considered the driver under federal law. That paves the way for regulators to make subsequent rulings that autonomous vehicles don't need steering wheels, brake pedals, accelerator pedals or other things that humans use to control motor vehicles. Google and four allies - Ford, Lyft, Uber and Volvo Cars -- said they were forming "the Self-Driving Coalition for Safer Streets." The group will push for "one clear set of federal standards" for autonomous vehicles and try to build support for the technology among businesses and local governments. The coalition's public face will be David Strickland - the former head of NHTSA.

NHTSA has promised to issue driverless-car guidelines by July. The agency held a public meeting in April at Stanford University in California to gather public input.

Source: Automotive News

Board Actions

Dealer Practices

Auto Bank II and Afshin Moalem. On March 4, 2016, an informal fact-finding conference was conducted to address the alleged violations of license required, failure to maintain dealer record, prohibited solicitation and compensation, safety inspection of vehicles required, misuse of PoD tags, PoD temporary plates, acts of officers, material misstatement, and deceptive acts and practices. At the May Board meeting, based on the information provided at the conference, the Board assessed a civil penalty of \$8,000 with a reduction of \$250 should he provide proof of taking the Dealer Operator course and a satisfactory inspection by November 9, 2016.

Ray's Auto Recovery Sales Rental, LLC and Raymond A. Wilborne. On April 15, 2016, an informal fact-finding conference was conducted to address the alleged violation of having been convicted of any criminal act involving the business of selling vehicles. At the May Board meeting, based on the information provided at the conference, the Board requires Ray's Auto Recovery Sales Rental to have a satisfactory inspection.

Robert Garten Automotives, LLC and Robert C. Garten. On March 29, 2016, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer record, consignment contracts, misuse of transport plates, transport plates record of usage, acts of officers, failure to comply with a written warning, and having been convicted of any criminal act involving the business of selling vehicles. At the May Board meeting, based on the information provided at the conference, the Board assessed a civil penalty of \$7,000.

Speedhunters Automotive Group, Inc. and Antonio Jimenez. On April 18, 2016, an informal fact-finding conference was conducted to address the alleged violations of location to be specified, dealer records, acts of officers, advertising; untrue, misleading or deceptive and failure to disclose processing fee. At the May Board meeting, based on the information provided at the conference, the Board assessed a \$500 civil penalty, and a satisfactory inspection by November 9, 2016.

Nash's Auto Sales, LLC and Rolando Nash. Historical overview leading up to the formal hearing: On August 18, 2015, an informal fact-finding conference was conducted to address the alleged violations of dealer records, failure to provide proof of W-2, safety inspection of vehicles required, failure to provide title within 30 days, failure to provide proof of liability insurance on D-tags, misuse of D-tags, acts of officers and salespersons, and failure to comply with previous warnings, deceptive acts and practices, open titles, and failure to pay fees to DMV within 30 days. On September 14, 2015, and based on the information provided at the informal fact-finding conference, the Board assessed a civil penalty of \$10,000 against Nash's Auto Sales, LLC and Rolando Nash and revocation of all licenses and certificates issued by the Board to Nash's Auto Sales, LLC and Rolando Nash. On October 26, 2015 Mr. Nash appealed the Board's decision and requested a formal hearing. On December 10, 2015 a formal hearing was conducted to address the above alleged violations. At the may Board meeting, based on the information provided at the formal hearing, the Board assessed a \$10,000 civil penalty, and revocation of the dealership licenses and certificates, and Mr. Nash's dealer-operator qualification. Mr. Nash keeps his salesperson qualification.

Del Malc Motors, Inc., and Rehailiah Booth. Paid a \$250 civil penalty for failure to maintain posted business hours.

Easter's Inc., and Bobby W. Easter. Paid A \$750 Civil Penalty for failure to maintain posted business hours.

All Cars, and Rex L. Harper. Paid a \$500 civil penalty for failure to provide proof of salespersons being paid on a W-2.

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Board Actions

United Auto Outlet, and Ramon Hernandez, and Samir Samadov. Paid a \$4,000 civil penalty for failure to have liability insurance on five D-tags

World Class Automotive Group, and Ray Price. Paid a \$2,000 civil penalty for failure to have liability insurance on four D-tags.

Tesla Motors, Inc., and Cody Arnett. Paid a \$500 civil penalty for performing sales activities and test drives from an unlicensed location without first obtaining a temporary supplemental license.

Licensing

Robert D. Minnix, Salesperson. On February 9, 2016, an informal fact-finding conference was conducted to address the alleged violations of material misstatement, deceptive acts and practices, and having been convicted of any criminal act involving the sale of an automobile. At the May Board meeting, based on the information provided at the conference, the Board assessed a civil penalty of \$500 and he be required to take the Salesperson Test by August 9, 2016.

David W. Hall, Country Motor Sales. On March 10, 2016, an informal fact-finding conference was conducted to address the alleged violations of VA Code Sections material misstatement, having been convicted of any criminal act involving the business of selling vehicles. At the May Board meeting, based on the information provided at the conference, the Board assessed a civil penalty of \$250 and a satisfactory inspection by July 9, 2016.

Edward Riley, Salesperson. On March 21, 2016, an informal fact-finding conference was conducted to address the alleged violations of having material misstatements on application. At the May Board meeting, based on the information provided at the conference, the Board assessed a civil penalty of \$250 and denial of his salesperson application.

John V. Ducote, Salesperson. On March 15, 2016, an informal fact-finding conference was conducted to address the alleged violations of having material misstatements on application, defrauding any buyer to the buyer's damage, and having been convicted of any fraudulent act in connection of the business of selling vehicles. At the May Board meeting, based on the information provided at the conference, the Board assessed a \$250 civil penalty.

Scottie L. Austin, Sales Applicant. On March 22, 2016, an informal fact-finding conference was conducted to address the alleged violations of having engaged in deceptive acts or practices, and having been convicted of a felony. At the May Board meeting, based on the information provided at the conference, the Board granted Mr. Austin a salesperson's license request. The Board also requires that Mr. Austin submit an affidavit to the board prior to transferring his sales license, and future employers will also submit an affidavit to the Board acknowledging their awareness of Mr. Austin's felony convictions.

Tyler A. Webb, Sales Applicant. Paid a \$250 civil penalty for material misstatement on an application, and having been convicted of a felony, his sales license was approved.

Advertising

National Motors Dealer, Inc. and Amin Barek and Lida Barekzi. On March 1, 2016, an informal fact-finding conference was conducted to address the alleged violations of failure to disclose the name of dealership, acts of officers, misleading advertising, and failure to disclose the processing fee. At the May Board

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Board Actions

meeting, based on the information provided at the conference, the Board assessed a \$250 civil penalty.

Coastline Automotive, LLC and William M. Ward. On March 13, 2016, an informal fact-finding conference was conducted to address the alleged violations of failure to disclose as a dealer or VaDLR on Craigslist, acts of officers, misleading advertising, and failure to disclose the processing fee. At the May Board meeting, based on the information provided at the conference, the Board assessed a civil penalty of \$1,250.

Martin Riley Auto Outlet, and David MacLaury. Paid a \$250 civil penalty for advertising for advertng on Craigslist in the “For Sale By Owner” section instead of the Dealer section (Cars/Trucks by Dealer).

B & B Auto Group, and Joseph Brooks. Assessed a \$750 civil penalty for failing to disclose processing fee, for advertng on Craigslist in the “For Sale By Owner” section instead of the Dealer section (Cars/Trucks by Dealer). Dealer went out of business and did not pay civil penalty; therefore the civil penalty will be placed in Debt Set-Off.

Expressway Auto, LLC, and Daoud Anwan. Paid a \$750 civil penalty for failing to disclose processing fee, and advertising for advertng on Craigslist in the “For Sale By Owner” section instead of the Dealer section (Cars/Trucks by Dealer) .

Radley Cadillac, and Vincent Radley. Paid a \$500 civil penalty for failing to disclose processing fee, and advertising for advertng on Craigslist in the “For Sale By Owner” section instead of the Dealer section (Cars/Trucks by Dealer).

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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Get Organized

As a reminder, many dealer licensing forms were revised or obsolete effective July 1, 2015. Both MVDB and DMV have been working on a comprehensive review of the more highly used dealer forms with the goal of making all of these available on our website

www.mvdb.virginia.gov or www.dmvnow.com for easier use. Forms have been revised to reflect more current information MVDB

requires for efficient processing. Again we **strongly encourage you to destroy all old form versions and not submit to MVDB as they may delay processing.** MVDB will be sending informational emails to dealers who submit outdated or obsolete forms. These emails should help dealers get organized by identifying and destroying their use and inventory of outdated forms. For your convenience, click

[HERE](#) for a chart of all the Dealer form updates, and click [HERE](#) for a complete listing of forms. For your convenience, forms will be available on our agency website to complete and print. This is the easiest way to print and store only the inventory you need. For more information, contact dboard@mvdb.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
2016		
Jun 07-08	Germanna Fredericksburg	Registration 540-937-2913 www.germanna.edu/workforce
Jun 21-22	Danville Community College	Donna Agee 434-797-6437 www.dcc.vccs.edu/workforce
Jul 12-13	Northern VA in Reston	Clair Wynn 703-450-2551 www.nvcc.edu/loudoun/continuing
Jul 26-27	Virginia Western in Daleville	Registration 540-966-3984 www.virginiawestern.edu
Aug 09-10	Tidewater Community College Suffolk	Registration 757-822-1234
Sep 13-14	Lord Fairfax Community College in Warrenton	Registration 540-351-1524
Sep 20-21	J Sargeant Reynolds in Hen- rico/Richmond/Parham Rd	Sandy Jones 804-523-2293
Oct 11-12	Northern Virginia in Reston	Claire Wynn 703-450-2551
Nov 01-02	Blue Ridge Community College in Weyers Cave	Registration 540-453-2215

Auction Sales in 2015

Last year was a robust one for the auto-auction business, both in vehicles sold and prices paid.

National Auto Auction Association member auctions sold 9.3 million vehicles in 2015, up 6.5 percent from 2014, the association's latest **annual survey** found. It was the fourth straight year of increase, following four years of declines.

Prices paid for those sold vehicles totaled \$90.6 billion in 2015, up 10.8 percent from 2014's \$81.8 billion. The 2015 total topped the prerecession record of \$90.5 billion set in 2007.

A total of 16.6 million vehicles were offered to buyers at NAAA member auctions, up 5.7 percent, and 55.9 percent of those were sold, up from 55.5 percent in 2014.

NAAA member auctions saw the average price per vehicle increase from 2014, albeit slightly, to \$9,748



in 2015, up from \$9,368.

"The survey results show the strength and depth of a mature industry that has demonstrated its resiliency," said NAAA CEO Frank Hackett in a statement.

Here's a breakdown of where the vehicles sold at NAAA member auctions came from.

- Dealer consignment vehicles: 57.1 percent, down from 58.2 percent in 2014.
- Finance and fleet (lease, fleet, repossessions): 35.1 percent, down from 35.3 percent in 2014.
- Manufacturer (factory) vehicles: 6.9 percent, up from 5.8 percent in 2014.
- Other: 0.9 percent, up from 0.7 percent in 2014.

CliftonLarsonAllen of Arlington, Va., conducted the survey, which had responses from 255 of the 334 NAAA North American member auctions. *Source: NAAA*

What's Wrong With This Picture?



§46.2-1533 states in part that each motor vehicle dealer shall be open for business a minimum of 20 hours per week, at least 10 of which shall be between the hours of 9:00 a.m. and 5:00 p.m. Monday through Friday. Since this dealership is only open for business 10 hours per week total, this dealership is not in compliance with the 20 hour per week minimum hours requirement.

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; while providing a high level of customer service for the automotive consumer and dealer community.

Owen Ford Gives Gift of Car



Trenika Stringfield's road to recovery became a little easier to navigate. The Waverly woman who lost her 2 year old son, her boyfriend, her brother, and most of her material possessions, when a tornado hit her mobile home in February, went to Jarratt thinking she was going to meet a man about a free laptop. She got a free car instead.

A group which included Stringfield's father, leaders of a local civic organization, Owen Ford in Jarratt, VA, and the husband of state Del. Roslyn C. Tyler, D-Sussex, got together and orchestrated the gift. The Buick, a low-mile recent trade-in, was a gift from Alton Owen and his sister Ann Dix, who co-own Owen Ford, the dealership their father opened 52 years ago. The car came with a year's worth of service, another gift from Owen Ford, and six months' worth of insurance, a gift from Antioch Baptist Church in Emporia. "You won't have anything to worry about for a year," Alton Owen said. "You just need to study and get your degree." The car allows Stringfield, 30, to get to John Tyler Community College, where she is a nursing student. *Source, Richmond Times Dispatch.*