

# Dealer Connection



Volume 4, Issue 4

March 2005

## Expedited Titles Are Coming...To an Office Near You!

Steve Colburn

In the November issue of the Dealer Connection, we told you about a new service called "Expedited Title." This service will shorten the dealer's wait to receive a paper title when a lien payoff is sent to a lienholder who holds an electronic title (ELT).

The new expedited title system requires a coordinated effort between dealer and lienholder. The process begins with the dealer who receives a vehicle, vessel, or mobile home which has an outstanding lien. In order to obtain the title, the dealer must contact the lienholder and obtain the payoff information. If the lienholder has a paper title, they will satisfy the lien and mail the title to the dealer. If the lienholder has an electronic title (ELT), they can eliminate the mailing time by



requesting that DMV issue an expedited title. When making the payoff, the dealer must ask the lienholder to request an expedited title, and the lienholder must follow through by transmitting this request to DMV when satisfying the lien.

From that point on, things happen quickly. When DMV receives the request for expedited title from the lienholder, the information for the updated title is entered into FRVIS (DMV's title and registration issuance system). If the information is received by 2:00 p.m., the updated titled should be available to print on demand at the local Tax Collector's Office by the next business day. The dealer pays a \$7 fast title fee for the expedited title.

We encourage dealers to share this information with the lienholders they regularly do business with, to ensure that lienholders understand their role in the expedited title process. So far, we have not received any inquiries regarding expedited titles from lienholders, but we will be happy to answer any questions they may have about the process. Our Customer Service Representatives are available at 727.562.3262, Monday through Friday, from 8:00 a.m. to 5:00 p.m. ☎

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Dealer Connection is a quarterly publication of the Pinellas County Tax Collector, 315 Court Street, Clearwater, FL 33756.

*Committed to citizen-centered government*

*providing world class service, anytime, any place*

**Dealer Connection 1**

# DMV Procedure Changes that Affect Dealers

## Laurel Swim Whitney

DMV recently updated several procedures and issued some technical advisories that may impact your business. An overview is listed below:

### Customer/Account Number Required for ELT Lienholders

DMV has adopted a new policy requiring an ELT lienholder's customer/account number on all applications for titles and liens. Form HSMV 82040 was revised in November 2004 to include a field for the account number.

Account numbers can be found on the DMV web site [http://www.hsmv.state.fl.us/Intranet/DMV/Bulletins/ELT\\_List.htm](http://www.hsmv.state.fl.us/Intranet/DMV/Bulletins/ELT_List.htm).

Unlike FEID's, account numbers are unique to a particular lienholder. Using the DMV-assigned account number will ensure the correct lienholder is selected each time a title application is processed.

### Trusts may use military-related plates

RS-15, Military Service-related License Plates, now states all such plates are "registrant-possible", meaning they may be used on lease vehicles and vehicles held in trust, provided the registrant has beneficial use of the vehicle.

### Transporter License Plates

RS-14 has been clarified to specify that drive-away services may use transporter plates on *unregistered vehicles* on behalf of the *vehicle owner*, and that operators using trucks, truck-tractors, car carriers, low-boys or trailers to transport vehicles must use a regular GVW or trailer plate on those vehicles.

### Wind Zone Requirements for Mobile Homes and Trailers

DMV issued Technical Advisory MH 04-02, which clarified some issues covered in MH 04-01. MH 04-01 states that all new and used manufactured/mobile homes installed in Florida can only be placed or re-sited within the Wind Zone area for which the home was constructed and designated. Some mobile homes were sited in Pinellas County while it was still designated as a Wind Zone II area, and it has since been upgraded to a Wind Zone III designated area.

MH 04-02 has clarified that mobile homes *can* be re-sited in the same wind zone they were in when involuntarily relocated pursuant to Florida Statute 723 or due to a mobile home park closing, or when the park/site has been declared no longer suitable for siting of manufactured/mobile homes by a governmental agency. In sum, any home that is involuntarily relocated can be re-sited within the wind zone in which it is currently sited or in a lesser wind zone.

Contact the Bureau of Mobile Home and Recreational Vehicle Construction at 850.488.8600 for additional information.

As always this information can be found on the Department of Highway Safety and Motor Vehicle's website, [www.hsmv.state.fl.us](http://www.hsmv.state.fl.us). On their home page, click on Motor Vehicles Information, then scroll down and you'll find the DMV Procedure Manual on the bottom left. Click on *Revisions, TA's and Memos* to view the most up to date information. ☺

## Dealer Training Update



### Toni Wolff

The Tax Collector's Office appreciates the assistance provided by the dealers of our county to complete our Customer Service Survey. As an organization that strives to provide "World Class" service to its customers, we are always open to your suggestions and welcome the opportunity to serve your needs. Periodically, we will ask your participation again and look forward to meeting your training needs.

Please note that our office maintains an alphabetized index of the DMV Procedures Manual, copies of which are available at our Dealer Counters.

We also want to thank you for your interest in our dealer classes as evidenced by the number of enrollment requests that we have received since the schedule was published in our last edition. During the next three months we have a Mobile Home Class scheduled for March 17 and a Motor Vehicle Class scheduled for April 13. If you want to attend one of these classes, now is the time to register as they are filling up fast. Call Toni Wolff at 727.464.3261 to reserve a seat. ☺

# Dealerships and the USA Patriot Act

**Steve Colburn**

“What is a CIP?” “What is the SDN List?” “What is the OFAC?” “Why do they matter, and how do they affect me?”

These are questions that dealers will soon be asking, as the far-reaching effects of the USA Patriot Act are felt by some local businesses. Under current U.S. Department of Treasury rules, dealerships are classified as “financial institutions”, and as such are required to collect, retain and report information about large cash transactions and about certain customers they do business with. They must also take measures to ensure that these parties are not on the Federal SDN (Specially Designated Nationals and Blocked Persons) list of known or suspected terrorists. All this is part of U.S. Homeland Security efforts to combat terrorism and the activities which support it.

Under current Department of Treasury rules, dealerships and certain types of businesses are required to establish a Customer Identification Program (CIP) to verify the identity of the parties they do business with and carry out the responsibilities defined above. How can a dealer be a financial institution, you say? In Florida alone last year, there were an estimated 1.1 million titles issued for new vehicles, almost all of which were sold through franchised Florida dealers. There were also an estimated 2.4 million vehicles already titled in Florida that changed hands, a good portion of which went through Florida Independent dealers and auto auctions. Think about the amount of funds represented by those vehicle sales! Whether dealers provide direct vehicle financing to their customers through “Buy Here – Pay Here” lots or by facilitating the loan process with manufacturers or lending institutions, dealers are indeed “financial institutions.” Yes, dealers definitely have an important role in Homeland Security!

Fortunately, there is help available. For IRS reporting requirements of cash payments over \$10,000, go to the IRS web site (<http://www.irs.gov/formspubs/index.html>) and download IRS Form 8300, which contains detailed guidelines for reporting large cash transactions. The

IRS has teamed up with the Department of Treasury to make this dual-purpose form a report to both agencies.

To help comply with the Customer Identification Program (CIP) requirements for screening customers and transactions, Florida dealers have several options. Tallahassee-based Auto Data Direct, Inc. ([www.add123.com/addsdnflyer.asp](http://www.add123.com/addsdnflyer.asp)) has incorporated these new security functions into its integrated data management service. In a recent interview, Auto Data Direct co-founder and spokesman Jim Taylor noted: “this saves dealers time and trouble, reducing the overall cost of compliance.” The Florida Independent Auto Dealers Association (FIADA) also offers a number of options to assist their members in meeting Patriot Act requirements, which are all accessible through their website at [www.fiada.com](http://www.fiada.com). These options include identity screening services provided through ChoicePoint, which offers discounts to FIADA members. In a recent interview, FIADA Executive Vice President Larry Peters also noted that FIADA has just entered into an agreement with a second CIP vendor, Integra Systems, whose service will soon be available at a discount to FIADA members. In addition, FIADA provides a link from their own website directly to the Department of Treasury's Office of Foreign Asset Control (OFAC) website, where the SDN list is available for self-service inquiries. Dealers also have access to a wealth of additional information about the Patriot Act, and related requirements, on the following websites:

Auto Data Direct, Inc.  
[www.add123.com](http://www.add123.com)

FIADA (Florida Independent Auto Dealers Association)  
[www.fiada.com](http://www.fiada.com)

U.S. Department of Treasury  
<http://www.treas.gov/index.html>

OFAC (USDOT)  
<http://www.treas.gov/offices/enforcement/ofac/>

FinCEN (USDOT)  
[http://www.fincen.gov/af\\_overview.html](http://www.fincen.gov/af_overview.html)

Internal Revenue Service  
[www.irs.gov](http://www.irs.gov)

FDLE (Florida Department of Law Enforcement)  
<http://www.fdle.state.fl.us/>

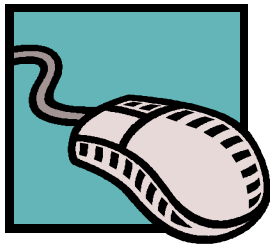
# Tax Collector Diane Nelson Now Offers Internet Renewals with No Convenience Fee

**Laurel Swim Whitney**

Working in partnership with Florida DMV, Pinellas County Tax Collector Diane Nelson now offers online registration renewals with no convenience fee. Visa™ and Master Card™ are both accepted for this service.

VisualGov Solutions, LLC, also offers the option of using American Express™, Discover™ or electronic checks online. The vendor charges a convenience fee of \$1.50 per transaction for this service.

So share the news with your friends and neighbors - "e-new your registration today - just click – it's quick!" ☺



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## Speaking of the internet . . .

Would you like to receive this newsletter by e-mail? If so, please contact Steve Colburn at [scolburn@taxcollect.com](mailto:scolburn@taxcollect.com) and provide your name and e-mail address. We'll be happy to add you to our distribution list.

Incidentally, many of you already receive this newsletter via e-mail. However, we find that with every mailing, we lose some of you due to e-address changes or other reasons. Please don't forget to add us to your distribution list so we can update our records when your e-address changes. Thanks! ☺

## UPCOMING CALENDAR OF EVENTS

March 17	Mobile Home Dealer Training
April 13	Motor Vehicle Dealer Training
May 11	Vessel Dealer Training
May 19	Towing & Storage Liens Class
May 30	Closed for Memorial Day
June 16	Mobile Home Dealer Training
June 22	Motor Vehicle Dealer Training