

NATIONAL ASSOCIATION OF MOTOR VEHICLE
BOARDS & COMMISSIONS

**Winter Workshop January 30-31, 2005
New Orleans, Louisiana**

MINUTES

January 30, 2005

CALL TO ORDER AND WELCOME ATTENDEES

Bruce Gould, President of NAMVBC and Executive Director of the Virginia Motor Vehicle Board, opened the meeting and welcomed the attendees to the 2005 Winter Workshop.

ROLL CALL

The President asked for a Roll Call of members and recognition of other attendees. The Secretary called the roll, and it was determined that a quorum was present. A list of those present, and their membership status, is attached to these minutes.

President Gould announced that **T. Rex Green**, Dealer Licensing Administrator of the Idaho Division of Motor Vehicles and a long time member of NAMVBC, is retiring.

It was announced that the NAMVBC Fall Workshop will be held in San Diego in late September or early October 2005.

TREASURER'S REPORT

Tom Novi, NAMVBC Treasurer, presented the Financial Report dated December 31, 2004. Motion made by Bruce Gould, seconded by T. Rex Green to approve the report as submitted. Motion carried.

DISCUSSION OF FUTURE PLANS AND DIRECTION FOR NAMVBC

Two items were discussed:

1. The topic which was brought up at NAMVBC's previous meeting of a possible relationship with AAMVA was revisited. After some discussion, it was agreed that the missions of the two organizations are different, and therefore should remain as separate organizations, and that NAMVCB should continue having its own workshops.
2. Many members expressed satisfaction with email correspondence among the membership regarding topics and/or questions of interest. All were encouraged to make sure that the email addresses on NAMVBC's website stay current, so that this means of communication can be most effective.

PRESENTATIONS

1. **TOM NOVI**, *Executive Director, California New Motor Vehicle Board*

Dealer Diversity

Mr. Novi presented an overview of the California New Motor Vehicle Board's special meeting which was held November 4, 2004 on the subject of Dealer Diversity. Participants included manufacturer representatives and several minority dealers. Some of the issues raised were: minority dealers in publicly held dealerships; nationwide percentage of minority owned dealership at 6% vs a goal of 15%; the tendency of minority held dealerships selling out more quickly than others; and the factory's right of first refusal. It was noted that many of the manufacturers have shifted to a policy of developing new dealers better prior to putting them in a store, rather than trying to develop them on-the-job. Finally, it was pointed out that most dealerships in culturally diverse area have many employees who reflect the culture and ethnicity of the area, even if the dealership may not be minority owned.

2. **KURT REYNOLDS & CHRIS COSTELLO**, *Jim Moran & Associates*

F&I Programs and Legal Compliance

Jim Moran & Associates is one of the leading F&I training companies to dealerships nationwide. They have been in business over 25 years, with currently about 600 associates of which 300 are in the field. Their presentation included major topics of compliance, which F&I personnel must be made aware when dealing with a customer. They included spot delivery forms, Regs Z and M, selling add-ons from "menu pricing", quoting payments accurately, clearly disclosing which items are "optional", arbitration agreements, how to regularly audit deals, and F&I certification. They pointed out that since many dealer complaint problems occur in the F&I process, it is vitally important for these personnel to be trained correctly and thoroughly.

ROUNDTABLE DISCUSSION REGARDING LICENSING AND REGULATION ISSUES

Rex Green, Dealer Licensing Administrator of the Idaho Division of Motor Vehicles, brought up Idaho's continuing education requirement for all independent dealers as a part of the license renewal process. He further reported that Idaho has two proposed bills, one requiring all dealers to have liability insurance, and the other allow curbstoners' cars to be impounded and sold.

Eagle Day, Executive Director of the Mississippi Motor Vehicle Commission, reported that MS now requires "itinerant" sales personnel to be licensed at each dealership. These are contract sales promotion people who periodically run a weekend sales campaign for a dealership.

Dan DeVoe, Administrator at the Washington State Department of Licensing, announced that he was very new to his position, and is grateful for the opportunity to interact with NAMVBC attendees.

Dave Garnett, Executive Director of the Kentucky Motor Vehicle Commission, reported that the Mobility Equipment Dealers Association is working on trying to set standards.

Bill Jackson, Executive Director of the Nebraska Motor Vehicle Industry Board, reported that his office has stepped up enforcement of advertising violators by calling many before the Board and imposing fines.

Lessie House, Executive Director of the Louisiana Motor Vehicle Commission, informed the group that the Louisiana legislature is considering a total re-write of the LMVC law.

Ron Reynolds, Florida Administrator of Dealer Licensing, spoke about ongoing problems regarding small scooters.

David Brunke, Director of Consumer Affairs of the Texas Motor Vehicle Division, reported that they are hoping to get a clear definition of a “scooter” in order to more adequately address issues specific to them. In addition he mentioned that there is a proposed bill sponsored by the Family Motor Coach Association which would allow out-of-state RV dealers at FMCA Rallies in the state. Thirdly, Texas has adopted a Rule which limits the number of D-Tags issued. Finally, he reported that they are upgrading their website to do applications online.

Bruce Gould, Executive Director of the Virginia Motor Vehicle Dealer Board, reported that there are 15 different bills introduced related to scooters and mopeds. Secondly, there is a proposed bill requiring mandatory education for first time dealers. Finally, he discussed the issue of charitable organizations accepting donated vehicles and then re-selling them, making the organization an “unlicensed dealer”. Ron Reynolds of Florida mentioned that FL requires the organization to be licensed as dealers.

January 31, 2005

CALL TO ORDER AND WELCOME ATTENDEES

Bruce Gould, President of NAMVBC and Executive Director of the Virginia Motor Vehicle Board, opened the meeting and welcomed members and guests to the 2005 Annual Breakfast Meeting. He recognized and thanked Mannheim Auto Auctions for sponsoring the breakfast.

Dave Garnett, Executive Director of the Kentucky Motor Vehicle Commission, introduced the guest speaker for the morning, **Jack Kain**, a dealer from Versailles, Kentucky, and Chairman of NADA. Mr. Kain spoke about issues facing dealers in the marketplace. He expressed appreciation for state government agencies, such as the ones represented by NAMVBC members, for helping to keep the balance between consumer, dealer, and manufacturer interests.

ADJOURNMENT

The meeting was adjourned at approximately 10:30 am.

Respectfully Submitted,

Roy Dockum, Secretary

ATTENDEES - NAMVBC CONFERENCE - NEW ORLEANS, LA - JANUARY 30-31, 2005

NAME	ORGANIZATION	FULL MEMBER	ASSOC. MEMBER	E-Mail Address
Brunke, L. David	Texas Motor Vehicle Board	X		lbrunke@dot.state.us
Gould, Bruce	Motor Vehicle Dealer Board of Virginia	X		bruce.gould@mvdv.virginia.gov
House, Lessie	Louisiana Motor Vehicle Commission	X		lahouse@lmvc.state.la.us
Gunter, Ginger	Louisiana Motor Vehicle Commission			gagunter@lmvc.state.la.us
Laviolette, Mike	Louisiana Motor Vehicle Commission			
Guidry, Alicia	Louisiana Motor Vehicle Commission			
Novi, Tom	California New Motor Vehicle Board	X		tnovi@pacbell.net
Dockum, Roy K.	Oklahoma Motor Vehicle Commission	X		roy.dockum@omvc.state.ok.us
Jackson, William S.	Nebraska Motor Vehicle Industry Licensing Board	X		wjackson@mail.state.ne.us
Garnett, David	Kentucky Motor Vehicle Commission	X		david.garnett@ky.gov
Reynolds, Ron	Florida Division of Motor Vehicles	X		reynolds.ron@hsmv.state.fl.us
Green, Rex	Idaho Transportation Dept., Division of Motor Vehicles	X		rex.green@itd.idaho.gov
Devoe, Dan	Washington Licensing Dealer/Manufacturer Svs	X		ddevoe@dol.wa.gov
Day, Eagle	Mississippi Motor Vehicle Commission	X		day@mmvc.state.ms.us
Stepter, Chuck	Attorney, Fishback Law Firm			csepter@fishbacklaw.com
Landers, Jay	Recreational Vehicle Industry Association		X	jlanders@rvia.org
Richardson, Brett	Recreational Vehicle Dealers Association			brichardson@rvda.org
McBryde, Rob	eBay Motors			rmcbryde@ebay.com
Dudman, Matthew	Copart, Inc.		X	
Rider, Stephen	McGlinchey, Stafford PLLC			
Simonson, Eric	McGlinchey, Stafford PLLC			