



DEALER BUZZ

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REAL ID ACT

The federal Real ID Act of 2005 sets new standards for the issuance of driver licenses and identification cards. REAL ID is a nationwide effort to improve the integrity and security of State-issued driver licenses and identification cards, which in turn will help fight terrorism and reduce fraud. The Department of Homeland Security has released its rules to implement the requirements of the Real ID act and Florida has already met many of the Real ID requirements, and intends to be Real ID compliant no later than January 1, 2010.



Your current Florida driver license or ID card will continue to be valid as identification for federal purposes until December 1, 2014 for individuals born after December 1, 1964 and December 1, 2017 for everyone else.

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Effective January 1, 2010 you will need to bring the following documents with you when applying for a Florida driver license or identification card. To establish your identity, proof of legal residence and date of birth for US Citizens:

Valid, unexpired US passport; or

Original or certified copy of a birth certificate; or

Consular Report of Birth Abroad; or

Certificate of Naturalization issued by DHS; or

Certificate of Citizenship

AND

Court or marriage/divorce documents that provide proof of a change in name that differs from your primary identity document

AND

Two documents that verify your residential address (effective February 2009)

TL-35 UPDATE

As we are all aware, as of October 1, 2008 salvage dealers and secondary metals recyclers must obtain a derelict certificate prior to crushing or dismantling a vehicle.

All titles taken in must be submitted to the Tax Collector's office to junk. The "Transfer of Title by Seller" section must be completed and made out to the salvage yard or secondary metals recycler. **If the certificate of title, salvage certificate of title or certificate of destruction is properly endorsed over to the seller, the seller does not have to take title in his/her name prior to signing over to the licensed salvage motor vehicle dealer or secondary metals recycler.** If there are any liens, we will need lien satisfactions prior to processing. Once the title gets cancelled, it will generate an 82041. You will need to retain this copy for your records. **When a certificate of title or salvage certificate of title has been turned in to the department to be junked and the motor vehicle or mobile home has not been recycled, the licensed salvage motor vehicle dealer must make a copy of the certificate of title or salvage certificate of title and maintain that along with a copy of the form HSMV 82041 in their files. When the motor vehicle or mobile home is transferred to the secondary metals recycler, a copy of these documents should be provided to the secondary metals recycler as proof of ownership.**

Vehicles or mobile homes that are taken to salvage dealers or secondary metals recyclers without title may qualify for a derelict certificate if they are 10 years old or older and are valued at \$1000 or less. To obtain a derelict certificate of title for a motor vehicle or mobile home you must complete an 82137, Application for Derelict Motor Vehicle Certificate and Request to Cancel Title. **Section 1 must be completed by the owner of the motor vehicle or mobile home. The owner of the motor vehicle or mobile home must be the owner shown on the DMV database.** The transporter hired to transport the motor vehicle or mobile home must complete section 2 and the licensed salvage dealer or secondary metals recycler must complete section 3. If there are any liens showing in the DMV database we will need a lien satisfaction. Please remember in any case, if the names are connected by "and", both owners must sign the 82137.

If the secondary metals recycler or salvage dealer take in a vehicle that is not titled in Florida, they must submit an accurately 82137 signed by the owner or record. If the title is available please attach it along with the 82137. You must submit an 82042, Vehicle Identification Number and Odometer Verification, accurately completed by the retail purchaser with the motor vehicle identification number by one of the four officials shown on the lower portion of the form. We will need lien satisfactions for any outstanding liens.

Licensed salvage motor vehicle dealers or secondary metals recyclers shall keep all certificates of destruction and derelict motor vehicle certificates on file in their offices for a period of 3 years from the date of purchase. These records must be in chronological order. **The licenses salvage motor vehicle dealer or secondary metals recyclers shall secure (store) the motor vehicle or mobile home for 3 full business days excluding the date the Derelict Motor Vehicle Certificate was issued and weekends or holidays, before destroying or dismantling the motor vehicle or mobile home.**

ELT LIENHOLDER SATISFACTION LETTER

The Department of Highway Safety and Motor Vehicles is taking another step in the electronic title process as well as implementing a significant cost saving measure. Currently when a title is electronic with a lien and the lien is satisfied, the vehicle owner is sent a letter from both the lienholder and the Department. The Department notifies the owner that the lien has been satisfied and instructs them how to obtain their title.



To reduce redundancy and ensure the effective use of taxpayer resources, the Department is discontinuing the mailing of these notices effective January 15, 2009. The Department is encouraging lienholders to increase public awareness of the benefits of an electronic title and include information on how to obtain a paper title, if needed, in the information that is sent to their customers when the lien is satisfied.

The Department will continue to encourage owners to maintain a title electronically to eliminate the risk of losing it and having to pay title fees to obtain a duplicate. It is also an effective fraud deterrent because potential thieves will not have access to the title.

Vehicle owners will still be able to obtain a paper title by visiting or contacting their local tax collector's office or visiting the Department's website at www.flhsmv.gov.

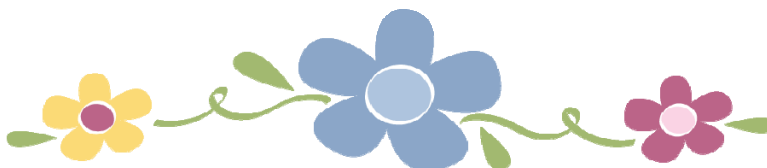
CONTINUING EDUCATION FOR INDEPENDENT DEALERS

Mr. Albright is once again offering the independent Dealers of Marion County a FREE one-day Continuing Education Seminar on March 17th, 2009. The seminar will be held from 8 AM to 5 PM at the Elks Club & Lodge, located at 702 NE 25th Ave, Ocala, FL 34470. There will be a luncheon buffet for \$10/person, payable at time of registration. Cash or checks are accepted, checks should be made payable to the Elks Club of Ocala.



Please make your reservation now, as this is a free seminar and class will fill up quickly. Seating is very limited. Please RSVP no later than Monday, March 2nd. You can e-mail or fax your list of attendees to the dealer office. Please make sure you include the name of the dealership, the number of representatives and their names. Please fax your attendance list to 352-368-8281 or e-mail your list to nmonteiro@mariontax.com or nstein@mariontax.com.

If you have any questions, please do not hesitate to call the dealer office at 352-368-8272. Mark your calendars, we look forward to seeing you there!



DELUCA TOYOTA

Since Frank DeLuca arrived in Ocala some 30 years ago, several things have changed in the automotive industry and especially on “Auto Row” a/k/a Hwy 200. There was no mall, very few restaurants and no car dealerships. GM and Ford were the auto industry giants, while Toyota cars, sold in the US for less than a decade, were largely unheard of among the buying public. Frank found that most people couldn’t even pronounce the company’s name! When Frank first started they sold 25 to 30 new cars a month with 20 employees. However, 2007 was a banner year, selling over 3500 new and used vehicles with a staff of 120 employees!

Frank’s dealership has grown steadily over the years, partially due to the Toyota Camry being their #1 selling vehicle. Toyota engineers a solidly designed vehicle and spends well over \$1 million dollars per day on research and development. Toyota puts safety and reliability as #1 priority! Although Toyota was NOT one of the three auto companies looking for a bailout, Frank strongly agrees that the automotive industry needs this help to survive. In Japan the culture is different. 72 % of all cars in the US are built by Toyota and the CEO’s and executives don’t take home exhorbant salaries. Their employees make \$32/hour compared to \$78/hour in the US and Toyota has few union workers.

Even though Frank has a passion for boating, snow skiing and racquetball, he’s compelled to take care of his customers. Frank was reminded a long time ago by a friend that he was really in the customer service business. Frank’s motto is “Treat every customer as an honored guest in our home, no best—only better”. In so doing, success will surely come.

Frank is also an avid community supporter. He currently serves on the boards of the President’s Community Council at Central Florida Community College and the Marion County Economic Development Council. Three years ago he established the Carole DeLuca Memorial Scholarship at CFCC in memory of his late wife of 39 years. He also built a media center at Trinity Catholic High School in her name. As a major sponsor for Habitat for Humanity, Frank has provided complete funding for 3 homes and the list goes on and on. Truly, it’s not about Frank DeLuca, but how he gives back to the community for all the things the community has given him.

From the Marion County Tax Collector and his staff, we say “Thank You” for your integrity and the on going support of Marion County.



MID STATE MOTORS

Is the economy bad? Yes, it is. Is business tougher than it used to be? Absolutely. Rather than have a pity party, Wes and John Wheeler, owners of Mid State Motors Inc. are pressing on.

Wes began dabbling with cars in the 70's while working as a loan officer for Barnett Bank in Ocala. In the mid 70's the country was in a recession and Wes had a hands on experience with repoed vehicles.



In 1977, Wes started his own dealership located on North Pine Ave. Wes remembers when he could buy a used Granada or Aspen for under \$1000 and sell it for \$2000. Also, you could take a transport to the auction and \$6000 you could load it up with cars. As the saying goes, "What goes around, comes around" and the economy has come full circle.

In the car business, the demand is basically unlimited. Automotive sales are an enormous part of the American economy and at Mid State Motors they have taken some



drastic steps during this economic downturn. Wes and his staff are doing more with less. Finding financing for their customers is difficult at this time due to sub-prime lenders shutting their doors. This has created a buy-here, pay-here program being offered to their customers. Wes and John are changing up their inventory and their advertising technique and have more of a presence on the Internet. Wes has downsized his staff and closed the detail shop. They also pay close attention to the cars they buy, as the customer wants one under \$15,000 and a monthly payment under \$300. Wes and his staff are busy reinventing themselves and making things happen.

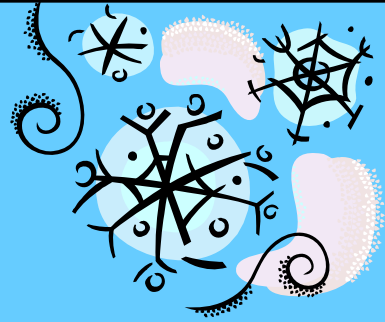
When asked if he would do it all again, Wes said "Absolutely". Wes loves the car business, but more than that he loves the personal relationships he's built for over 32 years, which far out weigh the tough economic times. Wes and John know who sustains them and they will weather the storm.

Wes currently serves on the board with Bernie DeCastro with Re-entry of Ocala f/k/a Time for Freedom and is a longtime member of the Kiwanis Club of Ocala.

To Wes and John, the Tax Collector and his staff appreciate all the many years of dedicated service you have given back to Marion County.



EFS UPDATES



Our next EFS meeting will be held February 9th here in Marion County. I will notify everyone of any updates and changes.

You may **not** operate two certified service provider systems at the same time. You must clear your system of any initial or pending transactions prior to switching over to the new system.

We have run out of Datamax decals. Tallahassee will not send us any more. You will need to get with your vendor to receive more stock. If you are having difficulty with your vendor providing you with decals or ribbons, please feel free to contact me so that I can try to assist you. Once again, thank you for the tremendous job you guys are doing! Keep up the good work!

Pamala Randle

WORK ACCURACY

As always, please make sure you are double checking your work prior to finalizing and submitting your deals to us. By double checking for mistakes you will cut down on your number of errors and also the time that it takes us to retype your voids.

Once you finalize the deal, the work must be submitted to the tax collectors office by the close of business the following day. We can not stress enough the importance of having your work turned in to us in a timely manner. Getting your work to us earlier, may allow us to fix a mistake immediately rather than suspending or voiding. If we have to wait on you, that means our audit department has to wait on us!

DRIVERS LICENSES

Please remember to fax over copies of drivers licenses or passports if you need a customer created. More often than not, they are already in the system. We are not allowed to have multiple records for the same customer. If you have any questions regarding what your customer will have to show you for identification, please let us know. We can provide you a list of State approved forms of identification. Our fax number is 352-368-8281.



SUSPENDED TRANSACTIONS

As we are all aware, we can not have any deals in suspension for more than 30 days. DMV and Tallahassee are auditing all suspended transactions. Please make sure you correct all errors as soon as possible.

Please remember that the you only have 30 days to do a title transfer. EFS transactions fall under the same criteria as non-EFS transactions.



ANNUAL YARD SALE

Spring will soon be in the air! Time to clean out those closets, attics, garages and sheds! The Tax Collector's office has begun to collect items for our much anticipated spring yard sale. If you have items to donate, please keep us in mind. Big or small, we will come get it.



As you are rummaging through your belongings, remember one man's trash is another man's treasure. All proceeds from the yard sale will go towards local charities such as United Way, Interfaith Emergency Services and March of Dimes (just to name a few). Please remember that your donations will help OUR community through the tough times that we are all experiencing.

FOOD 4 KIDS

Food 4 Kids lies especially close to the heart of the Tax Collector's office. We have been working with Interfaith Emergency Services for almost 2 years and they are needing our help now more than ever!

In the beginning of the school year the backpacks being sent home were feeding 500 children. Due to recent layoffs and tougher economic times, there are now 850 children being feed by these backpacks on the weekends. To some children, these are the only hot meals they will eat when they are not in school. Interfaith Emergency Services is estimating that there will be up to 1000 children benefiting from Food 4 Kids before the school year ends. We are graciously accepting monetary and food donations. Please keep these children in your thoughts while you are food shopping!

PIZZA SALE

It's that time again! Our next charity pizza sale will be February 13th. Be a sweetheart and treat your employees and co-workers for Valentine's Day!



We will be offering a large one-topping pizza from Domino's for just \$10! Please send in your orders ahead of time with your runner or by fax. Our fax number is 352-368-8281.

All proceeds go towards local Charities!

DECEMBER 2008 NEWSLETTER RECIPE OF THE QUARTER

JEFF'S BAKED BEANS

1 gallon of Bush's Original Baked Beans

1/2 bag of brown sugar (regular or with Splenda)

Crazy Salt, Season All, Seasoned Pepper

A couple of good squirts of Bullseye Original BBQ Sauce

Strips of hickory smoked bacon on top

Cook covered for about 2 1/2 hours at 250°. Uncover and cook for 1 1/2 hours at 350°. If you cook it in a shallow pan, cook less time or the beans will dry out. Enjoy!!

