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**MOTOR VEHICLE DEALER BOARD**



**MVDB Fee Chart Schedule**

We have published an updated MVDB Fee Chart on our website. Under the “What’s Hot” section. This chart will help Dealers and salespersons calculate the correct fees when including payment with initial applications, renewals, salesperson licenses or transfers. Our goal is to reduce everyone’s time and costs associated with over and underpayments submitted to the Board. As always, please feel free to contact us at [dboard@mvdb.virginia.gov](mailto:dboard@mvdb.virginia.gov), or (804) 367-1100 x 1.

 <b>Motor Vehicle Dealer Board Fees (08/14)</b>			
The MVDB charges the following fees for the services it provides. All fees are due when the services are requested and are nonrefundable.			
Form	Services	Fee	2 Year fee
<u>DSD-7</u>	Sales License (See Page 2)	\$25	\$50
<u>MVDB-21</u>	Criminal History Background Request (If Dealer does not use ScreeningOne background service)	\$10	\$10
<u>DSD-7</u>	Sales License Transfer (See Page 2)	\$10	\$20
	Reprint for each license and certificate	\$10	N/A
	Reprint Dealer Plate Registration	\$2	N/A
<u>DSD-12</u>	Replace Dealer Decal (Reissue)	\$1 per decal	N/A
<u>DSD-12</u>	Replace Lost/Stolen Dealer Plate and Decal	\$10 per plate	N/A
	Dealer Certificate Renewal	\$200	\$400
<u>MVDB-22</u>	Permanent Supplemental Location	\$40	\$80
<u>MVDB-22</u>	Temporary Supplemental Location	\$40	N/A
<u>MVDB-22</u>	Temporary Supplemental Locations for Motor Cycle, Motor Home, and Trailer	\$20	N/A
	Transaction Recovery Fund (Added to Certificate Renewal Fee for first three (3) years only)	\$350	\$700
	Late Renewal up to 30 days past Dealer certificate expiration.	\$300	N/A
	For Each Late Sales Person Renewal up to 30 days past license expiration.	\$37.50	N/A
	Suspension Reinstatement fee	\$50	N/A

**Continental to Expand Manufacturing**

Governor Terry McAuliffe announced in August that Continental, a leading international automotive supplier, will invest approximately \$150 million to expand its operation in the City of Newport News. The investment will start up turbocharger production and

increase production of Continental’s gasoline high pressure injector, fuel rail and pump assembly lines. This is the first time Continental plans to produce turbochargers in the U.S. Virginia successfully competed against Mexico for the project,

which will create approximately 500 new jobs. Speaking about the announcement, **Governor McAuliffe said**, “Outcompeting other states and countries for high-tech manufacturing projects is key to building a new Virginia economy. Continental has been an



## Upcoming EVENTS

### BOARD MEETINGS

All Meetings are held at DMV Headquarters

2300 W. Broad Street, Room 702 Richmond, VA

Monday, November 10, 2014

Time: 9:00 a.m.

#### Dealer Practices Committee Meeting

Monday, November 10, 2014

Time: Immediately following Dealer Practices

#### Licensing Committee Meeting

Monday, November 10, 2014

Time: Immediately following Licensing

#### Advertising Committee Meeting

Monday, November 10, 2014

Time: Immediately following Advertising

#### Transaction Recovery Fund Committee Meeting

Monday, November 10, 2014

Time: 10:00 a.m.

#### Full Board Meeting

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

## Holiday Hours

### CLOSED:

Monday, October 13

Tuesday, November 11

Wednesday November 26 (12:00)

Thursday, November 27

Friday, November 28

*Don't forget to VOTE November 4, 2014 !!*

## Vehicle to Vehicle Communications Technology

**Catherine Howden**

[Public.Affairs@dot.gov](mailto:Public.Affairs@dot.gov)

Monday, August 18, 2014

### U.S. Department of Transportation Issues Advance Notice of Proposed Rulemaking to Begin Implementation of Vehicle-to-Vehicle Communication Technology

WASHINGTON – The U.S. Department of Transportation's (DOT) National Highway Traffic Safety Administration (NHTSA) today released an advance notice of proposed rulemaking (ANPRM) and a supporting comprehensive research report on vehicle-to-vehicle (V2V) communications technology. The report will include analysis of the Department's research findings in several key areas including technical feasibility, privacy and security, and preliminary estimates on costs and safety benefits, while the ANPRM seeks public input on these findings to support the Department's regulatory work to eventually require V2V devices in new light vehicles.

"Safety is our top priority, and V2V technology represents the next great advance in saving lives," said U.S. Transportation Secretary Anthony Foxx. "This technology could move us from helping people survive crashes to helping them avoid crashes altogether – saving lives, saving money and even saving fuel thanks to the widespread benefits it offers." The report includes preliminary estimates of safety benefits that show two safety applications - Left Turn Assist (LTA) and Intersection Movement Assist (IMA) – could prevent up to 592,000 crashes and save 1,083 lives saved

*cont'd on pg 4*

## Reminders...

Please complete and return your license renewals immediately upon receipt. Don't toss them to the side—possibly forgetting you need to renew your license! If dealers take the time to renew early, you avoid the last minute "rush"; ensuring you avoid late fees, and most importantly receive your D-tag decals before they expire. If you need further assistance regarding renewals, please email [dboard@mvdv.virginia.gov](mailto:dboard@mvdv.virginia.gov), or call 804-367-1100 x 1.

*cont'd from pg 1.*

## Continental

outstanding corporate partner to the City of Newport News for more than 40 years, and I am eager to help the company expand further to capitalize on Virginia's outstanding business climate, our world class workforce and the unrivaled access to global markets that Newport News offers through the Port of Virginia. We thank the company for this significant investment and the creation of hundreds of new jobs in Newport News."

Continental is one of the world's leading automotive suppliers. As a provider of brake systems; systems and components for powertrains and chassis; instrumentation; infotainment solutions; vehicle electronics; tires; and technical elastomers; Continental contributes to enhanced driving safety and global climate protection. Continental is also an expert partner in networked automobile communication.

"As one of Continental's global Lead Plants and Centers of Expertise for powertrain technology, the Newport News manufacturing facility is an essential part of our overall business strategy as we look to grow business here and leverage some of the region's best talent," said **Jeff Klei, President, Continental North America.** "Thanks to the generous support of state and local officials, we are pleased to make an investment that plans to introduce the assembly of turbochargers to North America and increase our overall

production of powertrain technologies in Newport News."

"We are delighted that Continental, an international powerhouse of innovation, has decided to expand its operation in Newport News," said

**McKinley L. Price, DDS, Mayor of the City of Newport**

**News.** "Continental's investment will serve to drive our regional workforce, just as the company's fuel injection systems propel the engines of its customers around the globe."



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

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## Reminders...

*ScreeningOne* is the vendor used by the Motor Vehicle Dealer Board to check the criminal history of new salesperson applicants. The Board has arranged with *ScreeningOne* to allow all Virginia Dealers to run the background check themselves thereby decreasing the time it takes for the Dealer Board to process a license application. To date, over 150 dealers have signed up directly with Screening One. Once you have signed up for this service, you can run a nationwide criminal background, sex offender, OFAC check, and for an additional \$1.00, a driving record check before you send the salesperson application to the Board. You may also use this service to check other prospective employees for your dealership. We will be able to view the criminal background check that you ordered and if there are no problems – we will proceed to license your new salesperson. Please be aware that if a dealer does their own background checks, the salesperson application must be in our office within 30 days, or another criminal history must be processed. It is free to sign up directly with Screening One, and if you sign up directly, it is only \$8.50 per background check, versus the MVDB fee of \$10.00. For additional information please contact Paul Craddock at *ScreeningOne* toll free at 888-327-6511; ext 109 or [pcraddock@ScreeningOne.com](mailto:pcraddock@ScreeningOne.com).

*cont'd from pg. 2*

## Vehicle to Vehicle Communication

per year. Put another way, V2V technology could help drivers avoid more than half of these types of crashes that would otherwise occur by providing advance warning. LTA warns drivers not to turn left in front of another vehicle traveling in the opposite direction and IMA warns them if it is not safe to enter an intersection due to a high probability of colliding with one or more vehicles. Additional applications could also help drivers avoid imminent danger through forward collision, blind spot, do not pass, and stop light/stop sign warnings.

The accompanying ANPRM will help DOT and NHTSA gather significant input from the public and stakeholders as NHTSA works to deliver a Notice of Proposed Rulemaking by 2016.

"By warning drivers of imminent danger, V2V technology has the potential to dramatically improve highway safety," said NHTSA Deputy Administrator David Friedman. "V2V technology is ready to move toward implementation and this report highlights the

work NHTSA and DOT are doing to bring this technology and its great safety benefits into the nation's light vehicle fleet."

V2V technology has the potential to be fused with existing vehicle safety features to further improve the effectiveness of many crash avoidance safety systems currently being developed and implemented in the vehicle fleet and serve as a building block for a driverless vehicle. Vehicles equipped with V2V technology could also enable the development of a wide range of mobility and environmental benefits based on vehicle-to-infrastructure applications and other V2V applications that can enhance traffic flow in many ways. V2V technology does not involve collecting or exchanging personal information or tracking drivers or their vehicles.

The information sent between vehicles does not identify those vehicles, but merely contains basic safety data. In fact, the system as contemplated contains several layers of security and privacy protection to ensure that vehicles can rely on messages sent from other vehicles.

## 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@mvdv.virginia.gov](mailto:ann.majors@mvdv.virginia.gov)

## Craigslist

Be aware that the Board is monitoring Craigslist and violating Dealers who do not post their advertisements in the "Dealer" category on Craigslist. Please remember the dealer advertising laws and regulations apply to all advertisements including those posted on Craigslist. As further clarification, Craigslist has offered Dealers a frequently asked questions (FAQ) page on their website. Click on this link, <http://www.craigslist.org/about/ctd> for additional information. Virginia Law requires that in all advertisements you must identify the name of the dealership or clearly state you are a Virginia dealer by including "VA DLR" in each advertisement. Each craigslist posting must include either the name of your dealership or "VA DLR" in the body of each posting. **Dealers using Craigslist MUST post their advertisements under the category "By Dealer Only", even when disclosing your dealership name in the advertisement.** If your dealership charges a processing fee, you **must include the processing fee dollar amount in your advertisement**, not just post "plus processing fee".

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## *Title Washing Plagues 800 Thousand Cars*

Title washing, a scam that attempts to hide problems with used cars, affects nearly 800,000 vehicles across the country, according to new research from Carfax. Con men looking to sell wrecked cars used to wash vehicle titles using chemicals like bleach. Now they have sophisticated equipment at their disposal to falsify a clean record by removing title brands like "salvage" or "flood." Since titling laws vary, the cars are often moved to other states before they are sold to unsuspecting buyers. Christopher Basso, a spokesman for Carfax, said the scam continues to fly under the radar among consumers. Title-washed automobiles are typically sold where a vehicle's history isn't readily available and in areas where consumers are primarily worried about price, he explained. Carfax noted that consumers in New Jersey, North Carolina, Mississippi, California and Georgia are most at risk, while every state has thousands of affected cars on the road. Nationwide, more than 500 title-washed cars are likely serving as taxis. The states with the most cases of title washing are states where flood damage occurs regularly, Basso said. Hurricane Sandy contributed to the recent uptick in title washing. Just this week, a used car dealership in New Jersey admitted to selling seven vehicles that were flooded during the storm. "There's a lot of money to be made, and con men can easily obtain the ability to get a clean title," Basso said. Carfax, whose parent company R.L. Polk was acquired last year by research firm IHS, provides car shoppers with vehicle history reports that detail past mechanical work. All motor vehicle departments in the U.S. and Canada report branded titles to Carfax. That information stays with the Carfax report even if the issue is washed off a title. In addition to obtaining a report from Carfax, Basso recommends that buyers take vehicles for a test drive and have a mechanic inspect it. "Normally the damage is severe in these cases. Mechanics can spot those cars," he said. Basso also said it's a red flag when the name of an individual selling a car doesn't match the name on the title.

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## *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).

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



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**.....That** Virginia's 2013 Top Most Stolen Cars Were:

- 1997 Honda Accord
- 2005 Ford Pickup (full size)
- 2012 Nissan Altima
- 2013 Toyota Camry
- 1998 Honda Civic
- 2000 Chevy Pickup (full size)
- 2002 Ford Explorer
- 1998 Jeep Cherokee/Grand Cherokee
- 2005 Toyota Corolla
- 2005 Dodge Caravan

Nationally, the top 10 were:  
Accord, Civic, Chevy full size pick up, Ford Full size pick up, Toyota Camry, Dodge Caravan, Dodge Full size pick up, Acura Integra, Nissan Altima, and Nissan Maxima. Overall, thefts were down 3.2%, the lowest since 1997.

# Board Actions

## Dealer Practices

**Mule Motor Machines and William W. Little.** In June of 2013, Board staff received a complaint that this dealership was selling vehicles from an unlicensed location in Augusta County (The Dealership is located in Staunton). The MVDB Field Representative attempted to visit the dealership at least six times over the next several months, and the dealership was not open. In July of 2013, the MVDB Field Representative talked to Mr. Little about the Augusta County location and was assured that vehicles would no longer be sold from that location. An educational/warning letter was issued by Board staff in August of 2013. In October of 2013, the MVDB Field Representative received a complaint that vehicles were once again displayed for sale at the Augusta County location which is owned by Mr. Little. Two attempts in April and one in March of 2014 to inspect the dealership were unsuccessful as the dealership was closed. As a result, on June 16, 2014, an informal fact-finding conference was conducted to address the alleged violations of Place of business-sales activity of the business is routinely conducted at licensed location; Failure to maintain business hours; and Failure to comply with a written warning or willful failure to comply. Based on the information provided at the conference, the Board assessed a civil penalty of \$450 and require a satisfactory inspection.

**Ultra Vision Motors, LLC and Anthony R. McDaniel.** In April of 2014, two attempts were made to inspect this dealership. The dealership was not open. On the second attempt an employee of the dealership was on-site, but the office was locked. The employee was using a D-tag on a vehicle but was not allowed under law to do so. In May of 2014 a random inspection was conducted. During the inspection, the MVDB Field representative found many crucial documents were missing from sale folders, including proof of safety inspection, the Federal Buyer's Guide and completed buyer's orders. In addition, it appeared that there was massive misuse of PoD/30 day temporary tags. The dealer had 608 tags printed and 18 Virginia retail sales. In addition, the Maryland Vehicle Authority reported problems with a Maryland dealership owned by Mr. McDaniel including Virginia PoD tags issued to vehicles sold from the Maryland dealership. As a result on July 24, 2014, an informal fact-finding conference was conducted to address the alleged violations of Dealer records; Buyer's Guide completely filled out signed and dated by buyer; Buyer's Order; Business hours; Temporary registration; D-tag insurance required; Transferable license plates; Acts of officers directors, partners, and salespersons; Material misstatement or omission in applications; Having used deceptive acts and practices; 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 \$17,000 and revoked all licenses and certificates issued by the Board to Ultra Vision and Mr. McDaniel.

**Star City Motors, Inc. and Kenneth W. Garnett.** An attempt was made to inspect this dealership on July 9, 2013. The dealership was locked and the MVDB Field Representative waited for 30 minutes before leaving. Board staff sent Mr. Garnett an educational/warning letter. In January of 2014, another attempt was made to inspect this dealership and again the dealership was not open. As a result, a violation letter and \$250 civil penalty was assessed. Mr. Garnett appealed this decision and requested that an informal fact-finding conference be convened. On May 14, 2014, the informal fact-finding conference was conducted to address the alleged violations of failure to maintain Business hours. Based on the information provided at the conference, the Board assessed a civil penalty of \$500, a satisfactory inspection, and successful completion of the Dealer-Operator course.

**Autoloox and Khashayar Zargham.** The MVDB received numerous consumer complaints related to not receiving a title; thus the MVDB Field Representative conducted a random inspection, which revealed missing Dealer documents as well as apparent misuse of 30 day tags. The results of this inspection lead to the Board staff convening an informal fact-finding conference on July 29, 2014, to address the alleged violations of

*cont'd on pg. 7*

# Board Actions

Dealer records; Temporary registration rights of Purchaser to return vehicle; POD Temporary tag records; Material misstatement or omission in application; Failure to comply with written warning, or willful failure to comply; Having been convicted of any criminal act involving the act of selling vehicles; 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 \$14,000 and revocation of all licenses, and certificates issued by the Board to Autoloox and Mr. Zargham.

**Thomas Auto Works and Clarence Thomas.** In 2010, due to Board action, this dealer was required to pay a civil penalty and attend the Dealer-Operator 2-day class for poor record keeping. An April 2014 random inspection revealed a number of problems including improper consignment arrangements, misuse of temporary transport tags, unlicensed salesperson; and poor record keeping. Out of at least 125 sales, records could only be found for 10 sales. In addition, no records related to safety inspections could be found. On June 3, 2014, an informal fact-finding conference was conducted to address the alleged violations of Dealer records; Consignment vehicles, contract; Prohibited solicitation and compensation; Dealer plates; Acts of officers, directors, partners, and salespersons; and Failure to comply. Based on the information provided at the conference, the Board assessed a civil penalty of \$3,000, require a satisfactory inspection, and Mr. Thomas must successfully complete the Dealer-Operator course.

**Lucky Auto Group and Bakhtiyar M. Kamardinov.** Paid a \$250 civil penalty for failure to maintain business hours.

**Select Autos and Wasim Warraich.** Paid a \$250 civil penalty for failure to maintain business hours.

**804 Auto Sales, LLC and Renae Shaw.** Paid a \$1,000 civil penalty for failure to insure all D-tags.

**KC Auto Gallery and Kerem Calem.** Paid a \$1,500 civil penalty for failure to insure all D-tags.

**Hillside Motors, Inc., and Mark A. McKim.** Paid a \$500 civil penalty for failure to insure all D-tags.

**Freedom Ford Lincoln, and Earl Wendell Barnette.** Paid a \$1,000 civil penalty for failing to provide proof of safety inspection prior to retail sale.

**Pearson Mazda, and Frank A. Pearson.** Paid a \$1,000 civil penalty for an unlicensed salesperson.

## Licensing

**Vincent C. Holley, Jr. (Salesperson applicant).** In March of 2012, Mr. Holly was granted a salespersons license provided that he and the dealership (Nissan of Newport News) notify the Board's Executive Director if he left this dealership. (Mr. Holly had been convicted of a felony for proposing sex over the internet to a person under the age of 15 but older than 7.) In July of 2012, Nissan of Newport News notified the Board's Executive Director that Mr. Holly was no longer employed by the dealership. Mr. Holly did not notify the Executive Director as agreed. In March of 2013, Mr. Holly applied for a salespersons license, which was denied per not notifying the Executive Director of his departure from Nissan of Newport News. Mr. Holly requested an informal fact-finding conference which was held on July 1, 2013. The hearing officer recommended that the application be denied and the Executive Director agreed. Mr. Holly applied again in May of 2014. Again, the application was denied. Mr. Holly appealed the Executive Director's decision and requested another informal fact-finding conference. On August 11, 2014, an informal fact-finding conference was conducted to address the alleged violations of

*cont'd on pg 8*

# Board Actions

Failure to comply with a written warning or willful failure to comply, Having used deceptive acts and practices, and Having been convicted of a felony. Based on the information provided at the conference, the Board approved Mr. Holley's application for a sales license and that he and his employer and all future employers must complete an affidavit before a license will be issued or transferred.

**Robert A Makulowich, Salesperson.** Assessed a \$1,174.79 civil penalty for material misstatement, and having been convicted of a felony. The civil penalty was not paid and has been placed in debt set-off.

## Advertising

**Rodriguez Motors, LLC and Marcos O. Rodriguez.** It was discovered that this dealer had posted cars for sale on Craigslist under "for sale by owner" (As opposed to "for sale by dealer"). In addition, he did not identify the fact that the cars were for sale by a dealer; did not include the processing fee, and listed a telephone number other than the telephone number of the dealership. The dealer was given the option of paying a \$1,000 civil penalty or participating in an informal conference. Mr. Rodriguez decided to participate in an informal fact-finding conference. On June 30, 2014, an informal fact-finding conference was conducted to address the alleged violations of Advertisements, Knowingly advertising, misleading or deceptive and Regulated advertising practices. Based on the information provided at the conference, the Board issued a warning letter.

**Koons Automotive, Inc. and John W. Koons, III.** Paid a \$1,000 civil penalty for failure to advertise in the "Dealer" section of Craigslist, truth in lending requirements, and failure to disclose the processing fee in a dollar amount.

**Lucky Line Motors, Inc., and Farhad Sayed Saidi.** Paid a \$750 civil penalty for failing to advertise in the "Dealer" section of Craigslist, and failure to disclose the processing fee in a dollar amount.

**Virginia Trader, LLC, and Henry Lee.** Paid a \$250 civil penalty for failing to advertise in the "Dealer" section of Craigslist.

**Hill City Hot Rods, LLC, and Charles Burks, Jr.** Paid a \$500 civil penalty for failing to advertise in the "Dealer" section of Craigslist, and failure to disclose the processing fee in a dollar amount.

**Imports For Less Auto, and Ivan A. Cadena.** Paid a \$2,000 civil penalty for failure to advertise in the "Dealer" section of Craigslist, advertise the dealership telephone number, misuse of the FTC trigger term "free", and failure to disclose the processing fee in a dollar amount.

**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>2014-2015</b>		
Oct 07-08, 2014	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, 2014	Northern Virginia Community College in Reston	Claire Wynn 703-450-2551 <a href="http://www.nvcc.edu/reston/continuing">www.nvcc.edu/reston/continuing</a>
Nov 04-05, 2014	Blue Ridge Community College in Weyers Cave	Registration 540-453-2215 <a href="http://www.brcc.edu">www.brcc.edu</a>
Nov 18-19, 2014	Germanna Community College in Fredericksburg	Kelly Bennett 540-937-2913 <a href="http://www.germanna.edu/workforce">www.germanna.edu/workforce</a>
Dec 09-10, 2014	Lord Fairfax Community College in Middletown	Registration 540-868-7021 <a href="http://www.lfccworkforce.com">www.lfccworkforce.com</a>
Jan 13-14, 2015	Germanna Community College in Fredericksburg	Kelly Bennett 540-937-2913 <a href="http://www.germanna.edu/workforce">www.germanna.edu/workforce</a>
Jan 27-28, 2015	Patrick Henry Community College in Martinsville	Registration 276-656-0260 <a href="http://www.ph.vccs.edu">www.ph.vccs.edu</a>
Feb 10-11, 2015	Paul D. Camp Community College in Suffolk	Renee Brown 757-569-6050 <a href="http://www.pdc.edu/workforce-development">www.pdc.edu/workforce-development</a>
Feb 24-25, 2015	Virginia Western Community College in Daleville	Registration 540-966-3984 <a href="http://www.viriniawestern.edu">www.viriniawestern.edu</a>
Mar 10-11, 2015	Northern Virginia Community College in Manassas	Registration 703-257-6634 <a href="http://www.nvcc.edu">www.nvcc.edu</a>
Mar 24-25, 2015	Thomas Nelson Community College in Hampton	Registration 757-825-2937 <a href="http://www.tncc.edu">www.tncc.edu</a>

## *USDT Unveils Free Online Search Tool for Recalls*

Every year, millions of vehicles are recalled in the United States due to safety defects or noncompliance with federal safety standards. To help car buyers, owners and renters know that their vehicles are safe, the U.S. Department of Transportation's National Highway Traffic Safety Administration (NHTSA) today unveiled a new, free, online search tool consumers can use to find out if a vehicle is directly impacted by a recall. The new tool is available on [www.safercar.gov/vinlookup](http://www.safercar.gov/vinlookup) and provides consumers with a quick and easy way to identify uncompleted recalls by entering their Vehicle Identification Number (VIN). All major light vehicle and motorcycle brands can be searched. U.S. Transportation Secretary Anthony Foxx said, "Starting today car owners, shoppers, and renters can find out if a specific vehicle has a safety defect that needs to be fixed – using our free online tool." Also effective today, under the new NHTSA mandate, all major light vehicle and motorcycle manufactur-

ers are required to provide VIN search capability for uncompleted recalls on their own websites. This data must be updated at least weekly. NHTSA's new VIN look-up tool directly relies on information from all major automakers, and regularly updated information from the automakers is critical to the efficacy of the search tool. Consumers can find their vehicle identification number by looking at the dashboard on the driver's side of the vehicle, or on the driver's side door on the door post where the door latches when it is closed. Determining whether there is a recall that consumers need to take action on is easy. After entering the VIN number into the field, results will appear if the consumer has an open recall on their vehicle, and if there are none, owners will see "No Open Recalls." "Just as every single automaker should never hesitate to recall a defective vehicle, consumers should never hesitate to get their recalled vehicle fixed," said NHTSA Deputy Administrator David Friedman. "By making individual VIN

searches readily available, we're providing another service to consumers – the peace of mind knowing that the vehicle they own, or that they are thinking of buying or renting, is free of safety defects." Today's announcement builds on NHTSA's current efforts to provide consumers with information to help them make informed decisions, including the New Car Assessment Program (NCAP) 5-Star Ratings System, [Recall envelope and Safercar mobile apps](#) which provide on-the-spot information on crash protection features, advanced safety features, and recalls on new vehicles and many older models. In addition, NHTSA is working with the National Automobile Dealers Association (NADA) to help ensure that franchise dealerships across the United States become aware of and understand how to use the new VIN search tool. View the [Consumer Recall and VIN Fact Sheet](#) View [NHTSA's dealer toolkit](#) Contact: Kathryn Henry, 202-366-9550, [Public.Affairs@dot.gov](mailto:Public.Affairs@dot.gov)

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



**It is unlawful to use a D-tag on vehicles or trailers used for pulling, towing, or hauling. This picture shows a truck using a D-Tag to pull a RV, which is illegal. For detailed information, please read VA code § 46.2-1550**

# MOTOR VEHICLE DEALER BOARD

MVDB

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[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.

## ***Gannett Completes Acquisition of Cars.com***

McLEAN, VA – Gannett Co., Inc. completed its previously announced acquisition of the remaining 73% interest in Classified Ventures LLC, which owns Cars.com, for \$1.8 billion.

With approximately 30 million monthly visits, Cars.com is a leading independent research site for car shoppers. Cars.com serves as the foundation for digital operations at many car dealerships across the country. Acquiring full ownership of Cars.com doubles Gannett's digital portfolio, and expands its leading position in local media and marketing services in the automotive sector – the largest and most important vertical for local marketing and advertising revenue.

Gracia Martore, president and chief executive officer, said, "We are thrilled to be the sole owner of Cars.com – a business that we know extremely well, and one with terrific growth characteristics. Since its inception in 1998, Cars.com has evolved from a business that simply supported the publishing markets of its owners into a strong, stand-alone digital business serving approximately 20,000 dealers and generating estimated pro forma 2014 revenue of approximately \$535 million. Additionally, from 2006 to 2013, Cars.com revenue grew at a compound annual growth rate (CAGR) of almost 20%, while EBITDA increased at a CAGR of almost 40% over the same period. Cars.com is a company with an outstanding product suite and a keen ability to listen to its customers and deliver innovations that set it apart – both of which have contributed to this tremendous growth."

Martore continued, "With full ownership of Cars.com, we will be able to drive even faster growth as marketers and advertisers continue to shift more of their spending toward digital solutions. This acquisition represents another pivotal step in our ongoing transformation, positioning us well for Gannett's planned separation into two publicly-traded companies, which is expected to be completed in mid-2015."

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