



Montana Automobile Dealers Association

JUNE 2017 NEWS BULLETIN

May MTADA News and Updates

Hello fellow Montana Auto dealers and friends. I hope you're all enjoying the beginning of the summer. I'd like to encourage all of you to register for the Montana Auto Dealers Association annual family convention, if you haven't done so already.

The afternoon of Friday August 25th, we'll be having our all dealer-member meeting. During the all dealer-member meeting, we'll discuss the bills that were passed during the 2017 legislative session and what that means for Montana auto dealers. We will also talk through plans for the 2019 legislation and Bruce will explain the legislative process- this is your chance to have a voice within the industry. We'll also discuss the current relationship with the MVD and upcoming solutions to pain points many of us are facing. Finally, we'll talk through the development of the "MTADA Automotive Industry Technician Career Pathways Program". We'll discuss what has been done with the program during the last year and what the plans are going forward.

During the President's reception and banquet, Glen Mercer who is a national expert regarding automotive industry consulting and investment, will address the group. Glen Mercer was a key-note speaker at the 100th NADA convention and you don't want to miss him. We've invited Tim Fox, the Montana Attorney General, to speak at our convention and to address our members. Additionally, American Financial will present the Eagle Award to one of our distinguished members, the Montana TIME Magazine dealer of the year will be

announced, and past MTADA President's will be honored and recognized.

The activities and information will continue well into Saturday, Mark Scarpelli- the NADA Chairman will address our dealer body, Joe Verde- a national expert in sales and management training will show you how to quickly spot missing sales opportunities and how to increase unit sales and net profit, and Sharon Kitzman who is a 25 year automotive industry veteran and is responsible for leading Dealertrack's DMS division from single to double-digit market share, and for executing triple digit growth, will explain how stronger dealerships happen through change, not through chance-technology changes can be intimidating, but are filled with opportunity. Following the Saturday sessions, we'll have a golf tournament right there at Fairmont followed by dinner BBQ by the pool.

This is going to be a great annual event to keep up to date on legislative issues that impact our industry, gather important information, meet great people, and to have a fantastic time with family and friends. If you have any questions regarding the Annual Family convention, call Kelsey at 406-439-2692. That wraps up another month! I hope you have a great end of June and I'll talk to you all again next month. ■



Chuck Notbohm
MTADA President

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and more!

DIRECTOR'S MESSAGE:

Franchised Dealers Eye Opportunity in Off-lease

Off-lease vehicle volume is rising, used-vehicle prices are falling and Brian Benstock, vice-president of Paragon Honda and Paragon Acura, counts it all opportunity.

He's looking forward to selling or leasing new vehicles to consumers when their leases expire and plans to buy a lot of those lower-mileage, off-lease vehicles for his thriving certified used-vehicle operations.

And though the industry expects a glut of off-lease vehicles to put downward pressure on new- and used-vehicle prices in the coming months, Benstock said it's just "normal" market "ups and downs." Honda and Acura residuals are holding up well, he adds.

"I'm excited about a lot of cars coming off-lease. Those cars need to be replaced, so there's an opportunity to sell more new cars," said Benstock who expects his Woodside, N.Y., dealerships to this year exceed the 3,012 certified used Hondas and 1,048 certified used Acuras they sold in 2016.

"And if the value drops on used cars, we're going to pay less for them and that will create a value for the potential buyer. I'm bullish on the fact there are more off-lease cars."

Price pressure

Edmunds estimates that 3.5 million off-lease vehicles will return to the market this year and the number will grow to 3.9 million in 2018 and to 4.2 million in 2019. That's up from 2.5 million in 2015 and 3.2 million in 2016. That added volume is exerting downward pressure on prices of late-model, used cars and trucks.

For example, from the first quarter of 2010 to the first quarter of 2017, the average value of 3-year-old used vehicles increased 8.7 percent while the original MSRP of 3-year-old vehicles grew 14.7 percent in the same time period, according to Edmunds.

Lower used-vehicle prices can make it harder and more expensive for consumers who owe more on their trade-in than it's worth to get auto loans.

Ivan Drury, senior analyst at Edmunds, said "42, 43 percent" of all new-car buyers have trade-ins and of that number, at least 25 percent owe an average of \$5,000 more on their



Don Kaltschmidt
NADA Director

Continued on **PAGE 7**

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CHAIRMAN'S MESSAGE:
White House Tour Recap



Mark Scarpelli
 2017 NADA Chairman

Last week, I had the profound privilege of joining fellow NADA leadership at the White House to meet with some of the officials who write the rules and regulations that impact our great industry.

Along with NADA President and CEO Peter Welch and others, I presented the viewpoint of America's franchised auto dealers directly to Gary Cohn, director of the National Economic Council, and other senior staffers from the White House and the U.S. Treasury Department. We also had the distinguished privilege to meet briefly with Vice President Mike Pence. Presenting a united front, NADA had productive discussions with people who are working closely with the House and Senate leadership to draft a tax bill that will preserve the benefits of America's auto dealerships.

I'm happy to report that individuals at the highest levels of this administration are reaching out to the business community, and they are listening to those of us in the auto industry.

Based on our conversations, it's clear that tax reform remains at the top of the agenda in Washington. And this will, we hope, give American businesses new opportunities that we haven't seen in the past few years. NADA is analyzing tax reform through the eyes of both consumers and dealers. We are asking two pivotal questions:

1. Will tax reform stimulate consumer demand in the market?
2. Will tax reform reduce the cost of dealer capital so you can continue to drive your local economy?

It's important to note that it's still early in the tax writing process. The White House and Republican congressional leaders are trying to reach consensus on specific bill language over the summer. We've already seen some big issues emerge in the past few months, and NADA continues to tell the government that no matter what reform is set forth, American consumers should not be subjected to additional costs. Overall the discussions have been healthy and we've covered the topics that matter most to you, including repealing the death tax; creating a lower rate for business income from pass-through entities; lowering overall rates; accelerating cost recovery; eliminating the AMT; and repealing the 12-percent federal excise tax on heavy-duty trucks.

The NADA leadership and I were proud to promote the benefits of the retail auto business and the fact that America's dealerships are local, diverse and modern, and that they save people money and create jobs. We reminded leaders in Washington that the majority of us are small businesses, but together we are an economic powerhouse, with more than 18,000 stores across the nation. Our local businesses are planted firmly in our communities, so we provide career opportunities on Main Street, and contribute mightily to our local tax bases.

Our White House visit is testimony to the larger public discussion and NADA's movement to educate others about the dealer business—whether the general public, policymakers, opinion leaders, journalists, OEM executives or other stakeholders throughout the auto industry.

During NADA's 100th anniversary convention in January, I told thousands of attendees in New Orleans that I would serve as the gatekeeper for this industry. Above all, that means being the gatekeeper between Washington's policies—well-intentioned or not—and your doors. I'm happy to report that there are great opportunities knocking for us all. ■

Mark Scarpelli is 2017 NADA chairman and president of Raymond Chevrolet and Raymond Kia in Antioch, Ill., and co-owner of Ray Chevrolet and Ray Chrysler-Jeep-Dodge-Ram in Fox Lake, Ill.

The Title & Registration Bureau has Moved!

The Title & Registration Bureau is now centrally located with MVD Headquarters. Our new physical address is: 302 N Roberts in Helena, MT

Address mail for TRB to:
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 PO Box 201431
 Helena, MT 59620-1431

Need to Contact us?
 Email: mvdtitleinfo@mt.gov



LEGAL UPDATE

File that 8300

All dealers are generally aware that IRS Form 8300 must be filed to report cash payments of over \$10,000 received in a deal with one buyer as a result of a single transaction or two or more related transactions. The Form 8300 must be filed by the 15th day after the date the cash transaction occurs.

The information in Form 8300 is considered valuable by the IRS and Financial Crimes Enforcement Network (FinCEN) "in their efforts to combat money laundering." The IRS states that "this is an important effort, since money laundering is a tool that assists many individuals who participate in various criminal activities, ranging from tax evasion to terrorist financing to drug dealing, to hide the proceeds from their illegal activities."

Penalties for non-compliance: if you willfully fail to file Form 8300, you can be fined up to \$250,000 (\$500,000 for corporations) or sentenced to up to 5 years in prison, or both.

Here's an example what can happen if you are not diligent in getting your 8300's filed.

Ramiro Catano, 51, and his brother Tereso Catano Casas, 49, both of Bakersfield, pleaded guilty to felonies involving the failure to file the 8300 required for cash transactions over \$10,000. According to court documents, the defendants co-owned Catano's Auto Sales and Repair in Bakersfield. An undercover federal agent purchased a vehicle for \$12,000 cash from the dealership and requested that the dealership not file a Form 8300 on the transaction. The undercover agent also stated to Ramiro Catano that the cash used to purchase the vehicle was from the sale of cocaine. Following the sale, the defendants did not file a Form 8300 on the transaction. A couple of months later, another undercover federal agent purchased a vehicle for \$16,000 cash from the dealership. As with the earlier transaction, the undercover agent requested that the dealership not file a Form 8300 on the transaction, and the defendants did not do so.

Ramiro Catano pleaded guilty to conspiring to not file a Form 8300, and Tereso Catano Casas pleaded guilty to misprision of (or failing to report) a felony because he knew that not filing a Form 8300 was a felony, but he failed to report the

crime to the proper authorities. This case was the product of an investigation by the IRS Criminal Investigation, the U.S. Immigration and Customs Enforcement's (ICE) Homeland Security Investigations (HSI), and the Bakersfield Police Department.

As part of the plea agreement, the defendants have agreed to pay a \$28,000 forfeiture money judgment. The defendants are scheduled to be sentenced on July 10, 2017 before U.S. District Judge Dale A. Drozd. Ramiro Catano faces a maximum statutory penalty of five years in prison and a \$250,000 fine. Tereso Catano Casas faces a maximum statutory penalty of three years in prison and a \$250,000 fine. The actual sentences, however, will be determined at the discretion of the court after consideration of any applicable statutory factors and the Federal Sentencing Guidelines, which take into account a number of variables. ■



R. J. "Jim" Sewell, Jr.
MTADA General Counsel

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NCM Seminar: The Essentials of Preowned Vehicle Sales Management

Two months ago we had the wonderful opportunity to have NCM present a two-day seminar here in Helena, MT at a much lower and graduated price. Typically these seminars are only held in Dallas or Kansas City and are \$1,800 per person.



By Kelsey Wandke
Dir. Of Dealer Operations

Participants were guided through the process of leveraging what they learn by creating a “Guarantee of Action” plan that they complete during the course. The initial implementation of this “Guarantee of Action” occurs when they returned to their dealership upon dealer approval.

Here are some testimonials from the most recent class:

“The training session exceeded my expectations. Probably one of the better trainers from NCM. I have implemented a couple of the items from the class already. Marking the trades with pertinent information, and reevaluating at 46 and 61 days where two items we implemented right away...Overall – an outstanding class that will should help us increase sales and profit.” - Randy

“It was a great training for me. I learned a lot and Randy did



a fantastic job at keeping me engaged with his teaching style. I would like to come to the next training...” –Scott

After the class, to blow off some steam and have some fun, we went trap shooting at the Helena Trap Club and ate at the Grubstake- a local favorite.

The next class is September 19-20th, 2018. Save the date! This is definitely a class you do not want to miss.

As always, feel free to give me a call or shoot me an email if I can ever be of any assistance. kwandke@mtada.com 406-442-1233 ■



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North America Light-Vehicle Production Grew 9.0% in May

North America light-vehicle production totaled 1,574,207 units in May, rising 9.0% over year-ago's 1,443,768.

Mexico once again saw the most improvement, climbing 19.9% to 330,078 units. Huge gains from both car (+12.3%) and light-truck (+29.8%) assembly brought the country's share of the region up to 21% from 19% in 2016.

Volkswagen production soared 58.2% to 51,950 units. Strong output from Nissan (+15.8%) and Toyota (+19.8%) also contributed to the growth.

Kia's Monterrey, Mexico, plant expanded production of Forte and Rio models to 14,475 units, more than six times year-ago's 1,931 units.

Year-to-date, Mexico's total of 1,579,802 was 17.3% ahead of same-period 2016, with several new models added to the tally since last year.

Automakers in Canada boosted production 7.5% in May to 209,454 LVs, after a slow April. Car output dipped 0.4% to 66,918 but was balanced by an 11.6% increase in light-truck production to 142,536.

General Motors (+15.6%) and FCA (+11.6%) saw double-digit gains, and Toyota production grew 5.8% to 54,193 LVs.

It was a rocky five months for manufacturers in Canada, with total builds down 3.4% to 984,774 units through May.

Production in the U.S. grew 6.3% to a total of 1,034,675

for the month, despite gloomy sales forecasts and swollen inventory. Light-truck output increased 11.0% to 722,898, while car production fell 3.2%, extending a 9-month stretch of slowdowns.

Despite increased Santa Fe production, Hyundai's total was flat (-0.7%) with year-ago at 33,900 units due to reduced car output.

BMW, the biggest exporter by value for the U.S. auto industry, saw a 2.4% boost to 36,904 X-Series models in May. However, production was down 2.8% year-to-date.

Even after a booming May, year-to-date production in the U.S. was down 3.0% from year-ago with 4,858,590 LVs.

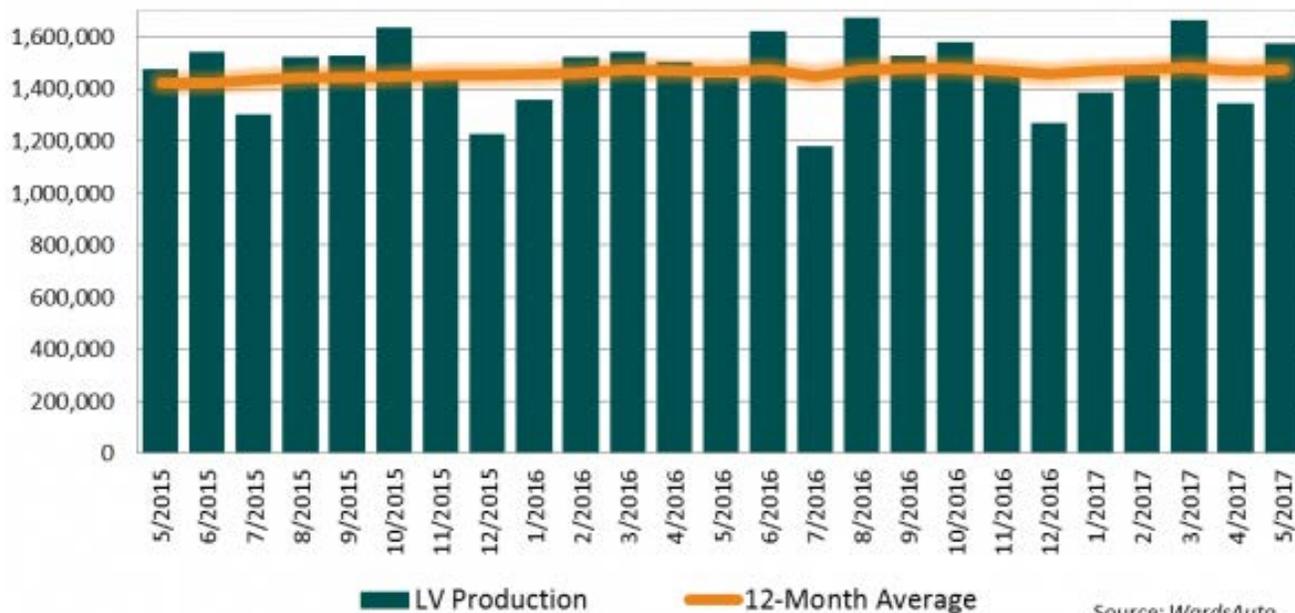
Looking at the region as a whole, several automakers recorded best-ever May totals. Kia soared 36.7% to 47,352 units, Toyota was up 7.7% to 179,915 and Nissan improved 12.0% to 168,352.

Light trucks made up much of the growth, with CUVs increasing 15.3% to 486,877 and Vans up 20.3% to 97,618.

North America's 5-month total inched up 0.7% to 7,423,166 LVs amid lingering questions about NAFTA's future. ■

Source: Wards Auto

North America Light Vehicle Production



Source: WardsAuto

Director's Message

CONTINUED FROM PAGE 2

current vehicles than they are worth.

He said the overall percentage of buyers saddled with negative equity "is not overwhelming but what is so scary is that the (dollar) amount is so high."

So far, interest rates are not a problem for dealers seeking financing for their customers because the increases have been small and most of the credit tightening is at the subprime level.

But Doug Wolford, vehicle exchange and lease manager at Oxmoor Toyota in Louisville, Ky., keeps his eye on interest rates and overall economic conditions such as housing and healthcare costs, anyway.

"It's been 5 or 6 years since we've seen rates we're going to be seeing in the next 12 to 18 to 24 months," Wolford said. "I get credit apps on 95 percent of my customers and I listen to them. Student loan debt is a killer."

CPO "maturing"

For years, off-lease vehicles have been the bread-and-butter of manufacturer-backed certified used-vehicles programs. But those sales are "maturing" and "not growing as fast" as they did in previous years, cautions Anil Goyal, senior vice president of automotive valuation and analytics at Black Book.

Incentives are lowering new-vehicle transaction prices so close to the prices of certified used vehicles that many consumers are opting for new instead of used, Goyal said.

"We are in a market that has plateaued and declining in many respects," Goyal said. "Certified will tick up a little bit this year but it will be under the 5 percent."

Even so, used-vehicle prices are high and Benstock believes CPO sales have room to grow.

"There is strong demand for used cars," he said. "There is a significant portion of the dealer body not participating in certified programs, and remember there is several times the number of used cars are sold in the nation as new cars. Until we get that certified number closer to one-to-one with new, I think we still have a lot of room for growth."

Todd Caputo, owner of Sun Chevrolet in Chittenango, N.Y., is already seeing his new-vehicle sales slowing down.

But he anticipates stocking more and lower-priced off-lease vehicles at his Chevy store and his two used-car dealerships.

To aid the effort, he's building a new dealership in Cicero, N.Y., to replace his existing Sun Auto Warehouse used-car store. The \$6 million, 43,000-square-foot facility will be twice the size of the current store and is to open in November.

His other used-car location is in Cortland, N.Y.

Caputo said his three dealerships retail about 5,000 used vehicles a year.

He added: "Savvy franchise dealers will be able to capitalize on off-lease vehicles and be more profitable with used cars." ■



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June Trivia Contest

Win a \$20 Gift Card and a Chance to Win 4 Tickets to the Cat-Griz Game

The winner of last month's trivia question The winner of last month's trivia question "In what year did Montana achieve statehood" was Anita Marsh with Rehbein Ford with the correct answer "1889".



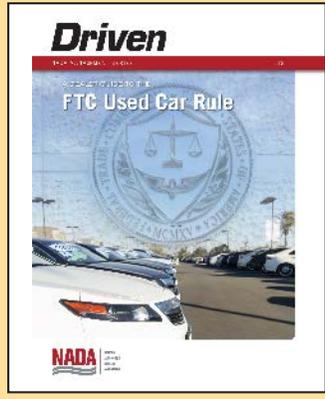
May Trivia Question

What is the official Montana State Fish?

Submit your answers to kwandke@mtada. All correct responses to this month's trivia question will be put in a drawing for a \$20 Amazon Gift Card. The winners of the monthly trivia questions will be put in the drawing for the grand prize, four tickets to the Cat-Griz Game!! **Good Luck!**

NADA Guide to Revised Used Car Rule Now Available

The new [A Dealer Guide to the Used Car Rule](#) (L12) is now available at NADA University Online. It provides an overview of the revised federal Used Car Rule, effective January 27, 2017. The guide includes details about the revised Buyers Guide and instructions on properly completing the Buyers Guide form, along with a number of templates and other examples. The guide is available to NADA and ATD members at no charge. (Note: Login is required to access NADA University Online.) If you need assistance accessing the guide, contact NADA Customer Service at 800.557.6232.



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Cholesterol: Your body needs it. It's an essential source of cell fuel. This waxy, fat-like lipoprotein that can be found in the bloodstream, but when you have too much of it, you can be at risk for heart disease and stroke.

One out of every six Americans has high cholesterol. Age, sex, and heredity can impact your risk of developing it. However, you do have some control in managing your cholesterol. Healthy living habits, such as healthy eating, weight management, exercise, not smoking, and limiting alcohol consumption, are all positive activities in which you can invest.

Healthy Eating Tip: Limit fatty meats and organ meat, like liver and kidney. Consume foods low in saturated fats, trans fat, and cholesterol. Look for foods that are high in fiber, monounsaturated fats, and polyunsaturated fats.

Weight Management Tip: Talk to your provider to discuss weight management strategies that will work for you. Adults who are overweight or obese have an increased risk of high cholesterol. Losing weight can help lower LDL (bad) cholesterol and raise your HDL (good) cholesterol level.

Exercise Tip: Adults should have two hours and 30 minutes of exercise each week. Regular activity can help lower LDL (bad) cholesterol and raise HDL (good) cholesterol.

No Smoking Tip: If you haven't started, then don't start now. Talk to your provider if you need a tobacco cessation program. Cigarette smoking lowers the "good" HDL cholesterol.

Limiting Alcohol Tip: Men shouldn't have more than two drinks per day, and women should limit themselves to one per day. Too much alcohol can raise your cholesterol. ■



WHAT ARE THE SIGNS?
High cholesterol doesn't present any symptoms. The only way to keep tabs on it is to get a blood test, which will show cholesterol results. Most adults get cholesterol level checks every five years.

Educating Your Members Begins with You

The Montana Automobile Dealers Association has partnered with EBMS to provide you and your employees with a variety of resources to keep you physically and financially well on your journeys. So pass it on! Consider sharing this information with your employees so you can empower them to be their healthiest selves. After all, a healthy workforce means a healthy business.

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DEALERS CORNER

Butte Toyota Owners Bring Wealth of Experience to Community

Toyota of Butte is now Butte Toyota — and with the new name come new owners.

David R. Billion and Joseph Pritchard have bought the dealership from Rob and Kim Dollar. Both Billion and Pritchard bring a wealth of experience to their new roles.

The new owners said they are “very excited to be a part of the Butte-Silver Bow community” and to be “providing a best-in-class experience with our sales, parts and service departments.”

Billion got his start in the business in 1994, working in the service department of his uncle Joe Billion’s dealership in Bozeman. The following year, he moved to Sioux Falls, South Dakota, and began selling cars then worked in finance, sales management, and general management.

In 2003, Billion was offered a partnership in three family-held stores, all located in Sioux Falls. He focused on growing the business through a strong internet presence and maximizing customer satisfaction. When he sold his his shares of the business in 2015, it had grown from 200 employees to more than 1,600 employees with locations in South Dakota, Iowa, and Montana.

Last month, missing the car business, Billion purchased a dealership in Williston, North Dakota, and now adds his investment in Butte Toyota.



Butte Chamber of Commerce Ribbon Cutting Ceremony

David and his wife Erika have been married since 1995 and have two boys, Max and Henry.

Pritchard began work at age 13 at the Pritchard Auto Company, a dealership started by his great-grandfather in Garner, Iowa, in 1913. He represents the fourth generation of leadership as president and CEO of Pritchard Companies. He continues to grow what started as a single dealership into a multifaceted family enterprise. His company has been named by Automotive News as one of the top 100 sales firms to work for, and he holds seats on several automotive manufacturer-dealer advisory boards. Joe and his wife Pam have been married for 34 years and have four children, including Ellen, who has recently moved to Butte and will take a role in the operation of Butte Toyota.

The new owners have named Perry Ressler as the dealership’s executive general manager. Ressler has 30 years of automotive experience, including 16 years of Toyota management experience and 11 years with Pritchard Companies. He and his wife Heidi have five children.

For more information visit buttetoyota.com. ■



Ellen Pritchard, Joe Pritchard, Perry Ressler, David Billion, Bruce Knudsen, Kelsey Wandke



MVD 2017 Vehicle Legislation Changes by Implementation Date:

Effective July 1, 2017

1. HB 650

- a. Increases the current \$3.00 (Montana resident) TRP fees to \$19.50.
- i. The following TRP types are currently charged this \$3.00 fee
 - 1. Vehicle sale, Courtesy delivery, Private sale
 - a. The \$3.00 fee is currently collected within the motor vehicle division (MVD) system when the vehicle's title and registration is processed at the county treasurer's office.
 - b. If a TRP is issued prior to July 1, 2017, new fees will be charged if the customer titles and registers the vehicle after July 1.
 - ii. The following TRP type is currently charged \$3.00 at the time of issuance
 - 1. Auto Auction
- b. Increases the current \$8.00 (Out of state) TRP fees to \$24.50.
 - i. The following TRP types are currently charged this \$8.00 fee at the time of issuance
 - 1. Vehicle sale, Courtesy delivery, Private sale
- c. The following fees charged via the TRP service are not changing:
 - 1. SI/Lien Perfection - \$8.00

2. Manual TRPs

- a. Manual TRPs are issued when the electronic TRP system cannot be used to issue a permit for a vehicle.
- b. Montana Code Annotated requires fees for all TRPs regardless of manual or electronic.
- c. The TRP fee, as outlined in HB 650, for Montana residents (\$19.50) and out of state residents (\$24.50) must be collected on all permits issued on or after July 1, 2017.
- d. When manual TRPs are requested from the Title and Registration Bureau (TRB) a log is sent with the blank permits for a dealer to capture who the permits were issued to. This log is sent back to TRB when more permits are requested; at which time, the fee as outlined above will be remitted for each manual permit issued after July 1, 2017.

Effective Oct 1, 2017

1. SB 336

- a. Added a new type of TRP that is valid for 90 days.
- b. This 90-day TRP can be utilized when required title work is being obtained and the previously issued 40-day timeframe has passed.
- c. This TRP fee is charged at the time of issuance.

January 1, 2018

1. HB 144

- a. Allows dealer licenses to be issued with a staggered expiration period instead of all licenses expiring at Dec 31. Specific process details will be provided later in the summer. ■

** The in-state fees will be paid by the customer at the county at the time of registration. The dealerships will collect and pay the fees for the out of state TRP transactions the same way they have done before. If you have any questions, please call Kelsey at 406-442-1233**

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