



News FROM IIADA

3/4/2020

Administrative Office.

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Auction News

Dealer's Choice AA
www.dcaa.com

Plaza Auto Auction
www.plazaaa.com

Tri-State AA – Cuba City
www.tsaaonline.com

Manheim Omaha AA
www.manheim.com

Adesa Des Moines
www.adesa.com

Manheim-Minneapolis-MAA
www.manheim.com

Manheim Northstar
www.manheim.com

Des Moines Auto Auction
www.dsmaa.com

SUPPORT FOR THE
MIDWEST AUTO
AUCTIONS IS VERY MUCH
APPRECIATED

IIADA RELOCATES ADMINISTRATIVE OFFICE

IIADA Administrative Office Relocated

On January 6th, 2020 the IIADA Administrative Office relocated to West Branch, Iowa. Todd Thein, IIADA Executive Director, will conduct all association business from the office in West Branch, Iowa.

Contact information:

Phone: Office (319) 643-5403, Cell (319) 521-7333.

E-Mail: iiada2@netins.net

Mailing Address: P.O. Box 356, West Branch, Iowa 52358

IIADA will maintain the phone (641) 755-4177 and the E-mail iiada@netins.net

Attorney General Consumer Protection Division is taking action on Buyers Guide in Iowa and that the Attorney General's office is making this issue a priority.

The DOT has reported to our office an increase in dealerships failing to display Buyer's Guides on vehicles being offered for sale. We discovered that El Amigo Auto Sales failed to display Buyer's Guides on twelve vehicles being offered for sale. El Amigo Auto Sales agreed to pay \$6,000 (\$500 for each vehicle) as a settlement payment and agreed to comply with Iowa and Federal law moving forward. The Attorney General's office is also currently investigating one other dealership and will be talking with that dealership soon. This is a friendly reminder to check your vehicles, to make sure you are meeting the FTC regulations for displaying the buyer's guides, and to remind you that the Iowa Department of Transportation along with the Attorney General Consumer Protection Division can enforce penalties for all violations and determine the amount fined.

EFFECTIVE JANUARY 1, 2020 the County Treasurer's Office will require customers to provide a bill of sale when transferring titles to motor vehicles between private parties.

A bill of sale or purchase agreement is already required for vehicles purchased from a dealership. The Iowa State County Treasurer's Association in conjunction with the Iowa Department of Revenue aim to substantiate vehicle purchase prices, which have a direct impact on the fees that are remitted to the State's Road Use Tax Fund. Cedar County will join other counties by requiring a bill of sale effective January 1, 2020 pursuant to section 321.13 of the Iowa Code. The Bill of Sale should include the seller's name, make of the vehicle, and year of the vehicle, Vehicle Identification Number (VIN), buyer's name, date of sale, purchase price, and signature of seller. A Bill of Sale form will be available online at www.cedarcounty.org/offices/treasurer/treasurerforms.htm or in our office. For more information please visit your counties web site or contact your county Treasurer.



Auction News

Adesa – Sioux Falls
www.adesa.com.

Manheim Kansas City
www.manheim.com

Greater Rockford AA
www.graa.net

Quad City Auto Auction
www.qcaa.com

Lincoln Auto Auction
www.lincolnautoauction.com

IIADA EVENTS:
2020 Annual Meeting
TBA - 2020

NIADA EVENTS:
June 15-18, 2020
NIADA Convention
Las Vegas – MGM Grand

KEEP US INFORMED
DON'T FORGET TO LET
IIADA KNOW IF YOUR
E-MAIL, ADDRESS OR
PHONE NUMBER CHANGES

Legislation

SF 436 – Salvage Brand and Damage Disclosure

After resisting since session start, IIADA lost a skirmish to the Insurance Industry and Collision Repair Association as the Salvage and Damage Disclosure bill narrowly passed the House Transportation committee on a party line vote of 11 to 10. Representative David Sieck of Glenwood, voting for the bill to move out of committee, commented that the legislation was still flawed and that unless changes were made he would vote no on the floor. The bill will now be placed on the House debate calendar. It is the IIADA position that the bill which moves the total loss calculation from 50% to 70% of fair market value for salvage branding should be amended to protect current law requiring disclosure of damage at 50% so that dealers and consumers have awareness to potential material defects to safety systems. The amendment was also resisted and defeated on a party line vote. IIADA members are asked to be prepared to contact your Representatives when a call to action is requested.

SF 2334 (formerly SSB3015) and companion HF 2408 (formerly HSB 526)

The legislation provides for surrender or transfer of registration plates and card to any county in the state. The bill also ties the documentary fees dealers may charge to the consumer price index. The bill also affects franchise dealers by requiring the franchiser to provide a franchisee a list of time allowances for the performance of warranty services, which must be reasonable and adequate for the services to be performed. SF 2334 which was amended and passed out of the Senate Transportation committee is now in the Ways and Means committee in the Senate and it appears the House may wait until Senate action is completed.

APPROVED BENEFIT PROVIDER: Associations Marketing Group, Inc.

Associations Marketing Group, Inc. (AMGI) is proud to be entering our 20th year as a benefit provider to the Iowa Independent Automobile Dealers Association! We are family owned and operated health insurance brokerage that is located in the Valley Junction neighborhood of West Des Moines with over 39 years of expertise in the health insurance market.

AMGI is now able to offer group health insurance programs to the members of the IIADA with three insurance carriers in the state:

- 1) Wellmark Blue Cross and Blue shield will allow groups of one employee or more. Wellmark will also allow an employer to offer a group health plan without any employer contribution.
- 2) We are excited to work with new carrier Medical Associates headquartered in Dubuque, Iowa. Medical Associates offers group health plans in 61 of the 99 counties and works with MercyOne and their affiliated providers. Medical Associates also will allow groups of one employee or more.
- 3) UnitedHealthcare (UHC) will allow groups of two employees or more. UHC has a wide range of plan designs with two networks of providers to choose from.

In addition to group health insurance, AMGI does offer Dental, Vision, Life and Disability Insurance coverages from multiple well-known carriers. We know offering group benefits can help your dealership retain staff, provide lower costs and tax-savings to both you and your employees. For additional information and informed answers, call us toll-free at 1-800-798-6772 or email Broker Lee Patton at leepatton@amgi-dsm.com. Please visit our website at www.amgi-dsm.com.