



George Albright

Marion County Tax Collector

PO Box 1178

Ocala, FL 34478

www.mariontax.com



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DEALER BUZZ

TOP REQUIREMENTS

When applying for a TOP you must submit **three** of the following items to provide proof of Florida residency.

- ◆ Current copy of a Florida driver's license in the carrier's name.
- ◆ Copy of a document indicating the carrier's company is a Florida corporation or registered to conduct business in Florida as a foreign corporation.
- ◆ Copy of a document indicating the carrier is a resident of Florida and the principal owner of a Florida corporation.
- ◆ Current copy of a Federal income tax return, in the carrier's name, indicating the return filed was from the carrier's Florida address.
- ◆ Current copy of a tax bill indicating real estate or personal property taxes were paid in the carrier's name for the carrier's Florida address.
- ◆ Current copy of a utility bill paid in the carrier's name for the carrier's Florida address.
- ◆ Copy of a title or registration for a vehicle titled in Florida in the carrier's name.



We will not be able to process any TOP applications without the required proofs of residency. You can view a TOP quick reference guide on page 44 of the IRP trucking manual. To view and/or print the IRP and IFTA manuals, go to the following website: www.flhsmv.gov/html/titlinf.html

In addition, if you need assistance in preparing the IFTA tax returns and IRP applications, as well as setting up your record keeping system, you may contact Diana Kay with the Bureau of Motor Carrier Services. Please contact her at 352-620-3993.

SALVAGE VEHICLE UPDATE

As of March 31, 2009 all salvage dealers, vehicle recyclers, vehicle shredders and crushers in the US must report all vehicle data to the National Motor Vehicle Title Information System (NMVTIS).

NMVTIS gathers information on vehicles which allows the general public and government agencies to research a vehicle's history. This information will protect states and consumers from fraud, reduce the use of stolen vehicles for illicit purposes, and provide consumers protection from unsafe vehicles.



To report the vehicles, you must provide a VIN number on the date the vehicle was obtained and the person or entity that sold it to you. You will have to report the vehicle again with the final disposition of either "SCRAP", "CRUSH" or "SOLD".

In order to report the vehicles that you receive, you must use a state approved third party vendor. If you do not have a vendor that you are currently using, please visit the following website for a list of state approved vendors.

<http://www.flhsmv.gov/etr/etr-vendor.html>

E-MAIL ADDRESSES

The Division of Motor Vehicles is in the process of revising all forms to include a box for e-mail addresses. The first form to be revised was the Application for Certificate of Title With/Without Registration, DHSMV form 82040.



If you are not using the DHSMV 82040 with the revision date of 11/08, please remember to capture the e-mail address anywhere on the top of the 82040. The state will be using the e-mail addresses provided to notify customer of any changes, problems and electronic renewal notices once legislation approves it.



TEMPORARY TAGS

When you issue a temporary tag to a business please make sure that you do not use any punctuation and that you are creating the temporary tag to read exactly as their business is set up in Sunbiz. Example:

Incorrect Suzie's Landscaping L.L.C.

Correct Suzies Landscaping LLC

The only punctuation that is acceptable is a hyphen and the "&" sign. If the "and" word is written out in Sunbiz, it needs to be created that way and not with the "&" sign.

When issuing a temporary tag to a customer from out of state, you **must** create them the same exact way it reads on their out of state license. Example:

License Susan Sample Smith

Incorrect Susan S. Smith

Correct Susan Sample Smith

"Customer service doesn't come from a manual, it comes from the heart. When you're taking care of the customer, you can never do too much. And there is NO wrong way—if it comes from the heart."

- Debbie ("Mrs.") Fields

DRIVERS LICENSE UPDATE

Due to recent legislative changes made by Florida Legislature, drivers license fees will increase as of **September 1, 2009**. The new fees are as following:

Original/Renewal Class E	\$54.25
Original/Renewal Class A,B,C	\$81.25
Replacement DL/ID Card	\$31.25
Endorsements (each)	\$7.00

Please note that as of **January 1, 2010** all customers applying for a new drivers license or renewing an existing drivers license must bring the following documents to establish your identity, proof of legal residence and date of birth.

- **Valid, unexpired US passport** *OR*
- **Original or certified copy of a birth certificate** *OR*
- **Certificate of Naturalization issued by Department of Homeland Security**



AND

- **If your name has changed by marriage/divorce/court order you must provide the certified documents of the chain of names that differs from your primary identity document**



AND

- **Proof of Social Security number by Social Security card, paycheck, income tax documents, DD-214 or similar document that verifies your same name as the application**

AND

- **Provide one document that shows your principle residence.**

SPECIALITY TAGS

Keep an eye out for all the new specialty tags coming out! Here are a few examples of the new tags. Specialty tag fees apply to all of the tags except the standard "In God We Trust" tag (with the oranges). There is no extra charge for this license plate. Please ask your customers which "In God We Trust" tag they prefer. Replacement fees will still apply if they are replacing an existing tag.



HELPFUL LINKS

- As of July 1st, we will no longer require an MSO to read "motor scooter" if it is under 50 CC's. All MSO's should read motorcycle. If the motorcycle is under 50 CC's, we will still need to verify that the manufacturer/distributor is approved by the state. Please visit the following link for the up to date motorcycle list.



http://www.flhsmv.gov/Intranet/DMV/Bulletins/Motorcycle_List.htm

- To view a list of updated ELT lienholders you can visit the following link. This list is also updated frequently. Checking your ELT list prior to submitting your work will allow us to use the correct customer number/FEID number and choose the correct lienholder.



http://www.flhsmv.gov/Intranet/DMV/Bulletins/ELT_List.htm

"An investment in knowledge always pays the best interest."

- Benjamin Franklin

QUICK REFERENCE FOR DERELICT AND JUNK TITLES

The following is a quick reference for Salvage Motor Vehicle Dealers and Secondary Metal Recyclers.



If the Florida title is available:

The Florida title must be properly signed over from the owner of record to the salvage motor vehicle dealer and/or secondary metal recycler. The following documents must be returned to the Tax Collector's office on a monthly basis.

- **If owner 1 signed title over to owner 2, owner 2 does not have to take title in their name but must reassign the title in the “dealer reassignment section” over to the dealer/recycler.**
- **Salvage dealer and/or secondary recycler would then sign their name on the face of the title write “JUNK” on the title.**
- **Lien satisfaction, if applicable.**

If the Florida title is not available:

The following documentation must be provided to the Tax Collector's office for processing **within 24 hours** of receiving the motor vehicle or mobile home.

- **Form 82137 completed in section 1 by the owner of the vehicle/mobile home. The owner must be the owner of record on the DMV database, if not the application must be rejected. Section 2 must be completed by the transporter and section 3 must be completed by the salvage dealer/recycler.**
- **Lien satisfaction, if applicable.**
- **\$ 6 Derelict title fee.**

Out-of-State title:

The following must be provided to the Tax Collector's office for processing **within 24 hours** of receiving the motor vehicle or mobile home.

- **Form 82137, completed by both seller and buyer.**
- **Form 82042, accurately completed by the retail purchaser with the VIN number verified by one of the four officials shown on the lower portion of the form.**
- **Lien satisfaction, if applicable.**
- **Out-of-state title will need to be submitted with the 82137 for the Department of Motor Vehicles to submit to that state.**
- **\$6 Derelict title fee**

MOTOR VEHICLE FEE INCREASES

The following **estimated fees** will go into effect **September 1, 2009**. Please remind your customers that you can renew your tag up to 3 months in advance (ex. If your tag expires in Nov., you can renew as of Aug. 1st) and that we offer biennial registrations.

REGISTRATIONS	CURRENT FEES	NEW FEES	
Automobile	1 thru 2,499	\$28.10	\$54.25
	2,500—3,499	\$36.10	\$57.65
	3,500—up	\$46.10	\$71.15
Truck	1 thru 1,999	\$28.10	\$46.65
	2,000—3,000	\$36.10	\$57.65
	3,001—5,000	\$46.10	\$71.15
Motor Home	Under 4,500	\$32.10	\$52.65
	4,500 and up	\$47.10	\$72.90
Motorcycle		\$24.60	\$41.65
Moped		\$19.60	\$34.90
Travel Trailer	35 ft or less	\$32.10	\$52.65
Heavy Truck by GVW	5,001—5,999	\$57.10	\$86.40
	6,000—7,999	\$77.10	\$113.40
	8,000—9,999	\$88.10	\$128.65
	10,000—14,999	\$104.10	\$153.65
	15,000—19,999	\$148.10	\$212.65
	20,000—26,0000	\$203.10	\$286.65
	26,001—34,999	\$257.10	\$359.65
	35,000—43,999	\$317.10	\$440.65
	44,000—54,999	\$589.10	\$808.65
	55,000—61,999	\$695.10	\$951.65
	62,000—71,999	\$817.10	\$1115.65
	72,000—more	\$996.10	\$1357.65
Dealer Plates		\$51.60	\$69.65
Registration Transfer		\$4.60	\$7.85
Replacement of Current License Plate		\$20.10	\$43.15
Replacement decal		\$16.10	\$40.35

REGISTRATIONS CONTINUED	CURRENT FEES	NEW FEES
Metal Tag	\$12.00	\$28.00
Initial Registration Fee	\$100.00	\$225.00
Disabled Veteran Registration Transfer	\$4.50	\$10.00

All Mobile Home registrations will be increasing by **\$5.25**.

All Vessel registrations will be increasing by **\$2.00**.

TITLE FEES	CURRENT FEES	NEW FEES
Original/Duplicate/Transfer	\$29.75	\$75.75
Out-of-State Title Transfer	\$33.75	\$85.75
Lien Add	\$28.75	\$74.75
Delinquent Fee	\$10.00	\$20.00
Fast Title	\$7.00	\$10.00
Off-Highway Vehicles	\$38.25	\$43.50

If you are requesting a paper title be mailed to your customer, add an additional **\$2.50** for a paper title fee. The lien fee and lemon law have not changed, they will remain at **\$2.00** each.

All fee increases go to Tallahassee. The Tax Collector's office does not retain any of the new fees .

OFF-HIGHWAY VEHICLES

The State of Florida has recently adopted new legislation to allow recreational vehicles (ROV's, also known as mules) to be titled and to receive an off-highway decal.

An ROV is defined as any motorized recreational off-highway vehicle 60 inches or less in width, having a dry weight of 1,500 pounds or less, designed to travel on four or more non-highway tires, having non-straddle seating and a steering wheel, and manufactured for recreational use by one or more persons. The term ROV does not include a golf cart or a low-speed vehicle.



To title an ROV purchased prior to 07/01/09, you must submit the following documentation to the Tax Collector:

1. One of the following:

- An MSO showing a complete chain of ownership to the applicant
- A bill of sale including the year, make and VIN number of the ROV.
- A notarized/perjury clause affidavit of ownership including a complete description of the ROV.

2. A completed 82040 in the applicants name.

3. A lien satisfaction, if applicable. If there is a lien to be recorded, a lien date must be shown.

TRI-AM RV

For those spur of the moment weekend getaways that do not require a lot of packing and preparation, your first stop should be Tri-Am RV Center. Sherry and H.L. Perkins and Russ and Carma Poehlman started Tri-Am RV Center in 1980. They began by selling the extremely popular pop-up campers and then expanding to offer a wide array of motor homes, coaches, and travel trailers.



Camping is not only fun and exciting, but it also instills a love for the land and outdoors. Camping, whether it's in a motor home, tent or travel trailer, gives you a sense of freedom. Not only are campgrounds full to capacity but they are very accommodating and they have allowed for easier access and hook-up. No where will you find a more family oriented sport. Sherry says she is selling into the second and third generation of her original customer and is very proud of the longevity and prestige her business has attained.

The RV industry is a very young industry. It was not until the mid 60's when the first motor home was made. Back then the pop-up camper was the norm, however it also had its drawbacks. Not only is the comfort level and seasonal use restricted, set-up and pack-up was a lot more labor intense. Today the travel trailer is the #1 selling unit. It allows you to hook up, travel to your destination, unhook and still have means to see the sights. However, the population of older adults is growing as the baby boomers are retiring and the motor home seems attractive and a more sophisticated way of camping.

Sherry and H.L. recently expanded their operation with a sister lot in Bullsgap, TN. It's been a dream of theirs for sometime to have a second location. Their son Russ and his wife Laura manage the lot in Ocala and their son Ryan and his wife Amy work alongside Sherry and H. L. in Tennessee.



This past year Sherry, along with the RV Trade Association, got legislation passed to ensure that when the consumer buys a unit, the manufacturer and the dealer must stand behind the warranty. Another key issue has been training for the technicians and salesmen. Education and training go hand in hand and with the rapid pace of technology, RV technicians are now capable via the Internet to have continuous training and become certified. Sherry has played a vital part in promoting this endeavor and today this on-line training is nationwide and in Canada. The RV Trade Association has partnered with the University of South Florida who oversees and conducts the "Learning Center in the RV Business".



There is no doubt that times are tough and we may not see a significant improvement in the economy for years, but this has not hindered Sherry and H.L. from pursuing their dream and having the eagerness to establish and maintain it. From the Tax Collector and his staff, thank you!

"Let the fun begin..."

PRESTIGE AUTO SALES

“Where friends send friends”

Lifetime Marion County resident, Chris Spears, owner/operator of Prestige Auto Sales located on “Car Row”, is quick to let you know that his continued success is not due to himself but a higher being who has sustained him and continually provides and meets his needs.



Upon finishing at the University of Florida in 1985, Chris took what he thought was temporary work at Ken Adkins Honda in Ocala, that has now turned into a 24+ year career. Early on, Chris found an enjoyment for helping people find the right vehicle and in just his second year, he achieved Honda’s Gold Level Sales Achievement Award. This award is won nationally by its top 5% of sales producers. Chris now operates Prestige Auto Sales on Hwy 200 and has continued to enjoy sales success despite not being the biggest or oldest independent dealer. In Ocala, Prestige has enjoyed being one of the county’s top retailers the last two years with over 1,300 sales between 2007 & 2008. Chris boldly gives his success to the Lord and Savior, Jesus Christ.

Certainly the car business has helped form Chris as a person to some degree, but he owes a tremendous amount of gratitude to his parents, role models and friends for setting a great work ethic. When a guest leaves our business, whether they buy a car or not, we want them to feel good about Prestige and that they will try us again.

With signs that economic and financial conditions are stabilizing, Chris is wise to keep a steady-as-she-goes course. First, Chris and his team took a second look at their business plan and began making adjustments. They trimmed their staff, cut the budget by 40% and took a “back-to-basics” necessity only theology. Chris has a buy locally mentality. With so many quality dealers in Ocala, he sees no reason for local residents to buy elsewhere.



When you talk about a successful business man you think of Chris Spears, but he feels even more blessed by beautiful wife Kelley and his daughters, Savannah and Saylor. When you step into his office there is child-like artwork on the walls and vivid imagery of two precious girls and little mementos that would make any dad proud!



Chris, you not only have a passion for cars but for the needy as well. As recent as last month, Chris donated a car to a needy family during the share-abration at St. Johns Lutheran Church. He also donated the horse that is presently at the Veteran’s Park as a way of thanking those who fought and gave their lives for us to have the freedom that we so enjoy. God wants us to watch out for each other, Chris says!

From the Tax Collector and his staff, thank you for the indelible imprint you have made in Marion County and look forward to serving you in the years to come.

EFS UPDATES

Thank you once again for all the effort everyone puts forth to make our EFS relationship such a great one! You guys truly are the best!



Just a couple of reminders, our annual tag audit is coming up in October. Please make sure that you are up to date on your inventory and that you have accounted for each and every tag. This will make the audit process much easier for everyone. Our next EFS meeting will be July 28th in Sarasota. We will update you with any changes.

Please do not hesitate to call us with any questions that you may have. Thank you again for all the hard work.

Pamala Randle

CREATING CUSTOMERS

When you are selling a vehicle to an out-of-state resident, you must fax over the copy of the drivers license to the dealer office so that we can create them for you. The state is very strict about what you use to create a customer and how you create them. The customer will have to show one of the following items in order to be created.

- **A Florida drivers license or ID card**
- **An out-of-state drivers license or ID card with photo**
- **A US passport**
- **A Canadian drivers license, ID card or passport (date of birth must be written out)**
- **A drivers license or ID card from any US Territory**
- **An out of country passport**



CVR HELPDESK

800-333-6995

TITLE TEC HELPDESK

866-405-1029



DVR TAGS

As a reminder, **do not** run DVR tags through EFS. The registration use is coded as "MI", which enables them to receive a discounted rate. When you run it through EFS, they system changes the registration code to "PR", which charges the customer \$100. Having to apply for a refund inconveniences the customer unnecessarily. Please walk these deals through the dealer office.



DISPOSAL AFFIDAVITS

Please make sure you are attaching the disposal affidavits for the previous vehicle the tag is coming off of. It is imperative that the state has these for their records.



TAX COLLECTOR BOOK SALE

If you are cleaning out your closets, dusting your bookshelves, or moving boxes around your garage, please take the time to look through some of your books. If you have books that you no longer want and would like to donate to a good cause, we are gladly accepting all donations in all of our branch offices. All proceeds go to charities that we work with throughout the year.

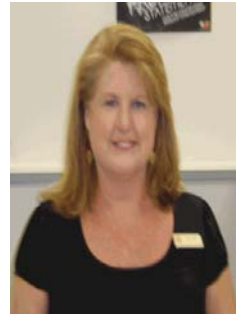


Our Jasmine Plaza (SR 200), North Branch (326) and Dunnelon locations are offering books for sale as well as the main office.

DEALER OFFICE PROFILE

Nancy is a lifelong resident of Marion County. She graduated from Vanguard High and attended Stetson University in DeLand, Fl. She is married to Mark and they have two children, Justin and Courtney.

Nancy began her career with the tag office in 1980 and has never looked back. She has been on numerous committees and is currently the manager of the Dealer Office. Nancy is thankful for the opportunities to serve and to be of help and guidance to others.



“I am most appreciative for the outstanding mentors that have walked alongside of me to give encouragement and support.”

FOOD 4 KIDS

We are accepting donations for Food 4 Kids again. The 2009 school year starts August 24th. We are gathering food, rolling backpacks and monetary donations. There is a tremendous need in our community this year and this program depends *solely* on the generosity of our community. There are currently 24 schools enrolled in the Food 4 Kids program.



JUNE 2009 NEWSLETTER RECIPE OF THE QUARTER

BUTTERSCOTCH-WALNUT-PUMPKIN PIE

1/4 CUP PLUS TBSP BUTTERSCOTCH TOPPING, DIVIDED

2 PKG (3.4 OZ EACH) VANILLA INSTANT PUDDING

1 GRAHAM CRACKER PIE CRUST

2/3 CUP PLUS TBSP WALNUTS, DIVIDED

1 CUP COLD MILK

1 CUP PUMPKIN

1 TSP GROUND CINNAMON

1/2 TSP GROUND NUTMEG

1 TUB (8 OZ) COOL WHIP



Pour 1/4 cup butterscotch topping into crust, sprinkle with 2/3 cup walnuts. Beat milk, pudding mixes, pumpkin and spices with whisk until blended. Spread into crust. Spread cool whip on top. Drizzle butterscotch topping over top of pie. Break walnuts into pieces, sprinkle on top. Refrigerate before serving. Enjoy!