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DEALER BUZZ

NOTARIZED AFFIDAVITS

When a certificate of title is submitted for transfer and the name of the purchaser shown in the “Transfer of Title by Seller” section has been lined through, altered, or is not the same person applying for the title transfer, the owner of record must either provide a notarized affidavit **or an affidavit containing the perjury clause** regarding the alteration or accompany the purchaser to the tax collector office to provide a general affidavit regarding the alteration or must apply for an unaltered certificate of title to transfer to the purchaser. Duplicate title fees will apply.

SIGNATURES & ADDRESSES

When you are processing a transaction, please make sure your customer is actually signing their name as it appears on their license. In many instances a customer has gotten married, however they may not have changed their drivers license to reflect their new married name. If that is the case, they **must sign the name that appears on their drivers license**. A copy of the marriage license will not suffice for us to title it in their married name. That does not mean that they must sign their full first, middle and last name. They must sign their **last name** as it appears on the drivers license.



Due to recent drivers license changes, PO Box addresses will no longer be listed on the drivers license. Some customers do not have the capability to receive mail at their physical address. Even though the drivers license does not reflect the PO Box, the state drivers license system will still retain the PO Box address in our system. **It is extremely important that you verify with your customer what mailing address they would like to use.** When we change the address in our system based upon the address you have submitted with your title work, it changes the address in the state drivers license database also.



LETTER FROM DMV

From the Ocala DMV Regional Office—
Michael Matz, *Regional Administrator*

Time to Renew Dealer Licenses

Dealer License renewal time is here for Independent (used car), wholesale, salvage and auction motor vehicle dealers. This year the Department sent renewal notices and [renewal application](#) to all dealers by email, if the dealer had a valid and current email address on file with DMV dealer license system. We began accepting renewal applications on February 15, 2010. We encourage all dealers to submit their [renewal application](#) with the required documents as soon as they can do so. This will help avoid delays in issuing the new license.

Section 320.27 (4) (a), Florida Statutes, requires all applications to be submitted no later than 30 days *before* the current license expires. Since these licenses expire on April 30th, all applications are to be submitted before April 1, 2010 to be in compliance with the law. If you submit your application after this but, before your current license expires, we will still process the application as quickly as we can however, if you do not have the new license by April 30, 2010, you must stop engaging in business as a motor vehicle dealer. If you did not receive your renewal notice by email, please go on-line to complete the [renewal application](#) and then print out the completed application. The [renewal application](#) consists of the one (1) page application with checklist and additional information on regional office locations and names of approved dealer training schools for continuing education. Complete page 1 of the [renewal application](#) on-line. All applications must be signed by an owner, principle of the dealership. Ensure that you include printed name, title, and date signed. Independent dealers, remember, if your last continuing education course completion certificate or pre-licensing dealer training seminar certificate was dated before May 1, 2008, you must have a new continuing education completion certificate.

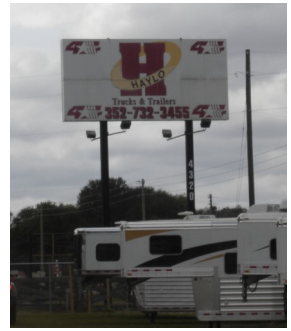
If your dealership is a corporation, Limited Liability Company, partnership, or has a Fictitious Name; the Division of Corporations certification required with your application is the latest “Annual Report” or “Registration of Fictitious Name” document with the words “FILED” and the date it was filed in the top right section of the document.

I am often asked “When is the best time to bring my application in to the regional office?” We encourage dealers to submit their applications to us as soon as possible to avoid last minute glitches and delays. Our office is open from 8:00am to 4:30pm, Monday thru Friday. If you have any questions, please do not hesitate to call your compliance officer at 352-732-1267.

The field office is located at 318 S.E 25th Ave, Ocala, Fl, 34471. You may contact him at: DmvRegion2@flhsmv.gov

HAYLO & COAST TO COAST TRUCK & TRAILERS

When you talk about Ocala, naturally you think of horses. Ocala is full of beautiful horse farms and a proud heritage of show winners. Many horse farms have emerged from this proud heritage to become national staples in the horse world. These horse farms have evolved further by catering to an industry specific to horses, such as Haylo Farms. Susan Scott started Haylo Trailers 28 years ago on her farm, Haylo Farm. After several years she decided to move Haylo Trailers into town and opened Coast to Coast Truck & Trailers. These businesses were located next to each other, but today they are located in the same building. Susan's daughter, Nancy Wilkerson, is in charge of day-to-day operations. Bob Kennedy has helped with management for both locations for 8 years.



Through the economic hardships in recent years, Haylo Truck & Trailers and Coast to Coast Truck & Trailers have not been affected as much as some of their competitors. Haylo Truck & Trailers is well known for carrying the Fourstar and Platinum brands, while Coast to Coast Truck & Trailers carries the Sundowner and Hart brands. All manufacturers have been in business for many years and have solid businesses.

While sales did slow down in the latter part of 2008 and 2009, year to date sales have steadily increased. Much like the car industry, financing has been the most affected. Many lienholders have pulled out and the lienholders that do remain have added many restrictions to the financing process. Customers that normally would have been approved with in an hour, can sometimes take up to 3 hours to get an approval.

The one thing that sets trailer financing apart from car financing, is that there is no risk. Haylo and Coast to Coast Truck & Trailers use a brokerage firm in Minneapolis, MN to provide financing for their customers. There is no 'on the spot' financing. It has become difficult to get trailer financing, but when the customer leaves the lot with the trailer, it is a done deal, with bank approval.

Another disadvantage to the financing restrictions is that the customers who would not have thought twice about purchasing a \$100,000 trailer are rethinking their purchases. They are stepping down into possibly a more affordable trailer.



With over 100 new, used and living quarter trailers on the lot at any given time, the Internet has become the best sales tool available. Approximately 75 % of all sales start on the Internet. Not only does Haylo and Coast to Coast Truck & Trailers sell new and used trailers, but you can also get your trailer serviced, purchase any accessory imaginable or

rent a trailer if necessary. They are your one stop shop for your horse trailer needs! Thank you Haylo Truck & Trailers and Coast to Coast Truck & Trailers for serving our horse community and contributing so much to Ocala!



EFS UPDATES

Once again, you guys are doing a fantastic job. We ask that you pay attention to the following information as it will help ensure your customer gets processed in a timely manner.

We will keep you updated of any upcoming changes. If you have any questions, please do not hesitate to call us. Keep up the good work!



ADDRESSES

When you are processing title work through EFS, please verify that you are picking up the correct address. Any changes you make to the address reflect in the drivers license database immediately. It is very important that you are double-checking your work prior to finalizing. Address mistakes are not only time consuming for us to correct, but the customer may suffer repercussions from the incorrect addresses due to a clerk error.



Pamala Randle

WEIGHTS

When titling a vehicle from an MSO, please make sure you are picking up the empty weight. If you pick up the incorrect weight, we will have to void and retype it, which may cause a money difference. We can not complete our report until we have the money for the difference. Not only does this back our reports up, but it also slows the process for the audit department.



DISABLED VETERANS TAGS

It is extremely important that you do not run DV tags through EFS. The EFS system does not provide you with the proper code to process the registration at a discounted rate. You will charge your customer the normal rate. Any deal processed through EFS that has a DV tag will be voided and refunded. All Disabled Veterans tags must be walked through!



PIZZA FUNDRAISER

It's that time again...

Treat your employees to some yummy pizza to thank them for a job well done! Order your large Domino's one-topping pizza for just **\$10**. Pizza sale will be held on **March 26th**. Please e-mail your order to [**dealerinfo@mariontax.com**](mailto:dealerinfo@mariontax.com) by March 19th.

All proceeds benefit the March of Dimes.



FOOD 4 KIDS

With so many economic factors affecting our day-to-day lives, it is more important now than ever to remember those who are less fortunate than us. Donations have fallen to an all time low and Interfaith Emergency Services is in dire need of donations to fill the backpacks for the Food 4 Kids program. When you are shopping and you spot that great buy 1, get 1 deal—think of the children who depend on those backpacks to keep their belly full over the weekend. The following items are what are used to fill those backpacks:

Canned Meat

Canned Pasta

Canned Soup

Milk (1 qt., non-refrigerated)

Juice Boxes

Peanut Butter

Macaroni & Cheese (boxed)

Pudding Cups

Fruit Cups

Cereal (single serving)

Snack Bars

Pop Tarts

Crackers (peanut butter or cheese)

Snacks



Donations are accepted at any branch. They also request if you have any extra egg cartons or plastic bags that you could donate, it would be much appreciated.

BUNCO FOR BABIES

We will be holding a Bunco Night to benefit the March of Dimes on March 26th at 7:00 PM at the Elks Club & Lodge, located at 702 NE 25th Ave. \$20 is the pre-registration fee. You will not be able to pay at the door. There will be an open cash bar, light hors d'oeuvres, raffles and prizes. Please come join us for a fun night of entertainment!



AZALEA SALE



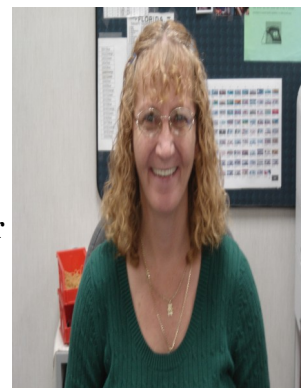
The Marion County Tax Collectors office will be hosting an azalea sale to benefit the March of Dimes on March 20th. The sale will be held in the Tax Collector parking lot located at 503 SE 25th Ave from 8:30 AM to 1:30 PM. Azaleas will be sold in 1 gallon pots for \$3 each. We will have purple formosas, red ruffles and Mrs. G. G. Gerbings. Pre-orders are accepted and recommended. To pre-order please call Louann at 352-368-8218.



We will also have a bounce house, face painting, a bake sale, hot dogs, hamburgers and purses for sale. So invite your friends and family to come out and have fun with us! All proceeds will benefit the March of Dimes.

DEALER OFFICE PROFILE

Edna has been a resident of Marion County for 23 years. She graduated from CFCC with Associate of Science degrees in Business Management and Accounting. She is the proud mother of 8 children, Karen, Amy, Luke, Michael, Daniel, Shaon, Brandon and Nickolas. She is also the proud grandmother of 6 grandchildren, Chance, Izac, Sheldon, Steven, Cathryn and Xander. Edna has been employed at the Marion County Tax Collector's office for almost 12 years. She has been in the dealers office for about 7 years. She enjoys waiting on the dealers and helping them resolve their title problems.



MARCH 2010 NEWSLETTER RECIPE OF THE QUARTER

ST. PATRICK'S DAY CUPCAKES

- 1 3/4 CUPS ALL PURPOSE FLOUR, 2 BEATEN EGGS**
- 3/4 CUP MINIATURE SEMISWEET CHOCOLATE PIECES**
- 2/3 CUP SUGAR, 1/2 TEASPOON SALT, 1/2 CUP COOKING OIL**
- 2 1/2 TEASPOONS BAKING POWDER, 1 1/4 CUPS MILK**
- 1 TEASPOON VANILLA OR 1/4 TEASPOON ALMOND EXTRACT**
- 1/2 CAN OF CREAM CHEESE FROSTING (1 CUP)**
- GREEN COLORED SUGAR**
- 1 4-SERVING SIZE PACKAGE INSTANT PISTACHIO PUDDING MIX**



Grease muffin cups or line with the paper bake cups. In a large mixing bowl stir together flour, pudding mix, chocolate pieces, sugar, baking powder, and salt. In a small bowl combine beaten eggs, milk, oil, and vanilla or almond extract. Stir into flour mixture just until combined. Fill muffin cups 2/3 full. Bake in a 375°F oven for 18 to 20 minutes or until golden brown. Cool on a wire rack. Frost with cream cheese frosting; sprinkle with green sugar, then milk chocolate pieces. Enjoy!