

DEALER BUZZ

George Albright

Marion County Tax Collector
PO Box 1178
Ocala, FL 34478
www.mariontax.com

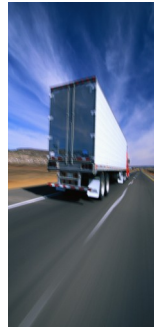


INSIDE THIS ISSUE

- ◆ Commercial Insurance
- ◆ Duplicate Titles
- ◆ Dealer Reassignments
- ◆ Non-Conforming Titles
- ◆ Transferring Tags
- ◆ Mobile Home Location Codes
- ◆ Out-of-State Titles
- ◆ Trade-Ins
- ◆ Upcoming ETR Changes
- ◆ Dealer Profile—Raney Truck Sales
- ◆ EFS Updates
- ◆ Bunco 4 Backpacks
- ◆ Dealer Office Profile—Natalie Monteiro
- ◆ Recipe of the Quarter

COMMERCIAL INSURANCE

Effective immediately we can no longer accept separate insurance cards or insurance affidavits for proof of PIP insurance. The certificate of insurance must specify Personal Injury Protection (PIP) in the amount of \$10,000. PIP is required in addition to any other insurance requirements and regardless of the gross weight of the covered vehicle.



DUPLICATE TITLES

When an application for duplicate or lost in transit certificates of title are being made and the address on the form HSMV 82101, Application for Duplicate or Lost in Transit/Reassignment for a Motor Vehicle, Mobile Home or Vessel Title Certificate, is different from the address on DMV records, you must **submit a copy** of one of the following as proof of change of address.

- The motor vehicle owner's photo ID
- Paid receipt for telephone or utilities
- Paid contract or connect order for utilities
- Proof of homestead exemption
- Rental or lease contract agreement
- Current year vehicle registration certificate
- Homeowner's or renter's insurance policy
- Other documentary evidence showing the change of address



In the case of the record being in a business' name, we will need a letter on letterhead stating the proper address changes. This letter will have to be signed by an officer of the company.

DEALER REASSIGNMENTS

Recently we have seen more incidents of dealers jumping off the title incorrectly and using form HSMV 82994, Motor Vehicle Title Reassignment Supplement, to reassign a conforming Florida Certificate of title.



Please remember that dealer reassignments for non-exempt vehicles must be made on the reverse side of the certificate of title until all the available space has been used. After all reassignments have been completed, only then may the dealer use form HSMV 82994 to reassign a title.

Section 319.23(7)(d), Florida Statutes, provides that if a dealer jumps off the title before all reassignments are completed and uses form HSMV 82994, then the dealer must take title in their name.

Also, as a reminder, please complete the top of the HSMV 82994 by entering the title number of the vehicle that you are reassigning or by checking 'MSO'.

NON-COMFORMING TITLES

All Florida titles issued with a revision date of 1/1990 or later are conforming titles. A conforming title is when there is a line for **both** buyer and seller to sign and print their names to acknowledge the odometer reading entered on the title.



If you are transferring a non-conforming out-of-state title, you will need to attach either a separate odometer disclosure or a HSMV 82994. Both of these must be completed by both buyer and seller.

TRANSFERRING TAGS



As a reminder, if there are two names on the tag, either person can be put first on the title application for the new vehicle. The same order does not have to apply to the new vehicle. As a service to your customer, you should always verify who should be the primary owner on the newly acquired vehicle and how they wish to have their names connected, by "and" or "or".



MOBILE HOME LOCATION CODES

Mobile home location codes are required to be entered on the Application for Title, DHSMV form 82040. The applicant must furnish the tax collector with the location of the mobile home and indicate whether it is inside or outside city limits. A list of location codes is available upon request.

Vehicle/Vessel Identification Number			Make/Manufacturer	Year	Body	Color	Florida Title Number
Previous State of Issue	License Plate or Vessel Registration Number	Weight	Length Ft. In.	BHP/ICC	GVW/LOC	CAN USE, IF APPLICABLE <input type="checkbox"/> PASSENGER <input type="checkbox"/> OTHER	

"Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity."

OUT-OF-STATE TITLES

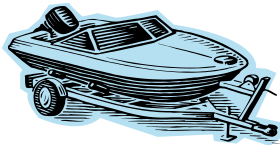
California, Arkansas and Texas titles have a spot on the face of the title that require the registered owner to sign. The registered owners must sign the face of title prior to the title transfer. We can not accept the title for transfer, unless it is signed.

Also, when an individual is trading a vehicle in to a Florida dealer and they submit a Kentucky title, the registered owner must endorse the title over to the dealer on the back of the title in the 'Transfer of Title By Owner' section. Once this section is completed, the dealer will continue to reassign on the face of the title.

The image shows an Arkansas Certificate of Title form. At the top, it says 'CERTIFICATE OF TITLE STATE OF ARKANSAS'. Below that, there are fields for 'VEHICLE IDENTIFICATION NUMBER', 'YEAR', 'MAKE', 'MODEL', 'BODY', 'PROVINCE FILE NUMBER', and 'TITLE NUMBER'. The form is filled out with 'ABCDEF GHI JK123456', '99', 'AMER', 'EAG', '4D', '0123456789', and '9876543210'. There are also fields for 'WEIGHT', 'COUNTRY', 'GROSS', 'NET', 'GROSS', and 'NET'. The form is filled out with '987,654', '8/14/92', and '3210'. There are also fields for 'MECHANICAL LIMITS' and 'SALES ADDRESS'. The form is filled out with 'ARKANSAS FINANCE INC', '1234 CAPITAL BLVD', and 'DOWNTOWN AR 72200'. There are also fields for 'OWNER', 'ADDRESS', 'CITY', 'STATE', and 'ZIP'. The form is filled out with 'JOHN Q PUBLIC', 'RT. 1 BOX 2', 'N LITTLE ROCK AR 72114'. There is a red circle around the signature line with the text 'Signature or donor(s) goes here. Do not mark or sign below this line.' There is also a red 'VOID' stamp over the signature line. At the bottom, there is a section for 'TRANSFER OF TITLE BY OWNER' with fields for 'DATE', 'TITLE', and 'DATE'. There is also a section for 'SALES TAX' with fields for 'DATE' and 'DATE'. At the bottom, there is a section for 'COMMISSIONER FOR REVENUE' and 'VOID IF ALTERED'.

TRADE-INS

If a motor vehicle dealer takes a vessel in on trade, they cannot reassign the vessel title to the new buyer. The dealership is required to take title in the dealership's name prior to selling the vessel. A vehicle dealership is only licensed to deal in specific items such as vehicles. Therefore, they cannot sell miscellaneous items, such as vessels, prior to taking title into the dealership's name. When the dealership is applying for the title in their name, they must indicate on the HSMV 82040 that they are taking the vehicle into their inventory for resale. No sales tax would be collected.

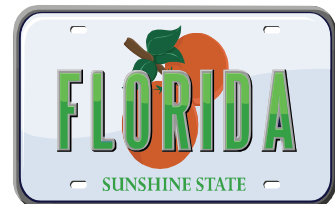


The scenario applies if a vessel dealer is taking a vehicle in on trade. They must first take title in their name prior to selling the vehicle. The dealership must indicate on the form HSMV 82040 that the vehicle is in their inventory for resale, so sales tax would not be due.



UPCOMING ETR CHANGES

Effective July 1, 2010 all licensed Florida dealers will be required to report to the department electronically the transfer of a metal plate from one vehicle to another. The Electronic Temporary Registration (ETR) system provides the dealership with the ability to submit license plate transfer information to the department electronically at the time of sale and transfer the metal plate. During the time of sale, the dealer will submit the customer and vehicle information electronically. Once all information is verified and everything is in order, it will allow the transfer of the registration to the new vehicle. The dealer may then affix the metal plate to the customer's newly acquired vehicle. If the ETR system does not allow the metal plate to be transferred, the dealer must issue a temporary print on demand license plate. An ETR dealer may issue a pre-printed temporary license plate only in case of an ETR system outage.



“The ultimate measure of a man is not where he stands in moments of comfort, but where he stands at times of challenge and controversy.”

RANEY TRUCK SALES

Looking at Ocala's past, we have seen that a lot of businesses come and go, making their mark in one way or other, but Raney Truck Sales has remained a constant staple by serving Ocala since 1957. George Raney Sr. started Raney & Raney, Inc. in 1957 as a truck stop. It was originally located on NW 20th St, where the Baxley Travel Plaza is located today. Raney & Raney, Inc. obtained the Mack franchise in early 1983, becoming Raney Mack Sales. Raney Mack Sales was then moved to its current location on NW 38th Ave, due to the fact that, George Raney Sr. had purchased this piece of land around the time I-75 was built in anticipation of using this property in the future. Raney Mack Sales decided to sell the Mack franchise in 1985, but have remained a used truck dealer since. After the sale of the franchise, their name was changed to Ocala Truck Sales. George Raney Sr. retired in 2006 and his son, George "Bubba" Raney Jr. and son-in-law, Daryl Nedelisky, took the business over and formed Raney Truck Sales, Inc.



Raney Truck Sales specializes in Mack, Peterbuilt, Kenworth truck tractors, dump trucks, straight trucks and any type of Class A trailer. While Raney Truck Sales has its own repair shop, as an added benefit to their customers, Raney's Truck Parts & Service is also located on the same property. They offer 14 service and repair bays and 2 fully stocked parts warehouses. No need will go unmet!

Raney Truck Sales has seen a cyclic economy over many years, with the tractor trailer market peaking in the mid 1990's and vocational truck (trucks that deal with the construction trade—dump, front loaders, etc.) sales skyrocketing from 1995 to 2006 due to the construction in our area.

If asked 3 years ago, what is the percentage of business generated by the sale of vocational trucks, the answer would have been 80%. Due to the economy today, the answer is about 50% and the other 50% are truck tractors and their accessories. The predominant activity in today's market is exporting. Focusing on Raney Truck Sales' strengths, the majority of their export business comes from the Internet. While construction has virtually come to a stand still here in Florida, many countries are still forging ahead in this area. They are exporting trucks to Honduras, Panama, Nigeria and Haiti, just to name a few countries. Meanwhile, recently Raney Truck Sales has noticed that the domestic forestry industry is picking up. With this in mind they have increased their inventory of day cab tractors to accommodate that market.



Over the years, Raney Truck Sales has built an impeccable reputation, not only focusing on sales, but their number one goal—Customer Service. They go above and beyond to ensure that the customer has a satisfactory experience. After all, more than 50% of their business is from their repeat customers. Thank you to Raney Truck Sales, Inc. for catering to all of Ocala's trucking needs for the past 50 years and we look forward to the next 50 years!

EFS UPDATES

I would like to thank everyone for their hard work! All your cooperation and effort is much appreciated. As always, I will notify everyone of any upcoming changes that will affect you. If you have any questions, please do not hesitate to call. Have a happy and safe summer!



Pamala Randle

INVENTORY AUDIT

Our annual inventory audit will be in October. Please make sure that all license plates are accounted for and at your location. We will be contacting you towards the end of September to schedule an audit time.



FINALIZING DEALS

Section 319.23 (6), Florida statutes, provides that the transfer of a motor vehicle or mobile home must be filed with the state within 30 days from the delivery of the motor vehicle or mobile home to the purchaser, this includes all deals processed through EFS. Please make sure you are completing all your deals in a timely manner and compliant with Florida statutes. We will be reviewing Tallahassee's report and notifying dealers who have deals pending for more than 30 days.



SUSPENSIONS

When we suspend a transaction for you, that does not give you an extension with the State of Florida. The work must still be finalized within 30 days. Some dealers are taking longer than 60 days to correct the titles. This is unacceptable.



Effective immediately, once a transaction is suspended, you will have one week to provide us with the correct paperwork to unsuspend the deal. If it takes longer than 7 days, your work will be voided and refunded.

DROP-OFF BOX

The red drop-off box, located on the SW corner of the 25th Ave building, is there for your convenience. You may use it to drop off EFS work or regular dealer work at any time. We check the box multiple times a day. We ask that you use the folder or the waterproof bag that we have provided for your items. Please do not drop any loose paperwork in the box without a folder or waterproof bag. We will not be responsible for any damaged titles, checks or other miscellaneous paperwork. If you do not already have a folder or bag, we would be glad to provide you with one.



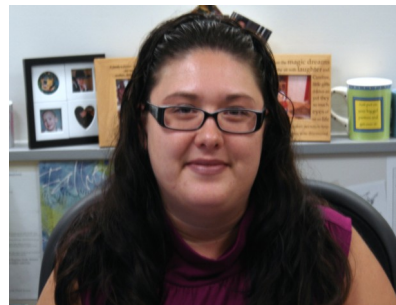
BUNCO 4 BACKPACKS

As part of our ongoing effort to support the Food 4 Kids program, we are hosting a **Bunco 4 Backpacks** benefit on July 30th at the Elks Club & Lodge, located at 702 NE 25th Ave, Ocala. The event will begin at 7 PM. Tickets will be a \$20 donation. Due to limited seating, tickets must be purchased in advance. All tickets will go on sale on July 12th. Please contact Louann DeSantis at 352-368-8218 for all ticket purchases. There will be refreshments, light hors d'oeuvres and door prizes.



DEALER OFFICE PROFILE

Natalie moved to Ocala in 2004 from Massachusetts. She is happily married to her husband Christian and they have 2 children, Krystian and Nico. Natalie has been employed with the Marion County Tax Collector's office for 5 years and has been in the dealer office for the last 3 years. Natalie has been the EFS State Vice-Chair for the past 2 years. Natalie enjoys spending time with her family, reading and traveling. Natalie is proud to be an 'Army Brat', being born and raised in Europe. Natalie attended high school in Hungary and moved to Massachusetts after graduation to attend Merrimack College. She graduated with an Associate of Science degree in Business Management. Natalie loves working with dealers and being able to resolve dealer problems by going the extra mile!



JUNE 2010 NEWSLETTER RECIPE OF THE QUARTER

SOUR CREAM—HONEY FRUIT SALAD

- 1/2 CUP SOUR CREAM**
- 1 TBSP HONEY**
- 1 TBSP ORANGE JUICE**
- 4 MEDIUM ORANGES, PEELED AND SECTIONED**
- 3 MEDIUM BANANAS, SLICED**
- 1 CUP STRAWBERRIES, CUT IN HALF**
- 1 CUP SEEDLESS GREEN GRAPES, CUT IN HALF**



In a large bowl, mix sour cream, honey and orange juice until smooth. Add oranges, bananas, strawberries and grapes, toss gently into mix. Makes 10 servings in 15 minutes! Enjoy this refreshing summer treat with friends and family!