



News FROM IIADA

7/31/2020

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 GREATLY
APPRECIATED.

IIADA ADMINISTRATIVE OFFICE

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NEWS FROM THE DOT

Adjustment to 13-month registrations: The problem is that ARTS has a legacy programming issue where it allowed the 13-month waiver for ALL first registrations, not just those where the individual birth month matched the purchase month. We have now adjusted ARTS so that for purchases on or after July 1 the system will only waive the first month if the birth month condition applies for any of the listed owners. This also means it cannot apply for a vehicle owned solely by a business or that is leased. You and your members may have already noticed a change to Fee Estimator (available at <https://iowadot.gov/mvd/vehicleregistration>). Fee estimator now has a checkbox for the user to indicate whether an individual on the deal has the birth month that matches the purchase month. Please note that Fee Estimator does not actually verify a customer's birthday; it is just an estimating tool so that a dealer or customer can see if there is any difference in the registration fee based on the birthdate and other factors. The County Treasurer will verify all information and run final calculations to determine the actual amount required.

We also ask your members to be careful of these possible errors that could lead to discrepancies between Fee Estimator and the actual amount calculated by the County Treasurer:

Make sure fee estimator has the actual purchase date Error scenario – dealer runs Fee Estimator on June 29 and fills out paperwork but customer doesn't actually purchase vehicle until July 1

Make sure fee estimator reflects the final owners Error scenario – dealer runs Fee Estimator for husband and wife and wife's birthday triggers the 13-month waiver, but only the husband is on the final title application

Make sure fee estimator reflects purchase vs. lease Error scenario – dealer runs Fee Estimator and a customer birthday triggers the 13-month waiver, but then transaction is changed to a lease.



NEWS FROM THE DOT

Governor Reynolds' Covid-19 emergency declarations impacting Vehicle Services did expire on July 25, 2020. With these expirations, here are the key impacts for motor vehicle dealers.

1. The waiver of Administrative Rules 761—425.3, 425.10(5), and 425.18 addressing the requirements for dealers to fulfill business hours have expired. Dealers will be required to be open a minimum of 32 posted hours between 7 a.m. and 9 p.m., Monday through Friday starting today.
2. The attached waiver of a portion of Iowa Administrative Rule 761—425.18 has now taken effect and will be effective through December 31, 2020. This allows a dealer to alter its business hours without prior notification to Iowa DOT as long as the hours meet the minimum requirements (i.e. 32 weekday hours).
3. For any vehicle purchased during the Covid-19 emergency (March 16 – July 25), the title and registration application must be delivered to the County Treasurer by August 24, 2020, in order to be processed without penalty. For vehicles purchased between February 13 and March 15, the deadline is based on a table provided at <https://iowadot.gov/covid-19/pdfs/VS-AppendixA.pdf>. We strongly encourage dealers and applicants to apply before the deadlines to help mitigate any surge in transactions.
4. Any temporary plates issued by dealers during the Covid-19 emergency (March 16 – July 25) will expire on September 9, 2020. Please see <https://iowadot.gov/covid-19/pdfs/VS-APPENDIXB.pdf> for the expiration dates of temporary plates applied from January 31 – March 15.
5. All vehicles with a registration renewal date of January through July must now renew the registration by August 31, 2020. This means that starting on September 1, 2020, if a dealer takes in a vehicle with a registration renewal month of Jan, Feb, Mar, Apr, May, Jun or Jul and the registration is unpaid, that registration is delinquent and per Iowa Code 321.70 the dealer must take title and pay the delinquent registration on that vehicle.

If you or your customers need additional details or need other information about registration renewal deadlines, please visit <https://iowadot.gov/covid-19/Public-Response>.

Please share this information with your members. We are certainly glad that the emergency declarations for vehicle services have expired but we also recognize that we are not back to “normal” so let us know if there is other guidance or action you might request to help recover from the impacts of Covid-19. We also know that County Treasurer offices are working diligently to process all applications whether they are received through ERT, mail, drop box or in-person visits (often by appointment). County Treasurers processed more title applications in June 2020 than in the previous two years and we expect this growth to continue in July and August, but the Treasurers have generally been timely in delivery of plates, registration receipts and stickers.

NEWS FROM THE DOT

Iowa DOT Vehicle Services has just issued Policy Memo 20-09 that provides for the expanded acceptance of printed names on Vehicle Services forms and processes. This memo is in response to a change in federal code in 49 CFR 580.3. In summary, we are allowing that a printed name affixed on most forms or documents may be hand-printed, device-printed or electronically printed. This policy change is designed to help dealers, customers and others complete forms more conveniently and should help improve legibility. Please note that while this policy results from the federal government's odometer disclosure rules, it does not change anything else in Iowa DOT policy regarding acceptance of e-signatures that is defined in Policy Memo 19-07.

We are making changes as needed to specific Iowa DOT forms that reference hand-printed names but there may be a slight delay in getting these posted.

Please see <https://iowadot.gov/mvd/ctmanual/memos/PM-20-09.pdf> for full details and for the exceptions to this policy. Please review and let us know of questions or concerns.

Don't let this happen to your Dealership:

A reason to collect the use tax, title, and registration fees, a member of the IIADA wanted to share their experience with the association. They had bought a vehicle from another dealer and had brought the vehicle into their inventory on the first reassignment, then in January of 2020, they retailed the vehicle to a customer for cash, the customer wanted to take care of the registration in their own county, so the dealer completed the necessary paper work, re-assigned the title to the customer and wrote on the purchase order that "customer will complete the title transfer themselves".

In July the dealership was contacted by local law enforcement about an abandon vehicle, the police said they had run the VIN and contacted the Dealer that was listed as the last owner on the title, that dealer informed the police that they had wholesaled the vehicle to the current dealer (IIADA Member). The dealer pulled the deal jacket from their files and presented the information to the police. All the paper work was in order and the police officer acknowledged that dealership had all the necessary language for the customer to understand the requirements and time frame to register the vehicle at their county treasures office.

We have talked to several of the Iowa Treasures and they are all in agreement that what resolves issues is when dealers utilize the DOT's ARTS (Automated Registration and Title Software) system. Treasures prefer that the Dealers in Iowa collect the use tax, lien, title, and vehicle registration fees for their customers. It ensures that the vehicles are getting transferred to the new owner and is done in the allotted time.

Also please watch the attached video from Daniel Yeh, Iowa Department of Transportation.

https://www.youtube.com/watch?v=MAVixsA1L_Q&feature=emb_title

IIADA SCHOLARSHIP DONATIONS NEEDED:

With the uncertainty for the time frame of the Annual Meeting, we are looking at other ways to generate monies for the 11 scholarship applicants this year. We are encouraging members to donate cash instead of items for the Scholarship Auction this year. Thank you for your support. Please send your donation to the IIADA P.O. Box 356 West Branch, Iowa 52358

The logo for AutoJini features the word "AutoJini" in a bold, black, serif font. The letter "i" at the end of "Jini" has a distinctive design where the dot is replaced by a thick, black, curved line that loops around and extends to the right, resembling a stylized road or a swoosh.



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



An Atlantic businessman was sentenced today on one count of Wire Fraud

Atlantic, IA, USA / Western Iowa Today 96.5 KSOM KS 95.7

Mandy Billings Jul 13, 2020 3:55 PM

Atlantic) An Atlantic businessman was sentenced to probation today for one count of Wire Fraud.

According to court records, Larry Scott Fulk, owner of 2nd Street Repair, was sentenced to three years of probation, imposed a \$100 special assessment, a fine in the amount of \$10,000 and restitution in the amount of \$40,192.

Counts 2-18 were dismissed. Fulk was remanded to the custody of the United States Marshal.

On June 25, 2019, an indictment was returned against Larry Scott Fulk charging him with Counts 1-3 with Wire Fraud and counts 4-18 with Odometer Fraud. On February 21, 2020, Fulk appeared before United States Magistrate Judge Celeste F. Bremer and entered a plea of guilty to Count 1 (Wire Fraud). On the same day, Judge Bremer filed a report and recommendation in which she recommends Fulk's guilty plea be accepted. There were no objections to Judge Bremer's report and recommendation.



2012 1st Avenue South
Fort Dodge, IA 50501
(515) 955-8052
www.citizenscu.com

Sell The Car & Let Us Handle The Rest!
Contact Casey Miller, Indirect Lending Manager
at (515) 955-8052 or indirect@citizenscu.com

Are You Ready to ZOOM?

With the state opening up to 50% capacity the Community Colleges that provide venues for the 5 hour dealer education classes have gotten creative. Several colleges will offer virtual classes while others will offer traditional classes with a limited number of seats available. Where possible, select Community Colleges will offer a combination of live and virtual. Check with your Community College for local options.

Auto Dealer: 5 Hour Renewal Courses August 2020 Classes

CHECK ALL DEALER EDUCATION TIMES AND LOCATIONS AT

www.iowaiada.com (Dealer Education Tab)

August 7, 2020 - Friday Eastern Iowa Community College

Davenport 101 8:00AM - 1:00PM [Zoom Class](#)

August 17, 2020 - Monday North Iowa Area Community College

Mason City 101 12:00PM - 5:00PM

August 26, 2020 - Wednesday Des Moines Area Community College

Des Moines 101 8:00AM - 1:00PM [Zoom Class](#)

August 27, 2020 - Thursday Southeastern Community College

Burlington 101 8:00AM - 1:00PM

August 27, 2020 - Thursday Indian Hills Community College

Ottumwa 102 12:00PM - 5:00PM

August 28, 2020 - Friday Southeastern Community College

Burlington 102 8:00AM - 1:00PM

August 28, 2020 - Friday Indian Hills Community College

Ottumwa 101 8:00AM - 1:00PM

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Access Systems

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AutoJini.com

Auto- Owners Insurance

Associations Marketing Group, Inc.

Automotive Finance Corporation – AFC.

Citizens Community Credit Union

CU Direct (CUDL)

The Cyclone Agency.

Erikson Solutions Services, LLC

Frazer-Dealer Management Software.

First Interstate Bank

Follow-Up Plus

Globe Acceptance, Inc.

Greater Iowa Credit Union

Innovative Dealer Services

Preferred Warranties, Inc.

ProSource Finance.com

Veridian Credit Union

Reynolds & Reynolds Inc.

S & C Automotive, Inc.

U Drive Acceptance Corp.

Green State Credit Union

Wilson Distributor Service

Innovative Dealer Services, Inc.

We have been in business since 2001 and a longtime IIADA benefit provider. We provide dealer management software, specializing in systems for small and mid-sized independent car dealers. The “iDeal” system is a full featured Dealer Management System that can be configured for a sole proprietor to a multi location dealership. It is fully integrated between Accounting, Inventory, F&I (Input customers, figures payments, prints documents/forms), BHPH, Parts & Service, Reports, and Payroll modules. We are authorized to print all of IADA forms on plain paper using a laser or ink jet printer. Inventory can be regularly uploaded to your website or other online advertiser and customer data can be uploaded to CRM systems or lender decision platforms. Our app can be installed on your computers to keep costs lower or setup in the cloud for remote access.

Our software is very user friendly and every member of our staff has 10 to 30+ years experience supporting dealers. You can visit us at www.innovativedealer.com.

For additional information and to test drive our software, please contact Terry Webb at (913) 422-2528 or twebb@innovativedealer.com.



WE'RE GOING *Virtual*

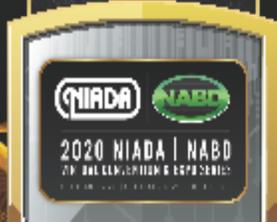
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Join us for the most comprehensive event in the used vehicle industry and a true one-stop shop for the best in dealer education, networking, and products and services. The NIADA | NABD Virtual Convention & Expo Series will also provide an Expo Hall where you can find the vendors and solutions you need to run your business more efficiently and profitably.

JOIN US ONLINE

EDUCATION SESSIONS to serve the needs of all independent dealers. Whether you are in Retail, BHPH, LHPH, or even Wholesale, we have training just for you. We are offering three education tracks:

- VEHICLE ACQUISITION & WHOLESALE MARKET CHANGES
- ONLINE RETAILING & CONTACTLESS TRANSACTIONS
- CASH, CREDIT & FINANCIAL MARKETS

VIRTUAL EXPO HALL will feature the industry's best vendors, offering the latest state-of-the-art products and services to help keep you on the forefront of our competitive industry.

[Iowa](#)

Promo Code: IA2020

Direct Link: <https://na.eventscloud.com/561641?discountcode=IA2020>

Vanity URL: iowa.niadaconvention.com