

2201 W. Broad Street
Suite 104
Richmond, Virginia 23220
Phone: (804) 367-1100
FAX: (804) 367-1053
Toll Free: (877) 270-0203 (Intra-State only)
E-mail: dboard@mvdv.virginia.gov
Website: www.mvdv.virginia.gov
Bruce Gould, Executive Director
Peggy Bailey, Office Manager
Frank McCormick, Field Rep. Supervisor

NOTE: We make every effort to ensure information in *Dealer Talk* is accurate, but it is not a substitute for legal advice.

Motor Vehicle Dealer Board 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.

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NEW DEALERS TO USE PoD BY MAY 1, 2010 EXISTING DEALERS MUST SWITCH BY MAY 1, 2011

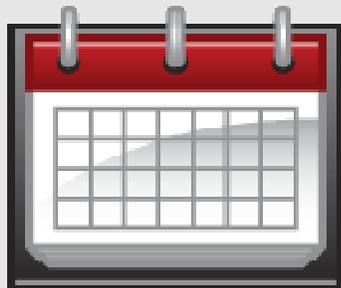
As of May 1, 2010, all newly licensed dealers or those obtaining a new certificate number will be required to use the new print on demand (PoD) temporary tag system to issue temporary registrations and temporary tags. On that date, the Department of Motor Vehicles (DMV) will stop issuing cardboard temporary tags to new automobile dealers.

All existing dealerships, whether licensed by DMV or the Virginia Motor Vehicle Dealer Board (MVDB), will be required to switch to the PoD temporary tags within 12 months. On May 1, 2011, all dealers will be required to use a PoD temporary tag system.

Dealers that have not switched to the PoD program by the deadline will not be permitted to issue temporary registrations or temporary tags. This change does not effect dealers that do not issue temporary tags.

The benefits of the PoD temporary tags are:

- No inventory to track
- No requirement to obtain DMV permission to purchase or issue subsequent sets
- No increase in cost
- Ability to inquire on a tag number and get owner name, address, vehicle description, as well as issue expiration dates
- Real-time update to DMV's records
- No need to order or stock temporary tags
- No unauthorized use of temporary tags
- Quality product tested in extreme weather conditions in Arizona, Florida and Montana
- Both regular and motorcycle sizes
- Ability to recall transactions
- Ability of dealership to display corporate logo



Calendar of Events

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

Monday, May 10, 2010
Time: 9:00 a.m.
Dealer Practices Committee Meeting

Monday, May 10, 2010
Time: Immediately following
Dealer Practices
Licensing Committee Meeting

Monday, May 10, 2010
Time: Immediately following
Licensing
Advertising Committee Meeting

Monday, May 10, 2010
Time: Immediately following
Advertising
Transaction Recovery Fund
Committee Meeting

Monday, May 10, 2010
Time: 10:00 a.m.
Full Board Meeting

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

NEW DEALERS TO USE PoD BY MAY 1, 2010 EXISTING DEALERS MUST SWITCH BY MAY 1, 2011

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PoD temporary tags are currently available in Virginia from three vendors. For more information about PoD service, contact:

Virginia Interactive
Sheri Wood
swood@virginiainteractive.org
(804) 786-1851
<https://www.pods.vi.virginia.gov>

triVIN
Mike Audette
maudette@trivininc.com
(860) 448-3177 ext. 4645

CVR
Scott O'Laughlin
solaughlin@cvrreg.com
(919) 753-8008

Dealers should begin depleting existing stock of cardboard temporary tags.

For more information about PoD temporary tags, visit www.dmv.virginia.gov/webdoc/commercial/dealer/pod_intro.asp or contact the Print on Demand Help Desk at (804) 367-1474 or podtemptag@dmv.virginia.gov.

NEW JOB MEASURE LETS DEALERS TRAIN NEW AUTO TECHS FOR FREE

How would you like \$2,000 to train your new entry-level auto technician? Well, that's the money available under the new jobs measure signed by the president. All you have to do is enroll a new technician in WANADA's NATEF certified technician training program to take advantage of this offer. When you participate, you get a promising technician, a fulltime productive employee; Training in one of the best NATEF certified training programs in the area and guaranteed success from us.

Better still, tuition for the first year of the two-year training program will essentially be free with the tax incentives provided by the Jobs Program. We have a number of high quality, pre-screened candidates available and will be adding more through the spring.

For more details on this federal jobs incentive and the WANADA NATEF certified technician training program contact Jake Kelderman or Bill Belew at 202-237-7200. For specifics on the WANADA/Automobile Dealer Education Institute (ADEI) training program visit <http://www.adei-programs.org/> Act now, training slots will fill quickly because of this government subsidy.

(Reprinted with Permission from WANADA.)

HOLIDAYS HOURS

In observance of the upcoming holidays, all state agencies, including the Dealer Board, will be closed on the following dates:

Friday
May 28, 2010
Statewide Furlough

Monday
May 31, 2010
MEMORIAL DAY



Monday
July 5, 2010
4th of July



BOARD ACTIONS

Charlie A. Absher and Absher Sales. (Informal fact Finding Conference.) In June of 2006, this dealer received an educational/warning letter for miss-using temporary transport tags. In February of 2008, Mr. Absher was cited for five unlicensed salespersons. Mr. Absher was given the option to pay a \$3,000 civil penalty or attend an informal fact finding conference. He paid the civil penalty. In February of 2009, Mr. Absher received a verbal warning for once again miss-using transport tags. Responding to a consumer complaint, the dealership was inspected and it appeared that he was in violation of numerous laws. The failed inspections coupled with the dealer's past history and the consumer complaint, lead to an informal fact-finding conference being convened on January 5, 2010. The conference addressed the alleged violation(s) of VA Code Sections 46.2-1529.1(A) (failure to disclose the Federal Buyer's Guide), 46.2-1532 (odometer disclosure), 46.2-1542 (failure to properly issue temporary tags), 46.2-1543 (failure to submit fees in transferring old license plates and registration number on another vehicle), 46.2-1559 (violation of record keeping for temporary tags), 46.2-1561 (failure to submit application for titles, plates and fees to DMV within 30 days) and 46.2-1575(2) (failure to comply subsequent to receipt of a written warning/willful failure to comply), (4) (Defrauding any retail buyer to the buyer's damage), (6) (having used deceptive acts or practices), and (14) (failure to submit to the DMV within 30 days from the date of sale, any application, tax or fee collected for DMV). Based on the information provided to the Board members, the Board voted to assess civil penalties totaling \$5,000 and to revoke all licenses and certificates issued by the Board to Mr. Absher.

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WATCH US ON THE WEB!

One of Governor McDonnell's priorities is to make government more transparent by providing easy access to government proceedings. Towards that end, the Department of Motor Vehicles has "wired" their large conference room to allow meetings held in this room to be broadcast live over the World Wide WEB.

This is the same meeting room the Motor Vehicle Dealer Board holds its every-other month meeting. With the help of DMV, the May 10, 2010 Board Meeting will be the first Commonwealth of Virginia Board or Commission meeting to be broadcast live over the WEB. If you would like to be part of this historic occasion and observe the Motor Vehicle Dealer Board in action, on May 10, 2010 at 9:00 in the morning go to www.dmvnow.com/events and tune-in.

BOARD ACTIONS

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John H. Almstead and Motorvation (Informal fact Finding Conference. Inspections by a MVDB field representative in July of 2008 and January of 2010, revealed multiple problems at this dealership. As a result, on February 22, 2010, an informal fact-finding conference was conducted to address the alleged violation(s) of VA Code Sections 46.2-1510 (failure to have an established place of business), 46.2-1510 (failure to obtain adequate office space with a minimum of 250 sq. feet), 46.2-1513 (failure to notify the Board in writing when a dealer-operator ceases to act as the dealer-operator), 46.2-1529 (failure to maintain all dealer records on the premises of the licensed location), 46.2-1532 (failure to maintain odometer statements), 46.2-1533 (failure to maintain business hours), 46.2-1548 (failure to maintain written records of dealer's license plates), 46.2-1559 (failure to maintain permanent record of all temporary plates), 46.2-1574 (failure to be responsible for the acts of the dealers salespersons) and 46.2-1575(1) (material misstatements), (2) (failure to comply subsequent to receipt of a written warning), (3) (failure to establish place of business), (12) leasing, renting, allowing the dealer's plate by persons not specifically authorized under this title and (18) (failure to maintain auto liability insurance for all dealer plates assigned. Based on the information provided to the Board members, the Board voted to assess civil penalties totaling \$2,000 and to suspend all licenses and certificates issued by the Board to Mr. Almstead until such time he had a satisfactory inspection. The Board also voted to require that Mr. Almstead successfully complete the dealer-operator course by June 6, 2010. Failure to do so will result in the immediate suspension of all licenses and certificates issued by the Board to Mr. Almstead.

Dealer-Operator Course

The Virginia Community College System and the Virginia Independent Automobile Dealers Association (VIADA) have teamed up to present a two-day Dealer-Operator course. The following is a list of up-coming classes. The list is regularly updated on our WEB site at <http://www.mvdb.virginia.gov/licensingprocess.htm>.

IMPORTANT NOTICE TO ALL PROSPECTIVE DEALERS

The dealer-operator of any new independent motor vehicle dealership is required to successfully complete a course of study before they will be allowed to take the independent dealer-operator qualification test at any DMV Customer Service Center. "Grandfathered" dealer-operators, title clerks and salespersons are encouraged to take the course as well.

Course Schedule

2010

April 6 & 7 - Blue Ridge Community College, Weyers Cave

Contact: Lisa or Sandy; 540-453-2215; www.brcc.edu

April 20 & 21 - Virginia Western Community College, Roanoke

Contact: Tina Trudeau; 540-857-6676; www.virginiawestern.edu

May 4 & 5 – Thomas Nelson Community College, Hampton

Contact: WTCE Customer Service; 757-825-2937; www.tncc.edu

May 19 & 19 - Germanna Community College, Fredericksburg

Contact: Susan Brown; 540-891-3012; www.gcc.vccs.edu/workforce

June 8 & 9 - Danville Community College, Danville

Contact: Melissa Cross; 434-797-6437; www.dcc.vccs.edu/workforce

June 22 & 23 – Northern Virginia Community College, Reston

Contact: Claire Wynn; 703-450-2551; www.nvcc.edu/loudoun/continuing

July 6 & 7 - Patrick Henry Community College, Martinsville Campus

Contact: Registration; 276-656-0260; www.ph.vccs.edu

July 20 & 21 - Lord Fairfax Community College, Middletown

Contact: Registration; 540-868-7021; www.lfccworkforce.com

August 3 & 4 - Virginia Western Community College, Roanoke

Contact: Tina Trudeau; 540-767-6131; www.virginiawestern.edu

August 17 & 18 - Blue Ridge Community College, Weyers Cave

Contact: Lisa or Sandy; 540-453-2215; www.brcc.edu

Registration materials and information are available from each of the Community Colleges' WEB site or by calling the individual college.

The cost is \$325 if you register at least two weeks prior to the date of the course. The fee is \$375 after that date.