

Oklahoma Independent Automobile Dealers Association

DEALERS' RESOURCE

Digital Magazine / click to Flip through pages

TEMP TAG LAW CHANGES!

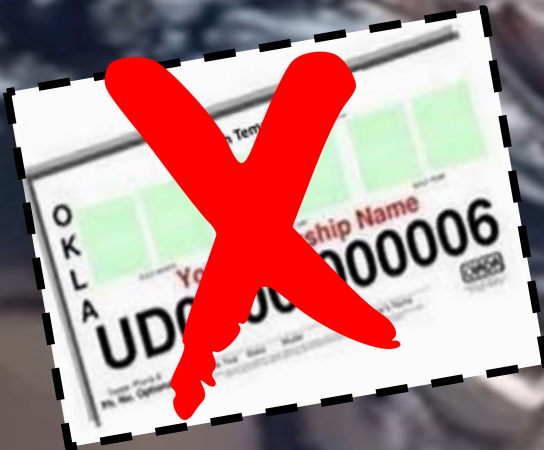
Vehicle Safety Standards

Commission Consent Agreement

Where do I get New Paper Tags?

The Mason Treat Act

Fuel Economy Guide.....



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INSIDE

New Temp Tag Law

Vehicle Safety
Standards

Commission Con-
sent Agreement

Where do I get
New Paper Tags?

The Mason Treat
Act

Fuel Economy
Guide.....

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OIADA Moore, OK
405-232-2947
ambersnook@okiada.com



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Director's Message



Change for the Oklahoma Paper Temp Tag

Governor Stitt signed Senate Bill 2035, The Mason Treat Act on April 30, 2024 with the goal to improve road safety for drivers and law enforcement by changing the temporary tag process of Oklahomans, and it is "all the buzz". This does change the process of automobile sales for all dealers. Modifying the issuance and design of the Oklahoma paper temp tag, logging and distribution to consumers, and also possible change in vendor from whom you purchase your temp tags . There are many factors into why the statute and rules are changing with this bill, and nobody likes change so lets focus with the positives:

The Mason Treat Act will first and foremost assist law enforcement in readily determining fraudulence in the temporary license plate which has been a obvious pervasive problem for Oklahoma and nearly every other state in the United States for the last decade. With SB2035 as vehicles are sold to consumers the temporary tag log information will be uploaded to Service Oklahoma and readily available to state law enforcement to identify who the vehicle is registered/sold to within 2 business days of the sale. The temp tag in Oklahoma has been an incessant problem in fraudulence, reproduction replica, and larceny for quite some time with some vendors both out of state and in issuing temp tags that are out of compliance in not only substance but publishing. The plague of fraudulence has proved to be a safety issue for our law enforcement repeatedly in both dealer and private sales. The publication / printing of temp tag reproduction through unlicensed vendors has put many dealers at risk issuing non compliant temp tags, improper logging, and gainful fines in accordance. The process with SB2035 and Commission rules to follow are in hopes to exterminate the fraud and help law enforcement, motor vehicle dealers, and the Oklahoma Turnpike Authority to all have accessible information as to whom the vehicle is sold.



Continued next page:

www.okiada.com

Change for the Oklahoma Paper Temp Tag Continued:

The Mason Treat Act modifying the temporary license plate to better meet the safety of not only our state law enforcement but meet the needs and safety of our dealers and citizens alike. It aims to increase efficiencies in the direct transmission of data from multiple state agencies that will indubitably meet the needs for all engrossed.

There were several entities working in collaboration and at variance with OIADA in this process including the Oklahoma New Motor Vehicle Commission, the Oklahoma Automobile Dealers Association, The Used Motor Vehicle, Dismantler & Manufactured Housing Commission, and Service Oklahoma.

We are working together to prepare comprehensive education and information to share. Please be sure you are active in membership with your state dealer associations. The associations will be your best revenue for education for dealers. Service Oklahoma is also preparing a public service announcement to educate the public on these changes. There are specific details of the implementation still being determined. Temp Tags after September 1, 2024 will be purchased through approved / registered vendors .

Your voice and support as dealers and industry leaders is principal to your success. I urge you to commit to getting involved and reaching out to your representatives and legislative leaders in matters that directly effect you as Oklahoma dealers. You can find and contact your legislator at <http://www.oklegislature.gov/FindMyLegislature.aspx?Address=&Address2=&City=&Zip=>

We need your support!

OUR MISSION : YOUR SUCCESS

OIADA Staff



MEMBERSHIP MATTERS



Oklahoma Temp Tag Law Change


(SB2035) "The Mason Treat Act" goes into effect September 1, 2024



OKLAHOMA
Used Motor Vehicle,
Dismantler, and
Manufactured Housing
Commission



**CLICK PLAY ICON BELOW FOR VIDEO OF FUTURE CHANGES ALL MOTOR
VEHICLE DELAERS MUST FOLLOW**

The Mason Treat ActShare

Temporary Tag & Registration Changes


Starting September 1st, 2024, all temporary tags will only be valid for 10 days.


Once you have reported the sale through the vendor's online portal and issued the customer a temporary tag, Service Oklahoma will mail the customer a temporary metal plate within the 10-day temporary tag window. This temporary metal plate will have a decal where the registration sticker typically is located at the top right of the plate to indicate that it is temporary.

Once the customer receives their metal plate in the mail, they will fully register the vehicle within 2 months of the date of sale of the vehicle.

If you transfer a customer's metal plate, Service Oklahoma will mail the customer a temporary decal within 10-days. The customer will now fully register the vehicle within 2 months of the date of sale of the vehicle.

(Service Oklahoma will mail metal plates to Oklahoma and out-of-state customers.)



Watch on  YouTube

[The Mason Treat Act \(youtube.com\)](https://www.youtube.com/watch?v=...)

[New Tag Laws "The Mason Treat Act" \(oklahoma.gov\)](https://www.oklahoma.gov/newsroom/p/2024/08/new-tag-laws-the-mason-treat-act)

SEPTEMBER 1, 2024 : NEW TEMP TAG PROCESS

Dealer Sale when purchaser has a metal plate to transfer to vehicle:

If the customer has an existing metal plate on the trade-in vehicle → the dealer will **not** provide a paper 10 day temporary tag. The dealer will physically remove the plate from the trade in and place it on the newly purchased vehicle. The dealer will then pre-register the plate by entering the purchase, plate number, and owner details (within two business days). A Licensed Operator (Service Oklahoma Tag Agent) will be assigned by Service Oklahoma to then complete the pre-registration of that metal plate and issue decals to the customer for that plate that conveys temporary status. The customer will attach the temporary decals to the transferred plate. The customer has two months from the sold-on date to register the vehicle.

Dealer Sale when the purchaser does not have a trade-in vehicle:

If the customer does not have a trade-in vehicle. The dealer will provide a Temporary Tag (valid for 10 days). The dealer will enter the plate serial number, purchase and owner details (within two business days). Service Oklahoma will then assign a Licensed Operator (Service Oklahoma Tag Agent) to complete the pre-registration by issuing a metal plate with decals conveying temporary status. The customer will attach the metal plate to the vehicle. The customer has two months from sold on date to register the vehicle.

Where do you purchase Paper Tags?

The 10 DAY Paper Tag will **have** to be purchased through an approved registered vendor. These vendors will be registered through the OUMVD&MHC (Oklahoma Used Motor Vehicle, Dismantler, and Manufactured Housing Commission) and or Oklahoma New Motor Vehicle Commission. You **may not** purchase or print paper tags through a vendor not approved and registered by the commissions. Check with the commissions for registered vendors, your previous vendor may not be registered. **REGISTERED VENDOR : WWW.AUTODEALERSRESOURCE.COM for purchasing tags.**

Pre-Registration

When preregistering temp tags and temporary metal plates: Your vendor should have options to pre-register the tag through their software which uploads daily to Service Oklahoma, or you can pre-register the temp tag or plate through okcars.service.ok.gov both within two business days of the sale.

You will still record the temp tag or plate number on the bill of sale for every transaction.

In the event you can not pre-register without assistance, please visit your Service Oklahoma Licensed Operator (Tag Agent) and they can assist you with the online pre-registration process.

If you are a current member of OIADA (Oklahoma Independent Automobile Dealers Association) they can assist you in pre-registration. If you are not a member, please join promptly for assistance.



If you need training for yourself or staff concerning “SB2035 “The Mason Treat Act” please contact OIADA (Oklahoma Independent Automobile Dealers Association) for upcoming classes and education. 405-232-2947

ambersnook@okiada.com

The VIN Report

The Vehicle Industry News Report

August 2024

THE MASON TREAT ACT, SB2035

Effective September 1, 2024

Authorized Temporary License Plate Vendors

The following Vendors were approved at the August 13th, 2024

Commission Meeting:

Rose Morgan & Jared Morgan

Auto Dealers Resource

813 NW 34th Street

Moore, OK 76160

Phone: 1-800-346-4232 or 405-232-2947

Website: <https://autodealersresource.com/>

Email: ADRofofOklahoma@gmail.com

Boomerang Printing, LLC

3615 S. Harvard Avenue

Tulsa, OK 74135

Phone: 918-747-1844

Website: www.boomerangprinting.net

Email: kwilson@boomerangprinting.net

The Oklahoma New Motor Vehicle Commission has applicants for Authorized Temporary License Plate Vendors. Please contact their office for further information.

Education and Q & A Sessions

Our office is holding 3 online sessions discussing the new law changes and will be answering questions. The sessions will be held August 19th, 26th, 2024 at 1:00 P.M. We are offering a session in Spanish August 19th at 2:30 P.M. If you would like to attend one of these sessions please send us an email to commission@oumvdmhcc.ok.gov with your business name, the email address you would like the invite to go to and which session you would like to attend. The morning before the meeting date we will send out an email invite to attend the session.

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Jim Davis

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Jones

Terry Shreve

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Officer

Sherry Killian

New Law Education and Q & A Sessions

Aug 19th

Aug 26th

Sessions begin at
1:00 P.M.

Spanish Session begins at 2:30 P.M.

Upcoming Commission Meetings

Sep 10

Oct 8

Nov 12

The Mason Treat Act Q & A

How does the dealer submit the pre-registration information?

The dealer may use a portal from an Authorized Temporary License Plate Vendor or through Service Oklahoma's OKCARS motor vehicle system.

What information will be required during the pre-registration process?

- VIN
- Year
- Make
- Model
- Vehicle type - blank if it is an auto, M if it is a motorcycle
- Plate type - T for temporary or P for plate
- Plate number
- Date of sale
- Buyer name, address, city, state, zip, email and phone number
- Dealer license number (new or used)

What if my customer does not have an email address?

Service Oklahoma has stated the email address is a required field but the field does not validate if the email address is correct at this time. If a customer does not have an email address, you should be able to enter "no email" into the field.

Will dealers still affix paper tags onto vehicles they sell?

Customers who are not transferring an existing Oklahoma metal plate should receive a temporary paper tag that will be good for ten days. Temporary paper tags should be affixed onto customers' vehicles until they receive their metal license plates and pre-registration decals. The date on the paper tag should be the date that the paper tag expires: ten days from the date of sale.

What is the process if the customer has an existing metal plate?

The dealer will place the metal plate on the vehicle purchased and will pre-register the plate to the vehicle purchased.

Will dealers be required to issue metal plates?

No, metal plates will be issued by Service Oklahoma license operators (tag agents).

The Mason Treat Act Q & A

What is the process if the buyer is from out of state?

Place a 10 temporary tag on the vehicle and complete the pre-registration process. Service Oklahoma licensed operators (tag agents) will mail them a 60 temporary metal plate.

What if the contract is a spot delivery and did not go through or the contract has to be rescinded and the dealer has already pre-registered the vehicle.

The Authorized Temporary License Plate Vendors Portal or the Service Oklahoma portal will have a button to undo the pre-registration.

Will there be a penalty if dealers do not submit pre-registration information within two business days of the sale?

Delaying the submission of the pre-registration information may result in customers receiving their metal plates and/or pre-registration decals late. Customers would then be unable to affix the plates and decals within the required ten-day window from the date of purchase. This may result in customers facing penalties at the discretion of law enforcement.

Can dealers use their old temporary tags after September 1, 2024?

No, Effective September 1, 2024, all dealers must use the new 10 day temporary tags.

What if a customer does not receive their temporary metal plate, can the dealer issue another paper tag?

No, a dealer may only issue one paper tag. Customers should contact the licensed operator selected by the dealer during the submission of the pre-registration information. The contact details for that licensed operator will be in a confirmation email that the customer receives after the pre-registration information was submitted. Alternatively, customers can contact Service Oklahoma at (405) 522-7000 from 8 a.m. to 5 p.m. Mondays through Fridays.

What is the process for Consignment Sales?

Process consignment sales the same as you would a regular sale. If the customer has a metal plate, place it on the vehicle purchased and complete the pre-registration process. If there is not a metal plate to be transferred, issue a 10 day temporary tag and complete the pre-registration process.

What if the customer has a vanity plate?

The customer should keep the regular metal plate in the vehicle. You will pre-register the regular metal plate.

Who should customers contact if they do not receive their pre-registration decals and metal license plates within ten days of vehicle purchase?

Customers should contact the licensed operator selected by the dealer during the submission of the pre-registration information. The contact details for that licensed operator will be in a confirmation email that the customer receives after the pre-registration information was submitted. Alternatively, customers can contact Service Oklahoma at (405) 522-7000 from 8 a.m. to 5 p.m. Mondays through Fridays.

How long will customers have to complete their full registration after they pre-register their vehicle?

Oklahomans will still have two months from the date of purchase to complete their vehicle registration and will then replace the pre-registration decals with the standard month and year decals.

How do dealers contact Service Oklahoma?

Dealers may email Service Oklahoma at DealerSupport@serviceok.gov.

What if the customer has a tribal plate?

The pre-registration process applies to all vehicles purchased in the State of Oklahoma on or after September 1, 2024, regardless of whether the vehicle will be registered in another state, jurisdiction or tribe.

Will Service Oklahoma or the licensed operator mail to a P.O. Box?

Yes, Service Oklahoma or licensed operators will mail plates to a P.O. Box.

Is The Mason Treat Act going to change the process of adding liens through licensed operators (tag agents)?

No, the process is not changing. While the paper process for adding liens with a licensed operator is a viable option, liens can also be added during the initial sale process from dealers' OkCARS portal. However, if a dealer decides to submit pre-registration information through a file transfer, liens will still need to be added through their OkCARS dealer login.



www.autodealersresource.com

Auto Dealer Resource

**is a registered and approved vendor to
provide the new Oklahoma 10-day Temporary
Tags to licensed dealers in the state of Oklahoma.**

Please place temp tag orders through the
www.autodealersresource.com website.

- ⇒ Orders MUST be placed through the website and purchased at the time of order.
- ⇒ Temp Tag orders will ship to the address provided at time of order-
- ⇒ This address MUST be the address associated with your license number.
- ⇒ Shipped UPS and signed for at time of delivery.
- ⇒ Your 10-day temp tags will include instructions on how to issue tags and pre-registration instructions.

Auto Dealers Resource offers a 10% discount to OIADA
(Oklahoma Independent Automobile Dealers Association) members. OIADA members enter your discount code at time of purchase. These discounts cannot be reimbursed if you fail to apply them at the time of order. Membership can be acquired at www.okiada.com/membership or call 405-232-2947 for an application.

The new temp tag law takes effect September 1st, 2024. Please place your orders in advance to ensure your tags arrive before the September 1st deadline.



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Newly License Dealers



OKLAHOMA
Used Motor Vehicle,
Dismantler, and
Manufactured Housing
Commission

Consent Agreement

A licensed franchise used motor vehicle dealer consent agreement was considered at the UMVD&PC recent board meeting early summer for multiple improper record keeping violations. The commissioners heard this matter and rendered a decision with the respondent (dealer) acknowledging that the commission decision could be different than the sanctions agreed to. The respondent waived his/her right to a hearing. The following is a summary of the facts concerning the investigation by commission personnel, the violations of used motor vehicle dealer laws and/or rules of the commission, the possible sanctions which may be imposed, and the sanctions that the respondent has agreed to in order to resolve this investigation.

On January 20, 2024, Respondent provided the commission staff sales documents from the month of October 2023 for an in-house audit. The General Manager of the dealership provided that the business has not used certified mail for the delivery of titles, not did customers sign for said titles until January 2024. There were no title receipts found in the 167 vehicle sales reviewed by Commission staff. Respondent also failed to put the temporary tag number on all 167 bills of sale for these vehicles, and failed to include the vehicle mileage on the titles of the vehicles sold for 94 vehicles.

The Respondent's inability to provide the receipt of title for 167 vehicles sold constitutes 167 individual violations of OAC 765:10-3-5(b), which provides used motor vehicle dealers "shall not fail to execute any of the forms required in a used motor vehicle transaction." Per OAC 765:10-3-1, the forms required in the sale of used motor vehicle includes the "receipt for delivery of certificate of title to buyer." the Rules & Regulations are readily available on the Oklahoma.gov/oumvdmhmc website for review or download.

Failing to provide the temporary tag numbers on the bills of sale for 167 vehicles sold by Respondent constitutes 167 individual violations of the rules, which provides a bill of sale shall include the tag number among other information for the vehicle.

Continued...

- ASHER AUTO SALES—EDMOND, OK
- AUTO FINDERS, LLC-ROLAND, OK
- BAKU MOTORS-STILLWATER, OK
- BURNS AUTO CONN-OKC, OK
- CAR EXPRESS-OKC, OK
- CARTER'S TRUCK & EQUIP-IDABEL, OK
- HIGHWAY CARS-MUSKOGEE, OK
- KALEB CARS-TULSA, OK
- KENNEDYS AUTO COLL&AS-POCOLA, OK
- T&O WHOLESALE -THACKERVILLE, OK
- TULSA QUALITY CARS-TULSA, OK
- ZENITH AUTOMOTIVE SLS-BIXBY,OK
- BELL MOTORS-POTEAU, OK
- BURGESS CUSTOM AUTOS-GOLDSBY, OK
- CASTLE AUTO SALES-NEWCASTLE, OK
- CAVENDER'S AS -ADA, OK
- DELAWARE COUNTY CAR-JAY,OK
- KIM'S AUTO CENTER-TULSA, OK
- K3 AUTOMOTIVE-OKC,OK
- LEE AUTO SALES#2-MCALESTER,OK
- MARK ALLEN PREOWNED-TULSA,OK
- M&M MOTOR CO-OKC,OK
- M'S AUTO SALES, TULSA, OK
- SPEEDTAIL AUTO SALES-TULSA,OK
- TANNERS CAR SALES-WEWOKA,OK
- TLC AUTO GALLERY-TULSA, OK
- BIG 12 AUTO SALES-TULSA, OK
- BOOTS USED CARS-GUTHRIE,OK
- HAMMER MOTOR CO-DEWEY,OK
- HZ AUTO SALES-MOORE,OK
- NEEKEM AUTO-OKC,OK
- OKC MOTORS-OKC,OK
- QUALITY VALUE AS-TULSA, OK
- TIM'S AUTO-HENRYETTA,OK
- UNION AUTOS-OKC,OK

Likewise, respondent violated OAC 765:10-3-1(d)(1)(b) by failing to include the “mileage or odometer readings” on the titles for 94 vehicles sold. Each vehicle sold constitutes an individual violation, therefore the Respondent violated 94 times.

The preceding violations found by the Commission would subject respondent up to (\$1000.00) per violation. The respondent acknowledged that in the event of a formal hearing before the Commission the sanctions could, in addition to the assessment of fines of up to (\$1000.00) per violation, include suspension or revocation of the dealerships used motor vehicle dealer’s license.

The Respondent agreed to the following sanctions for the above mentioned violations as follows:

Respondent agrees that it will pay to the Oklahoma Used Motor Vehicle, Dismantler, and MH Commission the sum of Forty Five Thousand Dollars (\$45,000.00) for the 428 Violations of Commission Rules found at the time of the audit.

The Consent Agreement was approved by the majority of the Commissioners. All parties acknowledged that the agreement represents a full and complete settlement of all disciplinary actions related to the above violations.

The road for an Independent Auto Dealer can be uncertain, but it doesn't have to be.

The OIADA can help make your path certain with programs to assist you in education with compliance, representation, federally required safeguards, current industry updates legislatively, and much more.

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AUCTION

70W AUTO AUCTION DURANT, OK	9219 HIGHWAY 70 W 580.916.3050	ENLOW 66 AUCTION TULSA	8711 STATE HWY 66 918.224.7676
ALTUS AUTO AUCTION ALTUS, OK	20864 US HWY 62E 580.477.1255	HOBART AUTO AUCTION HOBART, OK	630 S BROADWAY 580.726.6666
ARDMORE CAR AUCTION ARDMORE,OK	438 LOGDE RD 580.226.7710	I-44 AUTO AUCTION MIAMI, OK	7300 S HWY 137 S.B 918.540.2886
BRINKLEY AUCTIONS IDABEL, OK	401 N LINCOLN RD 580.286.6539	INSURANCE AUTO AUC. OKC, OK	5555 SW 44TH 405-680.9211
CHUPPS AUTOCITON CO CHOUTEAU,OK	9530 S 426 RD 918.543.6601	HAYES AUCTION PONCA CITY, OK	1417 JOHN B HAYED RD 580.762.6334
CREEK EAST AUTO CATOOSA, OK	5955 E 580 RD 918.266.4488	LAWTON CACHE AA LAWTON,OK	9 SW 112TH ST 580.536.4645
DAKIL AUTO AUCTION OKC,OK	200 NW 114TH 405.751.6179	MAPLE BROTHERS AA MCALESTER,OK	9421 E 54TH 918.236.9556
ENLOW 66 AUCTION TULSA	8711 STATE HWY 66 918.224.7676	MCALESTER AUTO A MCALESTER,OK	1635 S.GEORGE NIGH E 918.426.1290
HOBART AUTO AUCTION HOBART, OK	630 S BROADWAY 580.726.6666	MIDTOWN AA TULSA, OK	11910 E 11TH ST 918.270.4449
I-44 AUTO AUCTION MIAMI, OK	7300 S HWY 137 S.B 918.540.2886	MINGO AUTO AUCTION TULSA, OK	9955 E 21ST 918.467.2277
INSURANCE AUTO AUC. OKC, OK	5555 SW 44TH 405-680.9211	RT 66 AUTO AUCTION EL RENO, OK	4399 E HWY 66 405.262.5471
HAYES AUCTION PONCA CITY, OK	1417 JOHN B HAYED RD 580.762.6334	Z66 AUTO AUCTION TULSA, OK	66 N MINGO RD 918.794.0660
LAWTON CACHE AA LAWTON,OK	9 SW 112TH ST 580.536.4645	DEALERS AUTO AUCTION OKC, OK	1028 S PORTLAND AVE 405.947.2886
MAPLE BROTHERS AA MCALESTER,OK	9421 E 54TH 918.236.9556	MANHEIM TULSA AA SAPULPA, OK	9101 N FRANKOMA RD 918.227.3542
MCALESTER AUTO A MCALESTER,OK	1635 S.GEORGE NIGH E 918.426.1290	OKLAHOMA AUTO AUCT. OKC, OK	2728 SW 25TH S 405.680.8660
MIDTOWN AA TULSA, OK	11910 E 11TH ST 918.27070W	ADESA TULSA TULSA, OK	16015 E ADMIRAL PL 888.526.7326
AUTO AUCTION DURANT, OK	9219 HIGHWAY 70 W 580.916.3050	AMERICA'S AA TULSA TULSA, OK	8544 E ADMIRAL PL 918.832.1050
ALTUS AUTO AUCTION ALTUS, OK	20864 US HWY 62E 580.477.1255	DEALERS AUCTION EXCHANGE OF AMARILLO DAXOFAMMARILLO.COM	
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BRINKLEY AUCTIONS IDABEL, OK	401 N LINCOLN RD 580.286.6539	MID KANSAS AUTO AUCTION WICHITA, KS	4716 S SANTA FE,
CHUPPS AUTOCITON CO CHOUTEAU,OK	9530 S 426 RD 918.543.6601	71B AUTO AUCTION SPRINGDALE, AR	4635 N THOMPSON 479.756.5001
CREEK EAST AUTO CATOOSA, OK	5955 E 580 RD 918.266.4488	BIG VALLEY AUTO AUCTION DONNA, TX	4315 N HUTTO RD 956.461.9000
DAKIL AUTO AUCTION OKC,OK	200 NW 114TH 405.751.6179		

PassTime Announces Next Generation TRAX Device PassTime launches TRAX 7, a ground-up redesign of its advanced asset tracking solution



LITTLETON, Colorado—6/18/2024—PassTime®, a leading provider of advanced asset tracking solutions, announced today the launch of TRAX 7, the newest version of the company's TRAX platform.

The TRAX 7 marks one of the most significant enhancements to date of the TRAX platform that PassTime originally launched in 2009. The TRAX platform was developed as a simple-to-use and cost-effective automotive asset tracking solution, giving customers reliable and accurate tracking at an affordable price. TRAX 7 builds on the evolution of previous versions, maintaining its origin while adding enhanced features and capabilities, and broadening its scope of use.

The TRAX 7 debuts a completely redesigned form factor and enclosure that is thirty percent smaller than the previous model. The enclosure is IP66 & IP68 certified, making TRAX 7 dust-tight and waterproof against high pressure water spray such as what's used at self-service carwashes and submersion at depths up to 6 feet for 60 minutes, making it perfect for powersport and other rugged applications in addition to automotive and other 12V vehicle applications.

Asset tracking is also greatly improved with the TRAX 7. With a new GPS engine and processing system, TRAX 7 has greatly enhanced GPS accuracy and performance. Additionally, PassTime's patented Beyond GPS™ system has

been added to TRAX 7, which provides cellular location technology to the device in addition to GPS, providing vital location information about the asset automatically if GPS cannot provide location data.

The all-new TRAX 7 redesign has been completely re-engineered with a greatly enhanced power management system and complemented with carefully selected ultra-low power consumption components. TRAX 7, consuming only one-sixth the power of the model it replaces, helps ensure the solution can be used on assets with a wide variety of battery types and storage needs without the concern of unanticipated battery drain. Additionally, TRAX 7 features an internal back-up battery to provide up to 21 hours of continuing operation, alerts and location data when external power is lost.

With a new wiring configuration, TRAX 7 is the most versatile version to date, giving customers the flexibility to take advantage of optional features based upon their needs. In addition to its standard features, TRAX 7 can be configured for vehicle disable and ignition monitoring, and as a new feature, has the ability to control vehicle door locks, perfect for rideshare, rental, and other applications.

"The TRAX 7 is the most advanced solution that we have developed to date, and we are extremely proud of the team that helped bring this device to market. Every aspect of the device has been designed, re-designed or enhanced with our ex-

panding customer base in mind. The features and flexibility of the TRAX 7 are truly amazing and will undoubtedly meet the ever-growing needs of our customers," stated PassTime's CTO Todd Goodnight.

The TRAX 7 is immediately available for purchase and will begin shipping this month. For more information or to place an order, contact PassTime.

About PassTime

PassTime is a leading provider of GPS Solutions and has been in business for over 30 years. PassTime GPS Solutions utilize leading-edge technologies to help connect, monitor, and protect a wide range of mobile assets across a multitude of industries including automotive, powersports, RVs, trailers, fleet, healthcare and more. The company prides itself on high-quality, reliable products and unmatched customer support.

For more information, visit: <https://passtimegps.com> . Find us on Facebook at: PassTimeGPS or LinkedIn at: PassTime. Media Contact: Jeff Karg Director of Marketing & Communications, PassTime Phone: (877) 727-7846 Email: jkarg@passtimegps.com ###





OKLAHOMA WEATHER DAMAGE VEHICLE SAFETY STANDARDS

After our office received a call from an Oklahoma dealer who had multiple vehicles damaged in a recent tornado event, we thought it apparent to send out a refresh on Vehicle Safety Standards and Goodwill Repairs. This dealer was unsure if they could sale a vehicle with a cracked windshield, and at what amount of hail damage is needed to be disclosed on the bill of sale. The following can also be found in the OIADA (Oklahoma Independent Automobile Dealers Association) Dealer Handbook. Members can request print out or download the Dealer Handbook at www.okiada.com.

VEHICLE SAFETY STANDARDS

Even though Oklahoma repealed the vehicle inspection requirement in 2009, the laws mandating vehicle equipment requirements remain in effect. And they are in effect for good reason. Besides being a matter of law, vehicle safety is a matter of life-and-death. Something as simple as changing windshield wiper blades or replacing faulty light bulbs has the potential to prevent a serious vehicle accident. By statute, in Oklahoma a vehicle may not legally be driven or moved on any highway unless it is in safe mechanical condition and unless certain components are in good working order and meet adjustment standards. In addition, unless previously disclosed through written documentation, no vehicle to be operated on state highways

shall be sold or offered for sale unless it is equipped as required by state law.

All vehicles should be inspected for compliance with functional standards prior to being offered for sale. Statistics published by the Car Care Council show that 18 percent of vehicles have inadequate brake fluid levels, 14 percent have inadequate power steering fluid levels, 14 percent have front windshield wiper failures, and 13 percent need lights replaced. To help dealers document the vehicle's condition, a Vehicle Inspection form is available from OIADA. The form lists each of the required components and offers a place to indicate its functional status. The following vehicle safety and emission control components must meet the indicated standards, as required by Oklahoma law.



LIGHTS

Oklahoma has adopted the U.S. Dept. of Transportation's specifications and standards for headlamps, auxiliary driving lamps, tail lamps, signal lamps, and reflectors.

- All lamps shall be functional and shall maintain a steady beam.
- No lamp, other than a headlamp, shall project a glaring light.
- Blue lights are prohibited except on certain law enforcement and emergency equipment.
- Headlamps shall be white light. • Stop lamps, including a center high-mounted lamp (if so equipped) shall be a red or amber light. • Turn signal lamps shall be white or amber in the front and shall be red or amber in the rear.
- Rear license plates shall be illuminated by no more than two separate white lamps.
- Rear license plates shall not be surrounded or framed by any additional lights.



working order.

- Brakes should be adjusted as equally as practicable with respect to the wheels on opposite sides of the vehicle.
- Brakes on a passenger vehicle should be capable of bringing the vehicle to a complete stop from 20 mph within 20 feet.

- Brakes on a truck with GVWR of 10,000 pounds or less shall be capable of bringing the vehicle to a complete stop from 20 mph within 25 feet

Horns

- Every motor vehicle shall be equipped with a horn in good working order.
- Horn should be audible under normal conditions from not less than 200 feet away.
- Other than specific emergency or official vehicles, no vehicle shall be equipped with a siren

Brakes

- All brakes shall be maintained in good



Exhaust System

- Every vehicle shall be equipped and maintained so as to prevent excessive or unusual noise.
- Every vehicle shall be equipped with a muffler in good working order. • Muffler cut-outs, bypasses, and similar devices are prohibited.
- Exhaust systems shall not be modified in any manner which will amplify or increase the noise or sound emitted louder than that emitted by the muffler originally installed on the vehicle.
- The engine and power mechanism shall be so equipped and adjusted to prevent the escape of excessive fumes or smoke, or both.

Mirrors

- Vehicles shall have a mirror mounted on the left side of the vehicle that affords the driver a view to the rear of the vehicle.
- Vehicles shall have a mirror mounted either inside near the center or outside on the right that affords the driver a view to the rear of the vehicle.

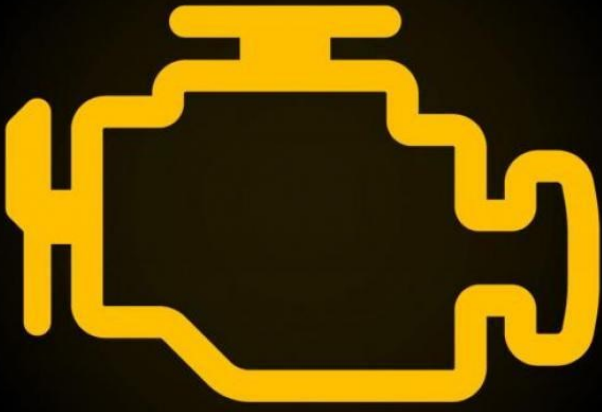
Windshields and Windshield Wipers

- Vehicles shall be equipped with a windshield.
- Vehicle glass shall be safety glass. Laminated safety glass marked “AS-1” or “AS-14” is required in windshields and is acceptable at any other location in a passenger vehicle.

Laminated or tempered safety glass marked “AS-2” is acceptable for use at any location in a passenger vehicle except the windshield

- Neither the windshield nor the window on either side of the driver shall be so severely cracked or shattered to the extent that air passes through it or that sharp edges can be felt.
- Within the area swept by the windshield wiper, no windshield shall have any star break or shot damage 3 inches or more in diameter, nor have two or more stress or hairline cracks of 12 inches or greater length combined.
- The windshield shall be equipped with an electric windshield wiper.
- Every windshield wiper blade and mechanism shall be maintained in good working order.
- Windshield wiper blade length shall not be reduced from the manufacturer’s specification.





Tires

- A vehicle shall not be operated when one or more of the tires is in unsafe operating condition. An unsafe tire is any tire:
 - With a tread depth less than two-thirty-seconds (2/32) inch measured in any two adjacent tread grooves at three equally spaced intervals around the circumference of the tire. Such measurements shall not be made at the location of any tread wear indicator, tie bar, hump, or fillet.
 - On which the ply or cord is exposed in the tread area.
 - Which has been re-grooved or re-cut below the original groove depth, except tires designed for re-grooving.
 - Marked "Farm Implement Only," "Not for Highway Use," or any other marking indicating the tire is not for normal highway use.
 - On which any bulges, bumps, or knots show in the tread or sidewall area.
- Wheels • Wheels shall not be cracked.
- Wheels shall be securely fastened to the hub with all lug nuts properly affixed.

Seat Belts

- Beginning with the 1966 model year, a passenger vehicle may not be offered for sale or transfer unless such vehicle is equipped with safety belts or safety shoulder harnesses installed for use in the left front and right front seats.

Emission Control System

- Emission control system equipment shall be maintained in good working order
- No part of the emission control system shall be disconnected except temporarily in order to make repairs.
- The system shall not be modified or altered in any manner.
- No vehicle shall be operated while any part of the emission control system is disconnected, modified, or altered.

Suspension

- No vehicle shall be operated if any shock absorber, spring, or strut of the suspension system is absent, disconnected, or broken.

Speedometer

- Every motor vehicle shall be equipped with a properly operating speedometer capable of registering at least the maximum legal speed limit for that vehicle.



Steering

- No vehicle shall be operated which exhibits jamming (such as interference of over-size tires or damaged equipment), roughness, or binding when turning the wheels from full right to full left.
- No vehicle shall be operated if the steering wheel has excessive play. If the steering wheel is 18 inches or less in diameter, more than 6 inches of play is excessive. If the steering wheel is over 18 inches in diameter, more than 8 inches of play is excessive.
- No vehicle shall be operated if any power steering pump is inoperative or is not properly operating.

Airbags

- If a vehicle originally equipped with airbags is sold without airbags, that fact shall be disclosed in the buyer's order

GOODWILL REPAIRS

When an out-of-warranty vehicle breaks down or needs repair, the purchaser may return to the lot requesting – or even demanding – that the dealership cover the cost of repairs. In this situation, the dealer is faced with the choice of spoiling a customer relationship or with making a goodwill repair. Goodwill repairs are repairs made by a seller for no charge that a seller is not obligated to make. Depending upon the customer's complaint and the repair needed in a given situation, a goodwill repair may be the more cost-effective choice. Goodwill repairs, however, can void dealers' warranty disclaimers and could conceivably obligate the dealer for many, many repairs for years to come. Even though the dealership may not be obligated to repair the vehicle and is not charging a fee for the repair, it still must comply with the State UDAP statutes and state and federal laws regarding warranties. If the dealership wishes to perform a goodwill repair without creating additional legal exposure and warranty liability, it must include appropriate information and disclaimers on its Goodwill Repair Acknowledgement form. The Goodwill Repair Acknowledgement form explains that the dealership is under no obligation to make the repair; it disclaims any warranty that may otherwise be created; it provides for a description of the repairs to be made; it authorizes the dealership to operate the vehicle on public streets for testing; it absolves the dealership from liability related to damage of the vehicle and its contents due to fire, theft, acts of nature, or any cause beyond the dealership's control; and, it confirms the customer's understanding and authorization of the repairs. The customer should sign the form acknowledging that he understands the terms set forth therein and the dealership should provide the customer with a copy. The form should be used in conjunction with a Repair Order and should be incorporated into the repair order by reference.



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CONGRATULATION KERRY SIEGFRIED!

After a distinguished career in the used motor vehicle industry Mr. Kerry Siegfried has retired from the Oklahoma Used Motor Vehicle, Dismantler, and Manufactured Housing Commission after 18 years as a dedicated commissioner.

Executive Director Brian Wilson and fellow commissioners presented Kerry with a plaque of appreciation at his last commission meeting attendance , followed by a firm hand shake by each and every commissioner present. His guidance and commitment will be missed among his peers and fellow commissioners. Accompanied by many accomplishments Kerry, was a 3rd generation family business owner of Siegfried Motor Co, that had been in business in the Broken Arrow/ Tulsa area since 1936. An Honor roll member of the Better Business Bureau and a member in good standing with the OIADA (Oklahoma Independent Automobile Dealers Association) .



Kerry and I first met in 1984, he owned an independent auto parts store, he was always friendly and polite. Always a pleasure to deal with. In the 1990's Kerry and I crossed paths again as then we were both in the car business. We have been good friends for the last 30 plus years. Although Kerry and I have been friends for a long time, he has been more of a mentor to me (and I am sure many more that watched him from afar) he has always exhibited what it looked like to be a successful used auto dealer and an all around good person and businessman. Kerry has always been very proud to display and show-off their "1936" Dealers license. (I'm not sure but I believe it to be one of the oldest in the state). On top of being an excellent example of a businessman, Kerry has always been a family man and he and his wife Sandra are very active in their daughters and their grandkids lives. Kerry and his whole family are HUGE Oklahoma State Cowboy fans and seem to be involved in everything Orange.

Kerry had the opportunity to serve the Used Motor Vehicle and Parts Commission for 18 years and I know for a fact that it was one of his most valued positions he held in his career. Kerry Siegfried and Siegfried Motor Co. will be missed in the business world. I am still fortunate enough to have him in my life as my longtime friend, so from the bottom of my heart (and I know other dealers would say the same) I'd like to say "Thank You for all the years of commitment and service to the Used Car Dealer Community!"

Doug Tessier

I first met Kerry while my father, Ralph Rooks, served as a commissioner for the Used Motor Vehicle division. I was later given the opportunity to finish my dad's term as commissioner and serve with Kerry. Kerry has been a true inspiration in knowledge and fairness. I appreciate everything he has done for our industry. He has been a true asset. Shoes that are very hard to fill in this industry. He will be greatly missed on the commission board. Thank you Kerry for all that you have done. Congratulations to you.

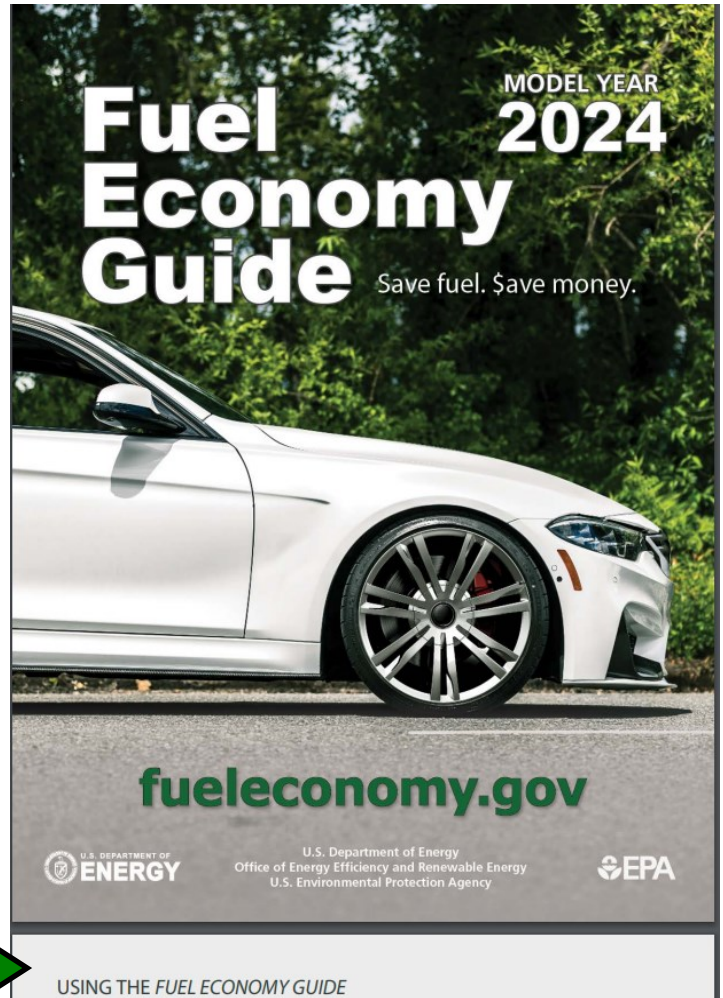


Thank you!

Federal law requires new-car dealers to provide the Guide to Customer upon request.

The U.S Department of Energy and Environmental Protection Agency have just released the 2023 Fuel Economy Guide. The guide provides detailed fuel economy estimates for model year 2023 light-duty vehicles, along with estimated fuel costs and other information for prospective purchasers. By Law dealers must display the GUIDE and provide copies to customers upon request.

Click Guide to download your Fuel Economy Guide for 2024



John W. Maile

Attorney At Law,

Former Director of the Oklahoma Used Motor Vehicle Commission is now engaged in the practice of law.

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John W. Maile Phone: 405-517-3451 email: jmaile1@cox.net



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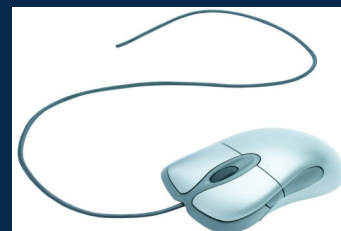
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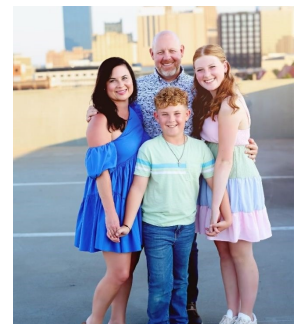
You can find out information about Chad & Andrea & get pricing by visiting their website at riskybizconsulting.com

Leadership through Ownership?

"There is a common misconception about leadership these days, especially with our emerging generation. Sometimes our younger leaders think that leadership is a title or that it's something that is given to you based upon your position or status. But the reality is, a great leader is one who understands what it truly takes to be a leader people will follow.

I believe this is where ownership comes in as a leader. It's been called "extreme ownership" by [Jocko Willink](#) and is a foundation of truly good leaders. Taking ownership in everything in your world means much more than taking credit for success. In fact, it's just the opposite. A leader should also own every mistake wholly, and never blame anyone else for the team or company failures but themselves and always give credit for the win to his or her team.

You want to build trust and respect with the team you lead? Start taking ownership and responsibility for everything you touch and give public credit and praise to those you lead. This won't happen overnight, but once a track record of leadership by ownership is established, others will gladly follow!" Chad Pennington, Founder of Risky Business Consulting



Why partner with us?

Chad and Andrea have spent a combined 34 years in Buy Here Pay Here operations at the dealership level & have learned many lessons along the way.

The BHPH business comes with a lot of struggles and can be "risky" but a lot of fun at the same time! And many decisions have to be made that always have magnifying consequences, both positive and negative.

The majority of dealers have to learn the hard way; by making the mistakes and just figuring out for themselves what the best fix is.

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OKIADA.com



OKIADA

**Oklahoma Independent
Automobile Dealers
Association**

The OKIADA is a statewide association that represents the unique interest of the states Independent Auto Dealers.

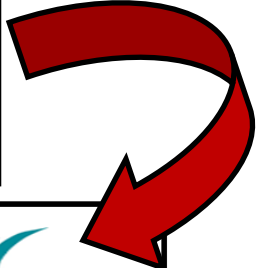
The association works to protect dealers from unfair regulations and legislation on a state level. We are an inclusive community advancing automobile dealers through advocacy, education , promotion and unification. Our members share best practices that protect and advance the industry.

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 <p>Manheim</p> <p>\$200 Off One Buy Fee @ Tulsa, Dallas, or DFW</p>	 <p>One Buy Fee up to \$150 One Sell Fee up to \$150</p>	 <p>One Buy Fee up to \$150 One Sell Fee up to \$150</p>
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When dealers ask us about membership in the Oklahoma Independent Auto Dealers association (OIADA), they want to know two things—"What does it cost?" and "What is it worth?" As for cost, it is just \$295 per year. As for what it's worth, we often respond by first listing the tangible benefits. The two most obvious benefits put dollars immediately back into the dealer's pocket—10% discount on forms and supplies purchased through Automotive Dealer Resource of Oklahoma and the VIP Member discount Cards good at auctions across Oklahoma and in neighboring states. The VIP cards alone are valued at more than 7 times the membership fee.

The benefit that is often difficult to translate into "dollars in the pocket" is the dealer protection provided by OIADA's representation of the industry. The achievements listed on the following page are just a few of the notable instances where OIADA has impacted your profit and loss statement in a positive way. OIADA is blessed to have Jami Longacre, one of the most respected and effectual voices at the capitol, serving as our legislative liaison.

OIADA staff

Dealer Benefits

For further information about OIADA

(Oklahoma Independent Automobile Dealers Association) or an application please visit www.okiada.com and apply online , download application , email ambersnook@okiada.com or call us in the office 405-232-2947

Our Mission is Your Success

Can You Answer “Yes” to All Of The Questions?



Can you qualify for and afford a \$500,000 Dealer Bond?

There has been proposed legislation in the past to do so.

Can you afford to offer a warranty (not service contract) on EVERY unit you sell?

There was proposed legislation to do away with ALL “as is” sales.

Do you want to be obligated to provide EVERY buyer with 7-14 days to change their mind and return your vehicle, NO STRINGS ATTACHED?

Again, there was proposed legislation to do so.

Do you want the Federal Government to subsidize New Vehicle sales by providing a guaranteed trade in value on ALL units 2001 and older AND to require these vehicles to be crushed once they have been traded in?

Ask about the “Cash for Clunkers” bill that was circulated.

Whether you realize it or not, your livelihood has been greatly affected by the actions of your state independent dealer association. Today’s

legislative climate is far scarier than ever before. **The above legislation could put up to 80% of All used motor vehicle dealers out of business.**

It’s your choice. Please call your state association for a membership application today. Visit us online at www.okiada.com to learn more about the OIADA, or stop by the office at your convenience.

If you were given incentives every year that exceeded your yearly dues, WHY WOULDN’T YOU JOIN TODAY?

Based on only 4 questions above, can you afford NOT to spend \$295 yearly dues for being an OIADA member?

Our Mission is Your Success. We Need Your Support!