

DMV Procedural Updates

Laurel Whitney

Some of you have experienced problems selling vehicles because the issue date on an electronic title is not the date the title is issued, but rather the date the title was transferred. DMV has addressed this issue by printing e-title information on the face of the title when it is issued. According to a memo from DMV Director Carl Ford dated February 8th, 2008,

“...When a request for the title to be printed is processed, the title will continue to show the issue date as the date the title was actually transferred to the current owner. The title will also show “Electronic Title Prior To (date title is printed).” An indication that the title was previously electronic will assist in verifying that the title was unavailable at the time a secure power of attorney was completed.”

To further assist dealers, DHSMV form 82995, Motor Vehicle Power of Attorney/Odometer Disclosure, has been revised to allow it to be used “when the title is otherwise unavailable.” According to DeeDee Holley, DMV Operations and Management Consultant, “This is something that the law has always allowed for and

dealers have been asking for this change for quite some time.” For e-titles, the 82995 would be acceptable because the title was not available at the time the customer traded in the vehicle. DMV Procedure TL-02, Power of Attorney, is being revised accordingly.

On a related note, did you know that when a dealership sends a car to auction it can appoint the auction as POA to sign the title on its behalf? It isn’t specifically addressed in the procedure, but TL-02, II, D.1. allows for it: *“Form HSMV 82053, Power of Attorney, is used by the owner of a specific motor vehicle, mobile home or vessel to appoint another person [or entity] to sign an application for an original, transfer or duplicate certificate of title and to file a notice of lien ...”*

We have more tags! The *Manatee* specialty plate has been redesigned and *Trees Are Cool* plates, as described in our June edition, are now in stock. Custom Vehicle plates and Gold Star plates are now available as well. *Trees Are Cool* are \$27.00 plus the registration and plate fee. Custom Vehicle plates are for vehicles that are 25 years old or older with a model year after 1948, or have been manufactured to resemble such a vehicle. The plate fee is the same as any “class 95” vehicle; refer to RS-28 in the DMV Procedures Manual for more details. Gold Star plates are for the spouse or parent of a service member who has been killed while

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Committed to citizen-centered government

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Pinellas County Tax Collector's 2008 Dealer Forms Seminar Schedule

Classes will be held in the Training Center at the Mid-County Service Center located at
13025 Starkey Road, Largo, FL 33773
The timeframe for each class is 9:00 a.m. to 4:00 p.m.

PLEASE NOTE: This office is not affiliated with the Florida Independent Automobile Dealers Association ("FIADA"). A number of their classes are held at our Training Center, but we do not schedule attendance for these classes. Please call FIADA at (888)-587-0004 to obtain information regarding their dealer and continuing education classes.

This class is NOT a continuing education class required by the State. Our class covers the forms which are processed in our dealer sections and related information. For reservations, contact Toni Wolff at 727-464-8552 or send an email to twolff@taxcollect.com.

Mobile Home Dealer Forms Seminar	April 10, 2008 June 12, 2008	August 7, 2008 October 16, 2008 December 4, 2008
Motor Vehicle Dealer Forms Seminar	April 8, 2008 June 10, 2008	August 5, 2008 October 14, 2008 December 2, 2008
Vessel Dealer Forms Seminar	April 9, 2008	June 11, 2008 October 15, 2008
Towing & Storage Forms Seminar	April 11, 2008 September 9, 2008	

WHAT ARE YOUR PLANS FOR 2008?

S. Allen Monello, D.P.A., Director of Education and Dealer Services, FIADA

Why do so many dealerships go out of business? Why do so many people who attend pre-licensing school (over 50%) to become dealers never get licensed? The reasons are many but there is one that is most common: they didn't have a plan.

First, you could hire someone (accountant or business consulting company) to write a business plan for you. Ask your accounting firm to recommend someone if they don't provide this service. Second, you could ask for assistance from your local small business development center. This is a resource that you could tap into through colleges and universities. The centers provide free one-on-one business counseling and free entrepreneurial training workshops. To find a center near you visit <http://www.floridasbdc.com/>. Finally, you can go solo and write your own plan. An excellent source is the Small Business Administration (www.sba.gov) as well as Small Business Development Centers noted above. You may also purchase a software package that helps you write a plan. So commit to "making it happen" in 2008! 🚗

FLORIDA INDEPENDENT AUTOMOBILE DEALERS' ASSOCIATION ("FIADA")

2008 Class Schedule for Dealer License and Continuing Education Classes
13025 Starkey Road – Room 130, Largo, Florida
(Pinellas County Tax Collector's Mid-County Service Center)
Contact Number: 888-587-0004

(NOTE: The Tax Collector's office is not affiliated with FIADA and does not schedule attendance for these classes.)

January 17 & 18, 2008	July 24 & 25, 2008
February 14 & 15, 2008	August 14 & 15, 2008
March 13 & 14, 2008	September 15 & 16, 2008
April 17 & 18, 2008	October 16 & 17, 2008
May 15 & 16, 2008	November 13 & 14, 2008
June 19 & 20, 2008	December 18 & 19, 2008

DMV Dealer Update

Gary W. Konopka, Region VI Administrator
DMV Bureau of Field Operations

All independent and wholesale motor vehicle dealer licenses expire on April 30th. Although DMV HQ normally sends out renewal reminders, the dealer is responsible for renewing his/her license. Non-receipt of the renewal letter is not an acceptable excuse for failure to renew. The renewal form is available from any Compliance Officer, Region HQs, or online at <http://www.hsmv.state.fl.us/html/forms.html>. The form number is HSMV 86720 and the 11/07 edition **MUST** be used. Per F.S. 320.27(4)(a), the renewal form, and required supporting documents, should be submitted to the DMV Region HQs no later than April 1st. The supporting documents are:

- a. Original surety bond or original bond continuation certificate or an original irrevocable letter of credit.
- b. Certificate of Garage Liability Insurance which must include at a minimum, \$25,000 combined single limit liability coverage including bodily injury and property damage protection and \$10,000 PIP. (NOTE: dealer **MUST** furnish a Certificate of Garage Liability Insurance – we are not allowed to accept the actual policy itself or declaration pages.)
- c. If the dealer is incorporated, dealer must furnish a printout from www.sunbiz.org confirming the corporation is in an active status. If the dealer is using a fictitious name, the dealer must also furnish a printout from www.sunbiz.org confirming that the fictitious name status is in an active status.
- d. Independent dealers must also furnish proof that a dealer principal or a full-time employee who holds a responsible management level position has attended either the initial dealer training seminar or a Continuing Education Course since May 1, 2006.

There have been some recent changes involving Off-Premise Sale Permits. The “Temporary Supplemental License For An Off-Premises Sale by a Motor Vehicle, Mobile Home or Recreational Vehicle Dealer” was revised recently. The HSMV Form Number is 84200 with a 09/07 revision date. This edition must now be used and is available from any Compliance Officer, the Region HQs or on the DMV Internet. It must be submitted to the DMV Region responsible for licensing the dealer involved. A dealership officer must sign it or

the dealer can submit an affidavit from the owner, general partner, or corporate officer designating a person to execute documents regarding off-premises licenses on the licensee’s behalf. **ALL** such requests must be accompanied by a document from the property owner granting permission for such use of the property. In lieu of the permission document, a dealer can provide a notarized affidavit stating the dealer has permission to use the property. There are some additional unique requirements for RV dealers (those whose license prefix is RV) and those dealers should contact the DMV Regional Office for further details. As before, off-premises sales cannot exceed 10 consecutive days and franchise dealers must also furnish proof that their manufacturer has granted permission for the off-premises sale.

Any time a dealer who is incorporated makes a change to the corporation via www.sunbiz.org, that change must also be communicated to the Region HQs via the dealer’s assigned Compliance Officer. We have encountered several instances where an incorporated dealer has changed its officers in www.sunbiz.org and never notified us. All such changes require a dealer to submit a modification application to us.

F.S. 316.605 was changed effective July 1, 2007. License plates may not be placed higher than 60 inches and not lower than 12 inches from the ground, nor may they be placed more than 24 inches to the left or right of the centerline of the vehicle. License plates must also be displayed parallel to the ground with the numerals and letters reading left to right. Per F.S. 320.061, all letters, numerals, printing, writing, and other identification marks on a Florida License Plate regarding the word “Florida”, the registration decal, and the alphanumeric designation can **NOT** be obscured in any manner.

Finally, effective July 1, 2008, **ALL** Florida dealers **must** issue electronic temporary registrations (ETR) to consumers to whom they have sold vehicles (if the consumer does not have a metal plate to transfer) in accordance with Florida Statute 320.96. Until 15 Feb 08, we had been advised that there would be two methods of accomplishing the ETR: simple reporting via a vendor and Print On Demand via a vendor. A decision was rendered by DMV on 15 Feb 08, that the Print On Demand method will be the only method of electronic temporary registration. 🚗



serving in the Armed Forces of the United States. One *Gold Star* plate may be issued at no cost; refer to RS-15 for more details.

Did you know? A copy of form 82993, Separate Odometer Disclosure Statement, is always acceptable. On a casual sale, the buyer and seller will have the original copies for their records and will submit a copy to us. If a dealer is involved with the transaction, they will only have a copy of this form.

Finally, your customers now have the option of purchasing or renewing their registration for either 1 year or 2 years, so please make sure to offer this convenience when you're completing their paperwork. EFS dealers can expect to see this programming option in the near future. 🚗

DMV changed some of its phone numbers over the past year. Here are the most current numbers:

DMV Help Desk	850-617-2000
DMV Bureau of Field Operations	813-740-4288



UPCOMING CALENDAR OF EVENTS

Motor Vehicle Dealer Forms Seminar	April 8
Vessel Dealer Forms Seminar	April 9
Mobile Home Dealer Forms Seminar	April 10
Closed for Memorial Day	May 26
Motor Vehicle Dealer Forms Seminar	June 10
Mobile Home Dealer Forms Seminar	June 12



P.O. Box 749
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