



2021 Membership Directory



A comprehensive guide to independent automobile dealers and affiliated service providers across the state of Virginia.

VIRGINIA INDEPENDENT AUTOMOBILE DEALERS ASSOCIATION
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FROM THE PRESIDENT



ANDREW WILEY
PRESIDENT, VIADA
Consumers Auto Warehouse
Staunton, VA

BELONGING TO THE VIADA IS THE SINGLE BEST INVESTMENT YOU CAN MAKE IN YOUR BUSINESS THIS YEAR. As a member of this Association, your dealership gains access to a wealth of knowledge, training, discounts, and opportunities unavailable to others. You also join an elite group of entrepreneurs working hard in their communities to serve the needs of their customers, staff, and vendors.

Financially, you gain discounts and rebates from vendors like your local auctions, auto parts suppliers, software providers, lenders and product agencies that total tens of thousands of dollars. Many dealers receive well more in rebate checks from these exclusive partners than their membership costs per year. Additionally, you automatically become a member of the National Independent Automobile Dealers Association and gain access to their member discounts as well.

As a member, you also get to influence legislation important to the used car industry through the association's activities and efforts in Richmond and Washington. The VIADA is the voice of the independent dealer when dealing with our elected officials and the agencies that regulate our activities like the DMV and Motor Vehicle Dealer Board. Every independent dealer serving on the MVDB is also a member of the VIADA (including myself).

Finally, you get access to training, compliance assistance, and education from leaders in the industry both locally and nationally. From our Dealer Education Summits, to title classes, to our discounted dealer certification program, the VIADA will help you stay informed and compliant in today's legally challenging environment.

Please keep this membership directory handy and spend a few minutes looking through it. It contains valuable information about vendors, your fellow dealers, the history of our Association, and ways you can get involved with improving your own dealership and our industry as a whole. Thank you for belonging to the VIADA, and good selling!





2020 QUALITY DEALER AWARD

Congratulations to
VIADA's 2020 State Quality Dealer

Charles Bryant, Jr. Bryant Motorsports Auto Sales



DISTRICT 1 / Tidewater

Charlie Bryant is a second-generation dealer and a lifetime student of the auto industry. In 2004, he founded Bryant Motorsports Auto Sales, and over the past 15 years, he has opened an auto credit department, wholesale division, and acquired 2 salvage yards while increasing his team from 4 to 40 employees.

Employees state they feel a part of a team and, more importantly, a family. They share in the joy of their accomplishments and appreciate the integrity and caring nature of Charlie and his wife, Holly. They praise Charlie's commitment to their personal success, as well as the success of the business. Charlie even trained and supported a former employee when he wanted to open his own business, and they continue to do business together today.

Fellow independent and franchise dealers alike testify to his integrity and sense of fair play when dealing with both dealers and consumers. The Motor Vehicle Dealer Board reports no customer complaints and his inspection results reflect "a dealership that recognizes the importance of getting things done correctly." He is a three-time recipient of the District One Quality Dealer of the Year Award, voted by his peers.

Well known for his commitment to his community, Charlie received a Certificate of Appreciation for providing cars to the Portsmouth Fire Department for training purposes. He generously donates to race teams, including the Kyle Petty's Victory Junction Gang Camp. He is currently the Larry King Laws Langley Speedway Enduro Division Sponsor. He provides uniforms for sports teams, hosts an annual car show for the community, supports a family in need at Christmas and has also been known to give a vehicle to an elderly couple in need or the title to a customer who was behind in their payments due to health issues. His family is very active in their church.

His sister wrote, "They (Charlie and his wife) will be the first to tell you that they are truly blessed and because they are so humble, they do not grasp what a blessing they are to others. They would also be the first to say that they are not perfect people, but they do strive to be people mindful of their daily living."

Charlie has been a member of VIADA since 2005.



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Richmond and Central Virginia Area - Chris Price - cprice@lendmarkfinancial.com

Western Virginia Area - Betty Swortzel - bswortzel@lendmarkfinancial.com

Southwestern Virginia Area - Maurice Peerman - mpeerman@lendmarkfinancial.com

Tidewater Virginia and The Peninsula - Christie Hall - chall@lendmarkfinancial.com

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2020-2021 BOARD OF DIRECTORS

STATE OFFICERS

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Sullivan Auto Trading
Fredericksburg, VA

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Andrew Wiley
Consumers Auto
Warehouse
Staunton, VA**Vice President**
Craig Amelung
Manheim Fredericksburg
Fredericksburg, VA**Vice President**
Matt McMurray, CMD
Campus Automotive, Inc.
Blacksburg, VA**Vice President**
Joe Ramon
Commonwealth Auto
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Virginia Beach, VA**Secretary**
Eddie Haley
Route 11 Valley
Auto Sales
Verona, VA**Treasurer**
Don Sullivan, Jr.
Sullivan Auto Trading
Fredericksburg, VA

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Past Presidents

Don Sullivan Sr., Sullivan Auto Trading
Chris Maher, Car Credit Nation
Rob Fisher, Northside Auto Sales
Wanda Lewark, Auto Buying Service

UPCOMING BOARD MEETINGS: FEBRUARY 19, APRIL 16, JULY 9, AND OCTOBER 9

VIADA • OUR HISTORY



The Virginia Independent Automobile Dealers Association, Inc., (VIADA) was officially organized and incorporated in 1960 and traces its beginning back 62 years ago to a group of Norfolk dealers who formed a local association to fight unfair laws and regulations.

VIADA is a 501(c)(6) tax exempt trade association affiliated with the National Independent Automobile Dealers Association (NIADA). When you join the state association, you automatically become a member of NIADA. VIADA employs an Executive Director who executes policies set by the VIADA Board of Directors. He is responsible for the day-to-day management activities of the Association, including the activities and performances of the employees.

VIADA's mission is to inform, educate, and represent motor vehicle dealers in all forums, and to work in cooperation with other organizations for the betterment of this industry and to make the Commonwealth of Virginia a safer community for all.

Legislatively, VIADA retains a lawyer-lobbyist to represent VIADA before the General Assembly. All legislation introduced is reviewed to determine if there is an impact on the independent automobile industry. If there are any

that impact us, legislators are contacted and the pros and cons are relayed to them so that the best outcome can be negotiated. Members are also encouraged through a grassroots effort to contact their legislators to relay their support or opposition to the proposed legislation.

VIADA also has staff that attend all meetings of the Motor Vehicle Dealer Board and provide input regarding proposed policies and regulations.

Both of the activities – lobbying and the MVDB – require an intense amount of time which either would not happen or certainly would be less effective without the support of members year after year.

Other benefits and services provided by VIADA include a 1-800 Hot Line where an industry expert can answer 95% of our members' questions/concerns about MVDB and DMV regulations and policies. Educational workshops and seminars as well as the annual Convention and Expo are held to educate dealer-operators and their employees so that all can be compliant. VIADA currently has eight districts, each with its own leadership team, who hold meetings throughout the year allowing opportunities for members and non-members to learn of new technologies

or services offered to the industry, as well as the ability to network with other dealer-operators. Communication with members is accomplished predominately through the quarterly magazine and annual Membership Directory, our Facebook page, and email lists.

As an additional service, and an additional source of revenue to accomplish all that we do, VIADA maintains an inventory of specialized business forms and supplies for sale. Agreements with some vendors also provide discounts or rebates directly to members.

The impact that an industry has on legislative and regulatory issues is typically determined by the number of businesses/individuals its trade association represents. With fewer numbers, you have less clout; more representation means more constituents are paying attention to what their legislator is doing to either help or hurt the industry. And, the more complex the industry becomes, the more an actively involved trade association is needed. Thank you for being a part of VIADA's effectiveness to protect the industry.

Please see our staff listing on page 68.

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Don't forget your VIADA membership includes NIADA membership, which also provides a wealth of information and benefits!

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Curbstoning: The act of selling at the curb without benefit of a license.

WHO IS A CURBSTONE? HE/SHE IS AN INDIVIDUAL WHO:

- Buys vehicles (may be only one) with the intent to sell them for a profit
- Is not a licensed motor vehicle dealer
- Does not have a local business license
- Does not pay state taxes
- Does not pay federal taxes
- Does not have any overhead
- Uses property belonging to others for display of vehicles (property owners can be held liable for allowing the display)
- In many cases “jumps title,” thereby obscuring the identity of the true seller and evading payment of tax and title fees. Jumping titles is a criminal offense and can be charged with a Class 1 misdemeanor, pay a fine not to exceed \$2,500, and be sentenced to not more than 12 months in jail. May now be enforced by local police and zoning departments

REPORT CURBSTONERS NEAR YOU:

Visit viada.org/curbstoning, download the form (instructions are included on the form), and send to DMV!

CURBSTONE REPORT					
Save This Form					
Purpose: Use this form to report suspected instances of illegal car sales by unlicensed individuals or businesses ("curbstoning"). Instructions: All fields are not required, but please complete as much information as possible. If you are completing the form by hand, and the space provided is not sufficient, please feel free to write on the back of the form or attach an extra page. To submit completed forms: (1) Save it electronically and email to enforcement@dmv.virginia.gov ; (2) mail the scanned version above or (3) send printed form via fax to (804) 367-1087. If you have questions or prefer to speak directly to a DMV Law Enforcement Officer, please call (804) 367-1087.					
REPORTING INDIVIDUAL INFORMATION (may be omitted if necessary)					
STREET ADDRESS <input type="text"/> CITY/TOWN <input type="text"/> STATE <input type="text"/> ZIP CODE MAIL OR LAW ENFORCEMENT AGENT CONTACT FAX <input type="checkbox"/> TEL <input type="checkbox"/> MOBILE <input type="checkbox"/> OTHER <input type="text"/> PHONE <input type="checkbox"/> EMAIL <input type="checkbox"/> OTHER					
VEHICLE SALE DISPLAY/LISTING INFORMATION Please describe the vehicle(s) being offered for sale? (check one and enter relevant information for item checked) <input type="checkbox"/> Parked somewhere (enter address below) <input type="checkbox"/> DATE CAUGHT/ID NUMBER <input type="checkbox"/> TIME OBTAINED <input type="checkbox"/> DATE READ/IMPROVED VEHICLE LOCATION STREET ADDRESS <input type="text"/> CITY <input type="text"/> STATE <input type="text"/> ZIP CODE <input type="checkbox"/> Internet listing <input type="checkbox"/> NAME OF ANOTHER PRINTED MEDIA <input type="text"/> DATE VISIBLE/IMPROVED <input type="checkbox"/> Newspaper or other printed media <input type="checkbox"/> NAME OF ANOTHER PRINTED MEDIA <input type="text"/> DATE READ/IMPROVED					
VEHICLE INFORMATION (complete as available) SELLER STREET ADDRESS <input type="text"/> CITY/TOWN <input type="text"/> STATE <input type="text"/> ZIP CODE VEHICLE CONTACT NAME (Seller) <input type="text"/> VEHICLE 1 <input type="text"/> VEHICLE 2 <input type="text"/> VEHICLE YEAR / VEHICLE MAKE <input type="text"/> VEHICLE NUMBER <input type="text"/> VEHICLE COLOR <input type="checkbox"/> PRIMARY <input type="checkbox"/> SECONDARY VEHICLE MODEL <input type="text"/> VEHICLE IDENTIFICATION NUMBER (VIN) <input type="text"/> VEHICLE IDENTIFICATION NUMBER (VIN) <input type="text"/> SELLER COMMENTS <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> BUYER STREET ADDRESS <input type="text"/> CITY/TOWN <input type="text"/> STATE <input type="text"/> ZIP CODE BUYER COMMENTS <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> PROVIDE ANY ADDITIONAL INFORMATION YOU BELIEVE WILL BE HELPFUL <input type="text"/>					

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2021 DEALER-OPERATOR COURSES

Courses are led by **Tommie Melendez, Director of Education for VIADA.** Tommie began her automotive career in 1998, running all aspects of a fast-growing dealership. While the primary focus in the beginning was wholesale, the dealership later expanded to retail, BHPH and a modest service department. She served as VIADA District 4 President for two years. Tommie has held positions as a Collection Manager and then as Business Development Manager for a subprime lender. Her most recent experience in the automotive industry was in the floorplanning division. Her variety of qualifications and passion for the auto industry have made her an excellent choice as educator for new dealers. She was hired in 2020 to bring her expertise to VIADA's Education Programs.

COURSE SCHEDULE

January 12-13	Spring Hill Suites, Hampton, VA
January 26-27	Richmond Downtown Hilton, Richmond, VA
February 9-10	Hampton Inn & Suites Roanoke Airport, Roanoke, VA
February 23-24	Richmond Downtown Hilton, Richmond, VA
March 9-10	Home2 Suites by Hilton, Chantilly, VA
March 23-24	Courtyard Marriott, Danville, VA
April 6-7	Double Tree by Hilton, Charlottesville, VA
April 20-21	Spring Hill Suites, Hampton, VA
May 11-12	Holiday Inn, Fredericksburg, VA
May 25-26	Richmond Downtown Hilton, Richmond, VA
June 8-9	Hampton Inn & Suites Roanoke Airport, Roanoke, VA
June 22-23	Home2 Suites by Hilton, Chantilly, VA
July 13-14	Spring Hill Suites, Hampton, VA
July 27-28	Holiday Inn Conference Center, Fredericksburg, VA
August 10-11	Courtyard Marriott, Danville, VA
August 24-25	Richmond Downtown Hilton, Richmond, VA
September 7-8	Double Tree by Hilton, Charlottesville, VA
September 21-22	Holiday Inn Conference Center, Fredericksburg, VA
October 7-8	Lansdowne Resort, Leesburg, VA
October 26-27	Richmond Downtown Hilton, Richmond, VA
November 9-10	Spring Hill Suites, Hampton, VA
November 16-17	Richmond Downtown Hilton, Richmond, VA
December 7-8	Home2 Suites by Hilton, Chantilly, VA

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- “We’ve Got Your Back” Advertising Service, Reviewing Print Ads, Television Commercials, and Websites to Ensure Best Practices and Compliance
- Enterprise Risk Audits for A Top to Bottom Analysis to Unearth and Stop Problems Before They Happen
- Creating and Maintaining Compliance Management Systems (CMS) As Mandated by the CFPB
- Training on Automotive and RV Industry Best Practices
- Inspecting Deal Jackets to Catch and Kill Any Irregular Business Practices
- Create, Write, or Update Employee Handbooks

We look forward to hearing from you.

Tom Kline, Lead Consultant & Founder

757-434-7656 | tomk@bettervantagepoint.com

DISTRICT 1 / TIDEWATER • OFFICERS

CHAIRMAN OF THE BOARD
Weldon Whitehurst
Virginia Beach Truck Center



PRESIDENT
Joe Ramon
Commonwealth Auto Group, Inc.



VICE PRESIDENT/STATE DIRECTOR
Don Boucher
Courtesy Auto Sales



SECRETARY/TREASURER
Karen Culpepper
ADS Management Group

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**Help Us, Help You – Support VIADA.
Please renew your membership on time!**

*Members are cross referenced by Dealer-Operator Name & District beginning on page 61.
All information updated as of January 2021.*

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City to City Auto Sales



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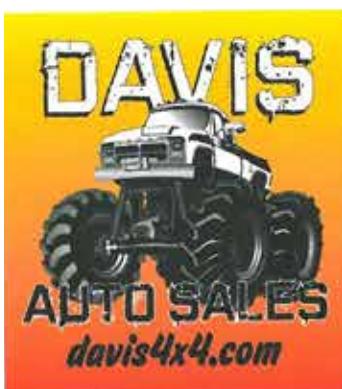
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All information updated as of January 2021.

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*Members are cross referenced by Dealer-Operator Name & District beginning on page 61.
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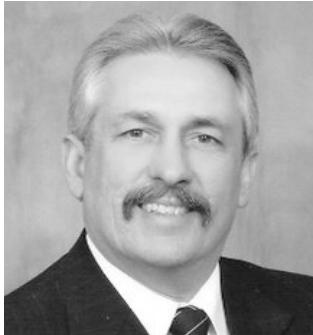
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VIRGINIA INDEPENDENT AUTO DEALERS PAC

was established to solicit funds from independent dealers for contribution to candidates for statewide elections – Governor, Lt. Governor, Attorney General, and candidates for the General Assembly. All contributions are voluntary and reported to the State Board of Elections.



The purpose of the Virginia Independent Auto Dealers PAC is to promote the licensed independent automobile sales industry in Virginia. We raise funds for the purpose of making campaign contributions to those seeking election or re-election for state political offices without regard to party affiliation. We make these contributions on the basis of who we believe to be deserving of such support.

In 2020, we were able to support over 40 lawmakers and share with them the purpose of VIADA and the needs of our dealers. I want to take this time to thank all the members for your support. In previous years we were able to list you all but this year hundreds have contributed. Thank you again for your participation in the Virginia Independent Auto Dealers PAC fund.

Alvin Melendez CMD
Executive Director



ROBERT HANDSCHUH

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DISTRICT 6

DISTRICT 7 / SHENANDOAH • OFFICERS



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DISTRICT 7

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All information updated as of January 2021.*

MEMBERS

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Dealers Auto Auction of East Tennessee 4571 Hwy 11 East Bluff City, TN 37618 (423) 391-0044 gmontgomery@dealersauto.com tricitiesautoauction.com Gary Montgomery	John's Auto Sales Inc 563 US Hwy 23 S Weber City, VA 24290 (276) 225-7261 johnsauto1975@gmail.com johnsautosalesinc.net Levita Haynes-Moore	Performance Motors LLC 15460 Lee Hwy Bristol, VA 24202 (276) 644-4004 performancemotorsva@gmail.com performancemotorsva.com George Blankenship	The Automotive Connection Inc 5391 Lee Hwy Atkins, VA 24311 (276) 781-2277 steve7812277@gmail.com yourautomotiveconnection.com Michael Stephen Hill
Don's Auto Exchange Inc 1016 Cedar Valley Dr Cedar Bluff, VA 24609 (276) 963-5985 donsautoexchange@yahoo.com Donald Keene	Justus Auto Sales 8435 Hurley Rd Hurley, VA 24620 (276) 566-8571 kennyjustus@aol.com Kenny Justus	Quality Auto Sales 512 Middle Creek Rd Cedar Bluff, VA 24609 (276) 963-9431 qualityauto444@yahoo.com Joe Lane	Truck Outfitters 14278 Lee Hwy Bristol, VA 24202 (276) 591-4505 deercamper@yahoo.com Kimberly Cunningham
East Main Rides LLC 302 E Main St Marion, VA 24354 (276) 783-1005 eastmainrides@gmail.com eastmainrides.com Edward Atkins	K B Motors Inc 1023 Commonwealth Ave Bristol, VA 24201 (423) 652-2727 todd_buchanan@hotmail.com Todd Buchanan	Riverside Auto Inc 18547 Riverside Dr Grundy, VA 24614 (276) 935-7365 rsent@bvu.net Robert Skeens	Variety Mobile Home Service Inc 15696 Porterfield Hwy Abingdon, VA 24210 (276) 623-5150 KDH@VMHSI.COM varietycarsales.com Jerry D Farmer
Gary McCann Auto Sales Inc 390 Vanguard Ave N Tazewell, VA 24630 (276) 979-0252 usedcar4u@yahoo.com Gary McCann	Mark IV Suzuki Sales Inc 2073 Chapman Rd Wytheville, VA 24382 (276) 228-3118 shannon@markivhonda.com MarkIVHonda.com Fred D Brown	Spencer Motor Sales Inc 19609 Riverside Dr Vansant, VA 24656 (276) 935-2779 mrspencer@roadrunner.com autobuyingservice.com Mary Spencer	Watson Auto Inc 1010 E Stuart Dr Galax, VA 24333 (276) 236-1010 watsonautova@gmail.com watsonautoinc.com Randy Watson
H & H Auto Sales 1007 E Stuart Dr Galax, VA 24333 (276) 236-7300 handhautova@yahoo.com nobodywalksva.com William Hicks Jr.	Mink Motor Sales Inc 620 S Main St Galax, VA 24333 (276) 236-5167 jerrymink@comcast.net minkmotors.com Jerry Mink	Stacey's Auto Advantage 526 Wood Ave E Big Stone Gap, VA 24219 (276) 523-4385 staceysauto@verizon.net staceyautoadvantage.com Stacy Doyle	Williams Auto Mart Inc 915 Commonwealth Ave Bristol, VA 24201 (276) 669-3472 rodneywilliams7@gmail.com williamsautomart.net Rodney Williams
Highlands Motor Co 550 W Main St Abingdon, VA 24210 (276) 525-4096 highlandsmotorco@gmail.com Gary W Beverly	Muncy Motors LLC 37900 Gov GC Peery Hwy Bluefield, VA 24605 (276) 345-0123 motorsmuncy@yahoo.com Justin Muncy	Stamper Auto Sales 11703 US Hwy 19 Lebanon, VA 24266 (276) 889-5070 stamperauto@gmail.com John Stamper	DISTRICT 8
Hilltop Cycle Inc 145 Fairview Rd Wytheville, VA 24382 (276) 228-7001 hilltopcycle@hotmail.com Julie Grubb	Payne Motors Inc 1565 Fincastle Tpke Tazewell, VA 24651 (276) 988-3900 roger237@verizon.net Mack Payne	State Line Motors 2245 Euclid Ave Bristol, VA 24201 (276) 669-3321 statelinemotorsva@yahoo.com statelinemotorsva.com Patrick Bridwell	

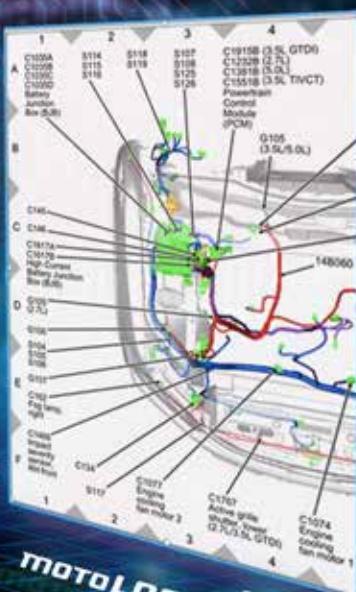


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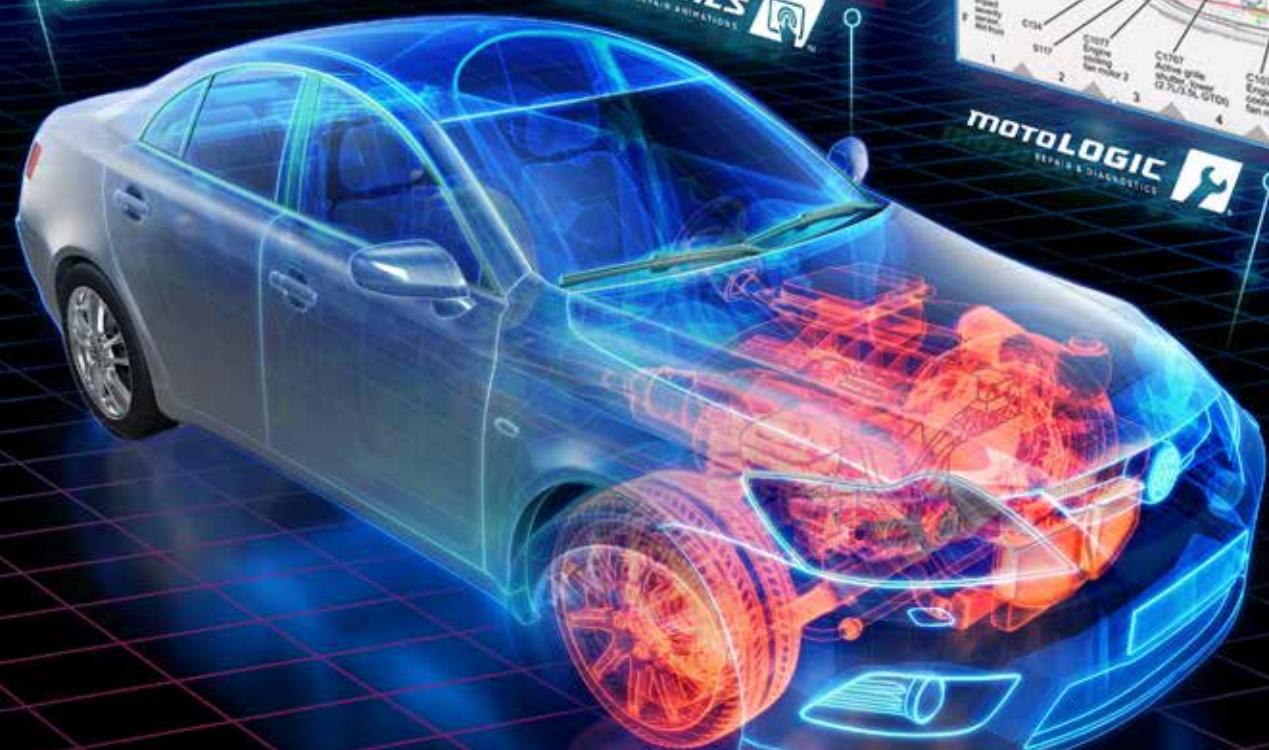
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Suzie Lea, Strategic Account Manager, suzie.lea@advance-auto.com



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FREE ENTERPRISE AWARD

The Free Enterprise system is unique to America alone. Its premise is based upon the philosophy: a free born individual can get personal rewards for personal effort. The key to making it work is the individual has the privilege of disbursing that reward as the individual sees fit.

This system is the apex from which has grown into the most powerful and productive nation in the history of mankind. The future of our country and system depends upon individuals who are endowed with an understanding of this system which has been so deeply embedded in their conscience that their actions will be those which characterize belief.

In keeping with the Code of Ethics incorporated in our national and state bylaws to encourage our Free Enterprise system, the Board of Directors of VIADA established the "Free Enterprise Award" in 1975.

The purpose of this award is to recognize those individuals whose accomplishments reaffirm their dedication to the precepts of Free Enterprise.

PAST AWARD RECIPIENTS

1975	Wilson S. Johnson Chairman of Board NFIB	1980	Harry F. Byrd, Jr. U.S. Senator of Virginia	2006	Joseph Falk Little Joe's Autos/Founder of VIADA PAC
1976	C. B. Neely Executive Director NIADA	1981	Ronald W. Reagan President of the United States	2006	Kenneth Aycock Aycock Auto Auction
1976	William Whitehurst Congressman 2nd Congressional District of Virginia	1982	W. H. Wilcox Executive Director VIADA	2007	Jackie Stump Virginia House of Delegates
1977	Robert Koch Ford Motor Company	1983	Thomas Moss, Jr. Majority Leader of VA House of Delegates	2008	Leo Wardrup, Jr. Virginia House of Delegates
1977	Edward E. Sullivan General Motors Corp.	1984	Donald Williams Commissioner of DMV	2010	Steve Gossett VIADA and NIADA President
1977	Harry Lawrence Editor/Director NADA Guidebook	1985	Everette Lawrence E. H. Lawrence Motors	2011	Ronnie Thomas 1st Choice MBC
1977	Warren Young President Manheim Auto Auction	1986	William Parrish, Sr. McGuire Motors	2015	Bruce Gould Executive Director, MVDB
1978	O. B. Batten Kenly Auto Auction	1993	David Boling, Jr. Executive Director VIADA	2017	Lois Keenan Executive Director, VIADA
1978	John Warner U. S. Senator of Virginia	2003	A. W. Quillian Commissioner of DMV	2019	Shirlie G. Slack Shirlie Slack Mitsubishi
1979	Vern Hill Commission of DMV	2004	Ken Stolle Senator of Virginia	2019	Richard H. Keller Dick Keller Automobiles
		2005	Barbara & Jim Wheatley Harrisonburg Auto Auction		

LADIES AUXILIARY

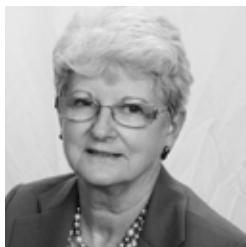
OFFICERS



PRESIDENT
Carla Boucher
(757) 560-2839
carla2585@yahoo.com



VICE PRESIDENT
Susan Whitehurst
(757) 409-7338
swhite500@aol.com



TREASURER
LexaLynn Hooper
(703) 508-6276
lhooper@ausa.org



RECORDING SECRETARY
Heather Rains
804-384-8769
heather@dealerre.com



CORRESPONDING SECRETARY
Aly Loudermilk
757-751-2627
alylwells@aol.com

PROGRAMS SPONSORED BY THE LADIES AUXILIARY

HELPING HANDS

OUR PURPOSE: To plan activities which promote friendship among members; to assist VIADA with activities of the association; to work with VIADA in the promotion and maintenance of a desirable public image. Membership is only \$10 and all are welcome. Make checks payable to VIADA Ladies Auxiliary and mail to: 1525 Huguenot Rd. Midlothian, VA 23113

FILL - A - WISH

For terminally ill and/or severely handicapped children in Virginia under 18 years of age.

SHIRLIE SLACK SCHOLARSHIP

Ladies Auxiliary offers up to \$2,000 in college scholarships to the children and/or grandchildren of VIADA Members annually.

Scholarship applications must be mailed to the state office and postmarked no later than April 2, 2020.

HOW TO APPLY

For more information on all of the above, visit www.VIADA.org or contact Susan Whitehurst, (757) 409-7338
1525 Huguenot Road
Midlothian, VA 23113

2019 DONATIONS

- New Hope Housing - \$1,250
- Armed Services YMCA - \$1,000
- HER Shelter - \$500

SCHOLARSHIPS

- Audrey Knupp - \$2,000
- Grace Carter - \$500
- Grant Wiley - \$500

QUALITY LADY AWARD

1994	Elaine Dalton
1995	Russell Smelley
1996	Bertie Arrington
1997	Laura Shockey
1998	Martha Lavender
1999	Billie Iaricci
2000	Teresa Cutlip
2001	Emogene Bowman
2002	Bernice Lyman
2003	Flonnie Headley
2004	Cheryl Maher
2005	Sandra Farmer
2006	Carla Ann Keene
2007	Helen Crigger
2008	Jan Tate
2009	Bertie Arrington
2010	Sandra Farmer
2011	Pamela Kershaw
2012	Carla Ann Keene

2013	Helen Crigger	1996-97	Elaine Dalton
2014	Susan Whitehurst	1998-99	Martha Lavender
2015	Dale Fisher	2000-01	Billie Iaricci
2016	Carla Boucher	2002	Teresa Cutlip
2017	Lois Keenan	'90-91, 03	Flonnie Headley
2018	Sandra Farmer	2004-05	Bertie Arrington
2018	Susan Whitehurst	2006-07	Cheryl Maher
2018	Dale Fisher	2008-09	Sandra Farmer
2018	LexaLynn Hooper	2010	Jan Tate
2019	Don Sullivan Sr.	2011-13	Carla Ann Keene
		2014	Helen Crigger
		2015	Crystal Steele
		2016-20	Carla Boucher
		1980 Organized by Ida Blair and Shirlie Slack	

PAST PRESIDENTS

1981	Virginia Belcher
1982	Linda Wilson
1983-84	Dawn Smith
1985-86	Nell White
1987	Bernice Lyman
1988-89	Diane Gossett
1992-93	Bertie Arrington
1994-95	Russell Smelley

LIFETIME MEMBERSHIP AWARD

2012	Bertie Arrington
2013	Carla Ann Keene
2014	Helen Crigger

PAST PRESIDENTS

VIADA

1960	E.H. Lawrence, Norfolk, VA
1961	James Coates, Norfolk, VA
1962-63	Emil Serlich, Jr., Norfolk, VA
1964-67	Neal DeVane, Norfolk, VA
1968	Ray Breeden, Norfolk, VA
1969	B. Mayo Smith, Portsmouth, VA
1970-72	B.R. Crumpler, Portsmouth, VA
1973	Pete Mathews, Portsmouth, VA
1974	W.D. Parrish, Sr., Richmond, VA
1975	J.W. Whitaker, III, Glen Allen, VA
1976	Thomas Burnett, Sr., Concord, VA
1977	Harry Craighead, Roanoke, VA
1978	(Sept-Dec) George Gilbert, Danville, VA
1978	Steve Gossett, Norfolk, VA
1979	Shirlie Slack, Fredericksburg, VA
1980	Clyde Belcher, Norfolk, VA
1981	Joseph Falk, Chesapeake, VA
1982	Robert Blair, Roanoke, VA
1983	John Shockey, Dayton, VA
1984	Edward Lyman, Waynesboro, VA

1985	Henry Jones, III, Newport News, VA
1986	Robert Shelton, Sr., Lynchburg, VA
1987	Jerry Simpkins, Norfolk, VA
1988	Carleton Smelley, Colonial Heights, VA
1989	E.L. Headley, Lynchburg, VA
1990	Jack Adams, Hampton, VA
1991	William Parrish, Jr., Richmond, VA
1992	Mack Payne, Tazewell, VA
1993	Steve Farmer, Altavista, VA
1994	Dick Keller, Fairfax, VA
1995	Keith Farrish, Culpeper, VA
1996	Keith Knupp, Penn Laird, VA
1997	Sandra Moss, Dillwyn, VA
1998	Peter Iaricci, Petersburg, VA
1999	Wanda Lewark, Fairfax, VA
2000	Ted Bowman, Bristol, VA
2001	Lynn Hooper, Stafford, VA
2002	Chris Maher, Falls Church, VA
2003	Jimmy Davis, Richmond, VA
2004	Tina Allman, Dumfries, VA
2005	Zack Owens, Virginia Beach, VA

NIADA

1982-83	Steve Gossett, Norfolk, VA
2007-08	Sandra Moss, Dillwyn, VA

VIADA HONORARY LIFE DIRECTORS

1977 W.D. Parrish, Sr. Richmond, VA	1987 Shirlie Slack Fredericksburg, VA	2006 Peter Iaricci, Sr. Petersburg, VA	2010 Steve Gossett Norfolk, VA	2014 LexaLynn Hooper Stafford, VA
1981 John Whitaker, III Glen Allen, VA	1989 Harry Craighead Roanoke, VA	2006 Edward Lyman Waynesboro, VA	2014 Larry Crigger Rural Retreat, VA	2020 Eddie Windsor Fredericksburg, VA
1984 Orell Dalton, Sr. Danville, VA	1996 John Shockey Dayton, VA	2007 Tina Allman Dumfries, VA	2014 Lynn Hooper Stafford, VA	
1986 Leonard Sawyer Gloucester Point, VA	2001 Jerry Simpkins Norfolk, VA			

VIADA HONORARY MEMBERS

1975 Harry Harris H.W.H. Insurance Agency	1976 Charles Neely Executive VP, NIADA	1980 Robert Koch Ford Motor Company	1994 Jim Smith Dothan, Alabama
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VIADA EXECUTIVE DIRECTORS

1960-72 Miles Elliott	1982-1993 David Boling	2017- Nov. 2018 Leigh Dicks, CAE	Jul. 2019 – Present Alvin Melendez, CMD
1972-1981 W. H. "Duke" Wilcox	1993-2017 Lois Keenan	Dec. 2018 - July 2019 Jamie Davis	

VIRGINIA'S NIADA EAGLE AWARD RECIPIENTS

The NIADA Eagle Award continues to be a coveted award, given annually to qualifying membership producers in each state. To qualify, you must sign at least 20 new members during a 12-month period. The program stands for the member who excels above the rest and is key to his/her association growth. It is customary to present this honor during a State Association event. For members that sign up between 5 and 19 members in a 12-month period, NIADA presents them with an Eagle Certificate to recognize and support their ongoing efforts to connect more new dealers with their state association.

1981	Junior Suttle, Junior Suttle Motors, Chesapeake, VA
1982, 1985	Ed Lyman, Cars For Less, Inc., Waynesboro, VA
1983	Patricia Overman, Lynchburg, VA
1984	Jerry H. Simpkins, Double "J" Motors, Norfolk, VA
1986	Ida Blair, Star City Auto Auction, Roanoke, VA
1987	Albert A. Murphy, Murphy Motor, Co., Danville, VA
1988-1992	Carleton Smalley, Carleton Motors, Colonial Heights, VA
1992-1993	Keith Knupp, Keith's Auto Sales, Penn Laird, VA
1994-95, 97	Mark Smalley, Countryside Motors, Chester, VA
1995	Kent Allman, CarsIncorporated.Com, Dumfries, VA
1995	Buddy Thorpe, Cloverhill Motors, Richmond, VA
1996	Jack Adams, Hayes Auto Sales, Hampton, VA
1996	Earl Cutlip, T&E Repair, Strasburg, VA
1997-98, 01-03	Tina Allman, CarsIncorporated.Com, Dumfries, VA
1997	Mitch Griffith, Griff's Auto Sales, Harrisonburg, VA
1997, 99, 00	Sonny Arrington, Price Is Right Auto Sales, Inc., Vinton, VA
1999	Fini Abrams, Ken's Auto Wholesale, Portsmouth, VA
1999, 2000	Ted Bowman, Superior Motors, Inc., Bristol, VA
1999, 00, 04, 11, 12	Wanda Lewark, Auto Buying Service, Fairfax, VA
2001-2003	Chris Maher, Falls Church Motors, Falls Church, VA
2001-2004	Zack Owens, Presidential Automotive Group, Virginia Beach, VA
2003-2007	Ken Strauss, Tidewater Auto Auction, Chesapeake, VA
2004	Charles Kennedy, A to Z Auto Sales, Highland Springs, VA
2005	Mike Duman, Mike Duman Auto Sales, Suffolk, VA
2006-2008	Gail Davis, Davis Auto Sales II, Richmond, VA
2007, 2012	Lynn Hooper, Hooper's Quality Cars, Stafford, VA
2008	Howard Kershaw, K's Auto Center, Hampton, VA
2008-2009	Alvin Melendez, Melendez Motors, Fredericksburg, VA
2010-11, 14, 15	Don Boucher, CMD, Courtesy Auto Sales, Chesapeake, VA
2010	Tommie Melendez, Melendez Motors, Fredericksburg, VA
2011	Jeanette Bishop, Dinwiddie Auto Sales, Dinwiddie, VA
2012	Tommy Woodson, Woodson Auto Sales, Goochland, VA
2013, 2014, 2015	Don Sullivan, Sr., Sullivan Auto Trading, Fredericksburg, VA
2013, 14, 15, 16	David Gripshover, Crown Motors, Colonial Heights, VA
2013, 2014	Weldon Whitehurst, VA Beach Truck Center, Virginia Beach, VA
2014	Donnie Keene, Don's Auto Exchange, Inc., Cedar Bluff, VA
2014, 2015	Eddie Haley, Route 11 Valley Auto Sales, Mt. Crawford, VA
2015, 2016	Jamie Davis, CMD, Davis Auto Center, Inc., New Church, VA
2016	Rob Fisher, Northside Auto Sales, Manassas, VA
2017	Jason Adams, ABC Dieselz, Fredericksburg, VA
2019	Donald Sullivan, Jr., Sullivan Auto Trading, Fredericksburg, VA



NATIONAL INDEPENDENT
AUTOMOBILE DEALERS ASSOCIATION

PAST STATE QUALITY DEALERS

TO QUALIFY FOR THE QUALITY DEALER PROGRAM:

- Must be a Dealer-Operator
- Must be a member and in good standing for five years or more
- Must have a clean DMV dealer record

If you know someone in your district who you think would be a candidate for the program, keep an eye on your mail and fax for your district nominating meeting.

VIADA

1975	Pete Mathews, Portsmouth, VA
1976	W.D. Parrish, Richmond, VA
1977	John Whitaker, Glen Allen, VA
1978	Ralph Peck, Roanoke, VA
1979	Clyde Belcher, Portsmouth, VA
1980	Shirlie Slack, Fredericksburg, VA
1981	Steve Gossett, Norfolk, VA
1982	John Shockey, Dayton, VA
1983	Roger Breeden, Charlottesville, VA
1984	E.H. Lawrence, Norfolk, VA
1985	Charles White, Suffolk, VA
1986	Edward Lyman, Waynesboro, VA
1987	William Cones, Suffolk, VA
1988	Charles Case, Danville, VA
1989	Joseph Falk, Chesapeake, VA
1990	Carleton Smelley, Colonial Heights, VA
1991	Bill Moss, Dillwyn, VA
1992	Steve Farmer, Altavista, VA
1993	William Parrish, Richmond, VA
1994	Dick Keller, Fairfax, VA
1995	Sonny Arrington, Vinton, VA
1996	Sandra Moss, Dillwyn, VA
1997	John Talley, Mechanicsville, VA
1998	Jimmy Davis, Richmond, VA
1999	Mack Payne, Tazewell, VA

2000	Mike Duman, Suffolk, VA
2001	Wanda Lewark, Fairfax, VA
2002	Chris Maher, Falls Church, VA
2003	Peter Iaricci, Petersburg, VA
2004	Lynn Hooper, Stafford, VA
2005	Tina Allman, Dumfries, VA
2006	Thomas Woodson, Goochland, VA
2007	Sandra Moss, Dillwyn, VA
2008	Gail Davis, Richmond, VA
2009	Joe Tate, Bedford, VA
2010	Donnie Keene, Cedar Bluff, VA
2011	Billy Mullins, Grundy, VA
2012	Carter Davis, New Church, VA
2013	Steve Farmer, Altavista, VA
2014	Robert Fisher, Manassas, VA
2015	Andrew Guowitz, Fairfax, VA
2016	Don Boucher, Chesapeake, VA
2017	Tim Maguire, Virginia Beach, VA
2018	Donald Sullivan, Sr., Fredericksburg, VA
2019	Charlie Bryant, Jr., Portsmouth, VA

NIADA

1977	W.D. Parrish, Richmond, VA
1999	Jimmy Davis, Richmond, VA
2000	Mack Payne, Tazewell, VA
2002	Wanda Lewark, Fairfax, VA

CURRENT MEMBERS WHO HAVE SERVED NIADA

1987-89



EDWARD LYMAN
• Region I VP

2003-2009



SANDRA MOSS
• Region I VP
• Treasurer
• President
• Chairman of the Board
• Services Board

2003-2005



WANDA LEWARK
• Vice Chairman: Legislative
• Secretary/Treasurer: Services Board

2003-2005



LYNN HOOPER
• Region I VP
• Chairman
Membership Development
• Treasurer

TITLE, LICENSE, LIEN, SALES & USE TAX INFORMATION

State	Dealer Plate Reciprocity	Certificate of Title	Disposition of License Plates	State Tax on In-State Purchase	Use Tax on Out-of-State Purchase
ALABAMA	Partial State Department of Revenue, Motor Vehicle Division, 2545 Taylor Rd, Montgomery, 36117, P.O. Box 3276430, Montgomery 36132 Phone: (334) 242-9000 Liens recorded on title and maintained in the office of the Department of Revenue at Montgomery	Yes-1979	Remains with Owner	2%(T) (L)	2% (C)
ALASKA	Full Division of Motor Vehicles, 1300 Benson Blvd, Ste 300, Anchorage 99503 Phone: (907) 269-5551 Liens recorded Motor Vehicle Division, Anchorage and on title and registration.	Yes	Accompany Vehicle.....None		None
ARIZONA	Full Motor Vehicle Division, P.O. Box 2100, MD555, Phoenix 85001-2100 Phone: (602) 255-0072 Liens recorded Motor Vehicle Division and on title.	Yes	Remains with Owner	5.6% (T)	5.6% (C)
ARKANSAS	Full Office of Motor Vehicles, P.O. Box 1272, Little Rock 72203 Phone: (501) 682-4692 Liens recorded Motor Vehicle Division, State Revenue Department, Little Rock and on title.	Yes	Remains with Owner	6.5% (T) (L)	6%
CALIFORNIA	Full Department of Motor Vehicles, Division of Headquarters Operations, P.O. Box 942869, Sacramento 94269-0001 Phone: (800) 777-0133 Liens recorded Motor Vehicle Division Sacramento and on title and registration.	Yes	Accompany Vehicle	7.25%+.065% of value	7.25% (C)
COLORADO	Full Colorado Division of Motor Vehicles Registration Section, 1375 Sherman Street, Denver 80261 Titles: (303) 205-5608/(303) 205-5600 P.O. Box 173350, Denver, CO 80217 Liens recorded Motor Vehicle Division. on title and county Clerk of residence of owner and on title.	Yes	Remains with Owner	2.9% based on age	2.9%+ (L) (C)
CONNECTICUT	Full Department of Motor Vehicles, Title Division, 60 State Street, Wethersfield 06161 Phone: (860) 263-5700 Liens recorded Title Division Motor Vehicle Department and on title.	Yes-1981	Remains with Owner	6.35% (T)	None
DELAWARE	Full Division of Motor Vehicles, P.O. Box 698, Dover 19903 Phone: (302) 744-2500 Liens recorded Office Motor Vehicles Division, Dover and on title.	Yes	Remains with Owner	Document Fee 4.25% (T)	None
DISTRICT OF COLUMBIA	Full Department of Motor Vehicles, 95 M Street SW Washington DC 20024 Phone: (202) 727-5000 Liens recorded Department of Motor Vehicles, Washington, D.C. and on title	Yes	Remains with Owner	6% to 8%	Excise 6 or 8%
FLORIDA	Full Department of Highway Safety and Motor Vehicles, Neil Kirkman Bldg, 2900 Apalachee Pkwy Tallahassee 32399 Phone: (850) 617-2000 Liens recorded Motor Vehicle Department, Tallahassee and on title.	Yes	Remains with Owner	6% (T)	6% (C)
GEORGIA	Partial Department of Revenue, Motor Vehicle Division, 4125 Welcome Rd, Atlanta 30349 Phone: (855) 406-5221 Liens recorded Motor Vehicle Title Unit, Atlanta and on title.	Yes-1986	Remains with Owner	4%+(L)(T)	4% (C)
HAWAII	None Division of Motor Vehicles & Licenses, P.O. Box 30330, Honolulu 96820-0330 Phone: (808) 768-4325 4.5 for Honolulu Liens recorded in County Treasurer's offices of various counties and on title and registration.	Yes	Remains with Owner	General Excise 4% (on seller)	4% (C)
IDAHO	Full Idaho Transportation Department, Division of Motor Vehicles, P.O. Box 7129, Boise 83707 Phone/Titles: (208) 334-8663 Liens recorded Department of Law Enforcement, Boise and on title.	Yes	Remains with Owner	6% (T) - Dealer only	6% (C)
ILLINOIS	Full Secretary of State, Record Inquiry Section, 501 South 2nd Street, Room 408, Springfield 62756 Phone: (217) 785-3000, http://www.cyberdriveillinois.com Liens recorded Secretary of State, Springfield and on title. 17 N. State St., Rm 1100, Chicago, IL 60602, 312-795-1010	Yes	Remains with Owner	6.25%+ (T) (L) (C)	6.25%+ (L) (C)
INDIANA	Full Bureau of Motor Vehicles, IGCN-Room N440, Attn: Vehicle Registrations, 100 N. Senate Ave., Indianapolis 46204 Phone: (888) 692-6841 Liens recorded Bureau of Motor Vehicles, and on title.	Yes	Remains with Owner	7% (T) (C)	7% (C)
IOWA	Full Department of Transportation, Office of Vehicle and Motor Carrier Services, P.O. Box 9278, Des Moines 50306 Phone: (515) 237-3110 Liens recorded Motor Vehicle Division, Des Moines and County Treasurer's Office and on title.	Yes	Remains with Owner	6% (T)	6% (C)
KANSAS	Full Division of Vehicles, Docking State Office Building, 300 SW 29th St, Topeka 66611 Phone: (785) 296-3621 Liens recorded Motor Vehicle Department and on title.	Yes	Remains with Owner	6.5% (L) (T) (C)	6.5% (C)
KENTUCKY	Partial Kentucky Transportation Cabinet, Division of Motor Vehicle Licensing, 200Metro St., Frankfort, KY 40622 Phone: (502) 564-1257 Liens recorded with County Court Clerk in county where mortgagor resides: if non-resident, where property is located. Should be recorded on County Clerk's and Owner's copy of registration receipt.	Yes	Accompany Vehicle	6%(T)	6% (C)
LOUISIANA	Partial Office of Motor Vehicles Department of Public Safety, 7979 Independence Blvd, P.O. Box 64886, Baton Rouge 70896 Phone: (225) 925-6146 Liens recorded Motor Vehicle Division, Baton Rouge and Parish Clerk's Office and on title.	Yes	New Plate Issued	4.45% (T)	4.45% (L) (C)
MAINE	Full Secretary of State, Bureau of Motor Vehicles, 29 State House Station, 101 Hospital Street, Augusta 04333 Phone: (207) 624-9000/(207) 624-9105 Liens recorded on title and in Office of Secretary of State in Augusta.	Yes 1995 & newer	Remains with Owner	5.5% (T) (C)	5.5% (C)
MARYLAND	Partial Motor Vehicle Administration, 6601 Ritchie Highway, N.E. Glen Burnie 21062 Phone: (410) 768-7000 Liens recorded on title and in the Central MVA Office of Glen Burnie	Yes	Remains with Owner	Excise 6% (T)	Excise 6% (C)
MASSACHUSETTS	Full Registry of Motor Vehicles, P.O. Box 55885, Boston 02205, Phone: (857) 368-8000 Liens recorded on title and in the Motor Vehicle Administration.	Yes	Remains with Owner	6.25% (T) (C)	6.25% (C)
MICHIGAN	Full Michigan Department of State, Driver and Vehicle Records, 7064 Crowner Dr, Lansing 48918 Phone: (888) 767-6424 Liens recorded on title and maintained in Office of Register of Deeds in county of owner's residence and in title files of Motor Vehicle Department.	Yes	Remains with Owner	6%	6% (C)
MINNESOTA	Full Driver and Vehicle Services, 445 Minnesota Street, St. Paul 55101 Phone: (651) 297-2126, \$20 Excise in Some Counties Liens recorded and maintained in the Motor Vehicle Services Division, St. Paul and on title.	Yes	Accompany Vehicle	6.5% (T)	6.5% (C)
MISSISSIPPI	Full Department of Revenue, Motor Vehicle Services, P.O. Box 1383, Jackson 39215, Phone: (601) 923-7200 Liens recorded on file-Department of Revenue in Jackson and on title.	Yes-1969	Surrendered	5% (T) (C)	5% (C)
MISSOURI	Full Motor Vehicle Bureau, P.O. Box 100, Jefferson City 65105 Phone: (573) 526-3669 Liens recorded on title and Motor Vehicle Division, Title held by lienholder.	Yes	Remains with Owner	Titles (601) 923-7200 4.225%+ (L) (T)	4.225%+ (L) (C)
MONTANA	None Department of Justice, Motor Vehicle Division, P.O. Box 201431, 302 N Roberts, Helena, MT 59620-1431 Phone: (406) 444-3661 Tax	Yes	Remains with Owner	\$87 to \$217 Registration Based on Year	.Same 1% Sales
NEBRASKA	Full Department of Motor Vehicles, Driver and Vehicle Records Division 301 Centennial Mall South, P.O. Box 94789, Lincoln 68509 Liens recorded in Central Office of the DMV in Lincoln or County Treasurer's Office. Phone: (402) 471-3918	Yes	Remains with Owner	5.5% (T) (L) (C)	5.5% (C)

TITLE, LICENSE, LIEN, SALES & USE TAX INFORMATION (CONTINUED)

State	Dealer Plate Reciprocity	Certificate of Title	Disposition of License Plates	State Tax on In-State Purchase	Use Tax on Out-of-State Purchase
NEVADA	Full Department Motor Vehicles, Records Section, 555 Wright Way, Carson City 89711 Phone: (775) 684-4368 or (877) 368-7828 Liens recorded via ELT (Electronic Lien Title)	Yes	Remains with Owner	6.5% (T)	6.5% (C)
NEW HAMPSHIRE	Full Department of Safety, Division of Motor Vehicles, 23 Hazen Drive, Concord 03305 Phone: (603) 227-4000 Liens recorded, Division of Motor Vehicles in Concord and on title.	Yes-15 & newer	Remains with Owner	None	None
NEW JERSEY	Full State of New Jersey, Motor Vehicle Division, 225 East State St., Trenton 08605 Phone: (609) 292-6500 Liens recorded, Director of Motor Vehicles, Trenton and on title.	Yes	Remains with Owner	6.625% (T) (C)	6.625% (C)
NEW MEXICO	Full Motor Vehicle Division, P.O. Box 1028, Santa Fe 87504-1028 Phone: (888) 683-4636 Liens recorded Department of Motor Vehicles, Santa Fe and on title.	Yes	Remains with Owner	4% (T)	4% (C)
NEW YORK	Full Department of Motor Vehicles, 6 Empire State Plaza, Albany 12228 Phone: (518) 486-9786 Liens on private-use vehicles recorded in County Clerk's office where property located. Liens on business-use vehicles recorded in Office of Secretary of State, 162 Washington Ave., Albany, and in County Clerk's office. Files maintained in central office of Department of Motor Vehicles in Albany.	Yes	Remains with Owner	4% To 8.875% +(L) (T) 4% To 8.875%+(L) (C)	
NORTH CAROLINA	Full Vehicle Registration, Division of Motor Vehicles, 3148 Mail Service Center, Raleigh 27697-3148 Phone: (919) 715-7000 Liens recorded Department of Motor Vehicles and on title.	Yes	Remains with Owner	7.75% (T)	8.25% (L)
NORTH DAKOTA	Full Department of Transportation, Motor Vehicle Division, 608 East Boulevard Ave., Bismarck 58505 Phone: (701) 328-2725 Liens recorded in Central Files Section of Motor Vehicles Department at Bismarck and on title.	Yes	Remains with Owner	Excise 5% (T) (C)	5% (C)
OHIO	Full Department of Public Safety, Bureau of Motor Vehicles, P.O. Box 16520, Columbus 43216 Phone: (844) 644-6268 Liens recorded on Title and County Clerk of Court's Office where title is filed.	Yes	Remains with Owner	5.75% (L) (T) (C)	6% (C)
OKLAHOMA	Full Oklahoma Tax Commission, Motor Vehicle Division, 2501 N Lincoln Blvd., Oklahoma City 73194, Phone: (405) 521-3221 Liens recorded with the County Clerk in county of mortgagor's residence and on title non-residents, where property is located.	Yes	Accompany Vehicle	New 3.25% Used \$20 First \$1,500 Short term lease 4.5% 3.25% on Remainder	Excise 3.25%
OREGON	Full DMV, 1905 Lana Ave., N.E. Salem 97314 Phone: (503) 945-5000 Liens recorded in title file of Motor Vehicle Division and on title.	Yes	Remains with Owner	None	None
PENNSYLVANIA	Full PennDOT, Driver and Vehicle Services, 1101 S Front St., Harrisburg 17104, Phone: (717) 412-5300 or (800) 932-4600 Liens recorded PennDOT, Harrisburg, and on title.	Yes	Remains with Owner	6% (T) (L) (C)	6% (C)
RHODE ISLAND	Full Division of Motor Vehicles, 600 New London Ave, Cranston 02920, Phone: (401) 462-4368 Liens recorded Division of Motor Vehicles in Providence and on title.	Yes	2000 Remains with Owner	7% (T) (C)	7% (C)
SOUTH CAROLINA	Full Department of Motor Vehicles, P.O. Box 1498, Blythewood 29016-0024, Phone: (803) 896-5000 ELT Program.	Yes	Remains with Owner	5% (T) (C)	5% (C)
SOUTH DAKOTA	Full Department of Revenue and Regulation, Motor Vehicles Division 445 E. Capitol Avenue, Pierre 57501, Phone: (605) 773-3541 Liens recorded on title and maintained in office of Register of Deeds in county of actual abode or legal residence of the owner.	Yes	Remains with Owner	Excise 4% (T)	Excise 4% (C)
TENNESSEE	Full Department of Revenue, Title & Registration Division, 44 Vantage Way, Suite 160, Nashville 37243-8050, Phone: (615) 741-3101 Liens recorded Title Division, Department of Finance and Taxation, Nashville, and on title.	Yes	Remains with Owner	7% (L) (T) (C)	7% (C)
TEXAS	Full Department of Motor Vehicles, 4000 Jackson Avenue, Austin 78731, Phone: (888) 368-4689 Liens recorded, TxDMV, Austin, and on title.	Yes	Remain with Owner	6.25% (T) (C)	\$90.00 use tax
UTAH	Full Utah State Tax Commission, Motor Vehicle Div, 210 N. 1950 W, Salt Lake City, 84116, P.O. Box 30412, Salt Lake City, Utah 84130, Phone: (801) 297-7780 Liens recorded Motor Vehicle Division, Salt Lake City, and on title.	Yes	Remains with Owner	4.75 to 8.35% (T) (C)	5.95-8.35%+(L) (C)
VERMONT	Full Department of Motor Vehicles, 120 State Street, Montpelier 05603, Phone: (802) 828-2000 Liens recorded Department of Motor Vehicles, Montpelier, and on title.	Yes-15 & newer	Remains with Owner	6% (T) (C)	6% (C)
VIRGINIA	Full Department of Motor Vehicles, P.O. Box 27412, Richmond 23269, Phone: (804) 497-7100 Liens recorded Department of Motor Vehicles, Richmond, and on title.	Yes	Remains with Owner	4.15% (\$35 min) (C)	4.15% (\$35min) (C)
WASHINGTON	Full Department of Licensing, Vehicle Licensing, 1125 Washington St SE, P.O. Box 9909, Olympia 98507, Phone: (360) 902-3770 Ext. 5 Liens recorded, Title Division, and on title. Dept. of Licensing, Vehicle Records Section	Yes	Remains with Owner	6.5% (L) (T) (C)	6.5% (L) (C)
WEST VIRGINIA	Partial Division of Motor Vehicles, PO Box 17710, Charleston 25317 Phone: (304) 558-3900 or 1-800-642-9066 Liens recorded Title Files, Division of Motor Vehicles, Charleston, and on title.	Yes	Remains with Owner	6% (T)	6%
WISCONSIN	Full Wisconsin Department of Transportation, DMV, 4822 Madison Yards Way, Madison 53705 Phone: (608) 266-3666 Liens recorded with Wisconsin Motor Vehicle Department and on title.	Yes	Remains with Owner	5% (T) (C)	5% (C)
WYOMING	Full WYDOT, 5300 Bishop Blvd., Cheyenne, WY 82009, Phone: (307) 777-4851 Liens recorded County Clerk's Offices in county where property is located and on title.	Yes	Remains with Owner	4% (L) (T)	4% (C)

(C)-Credit is given for sales tax if paid in any state (T)-Credit given for trade-in (L)-Local taxes

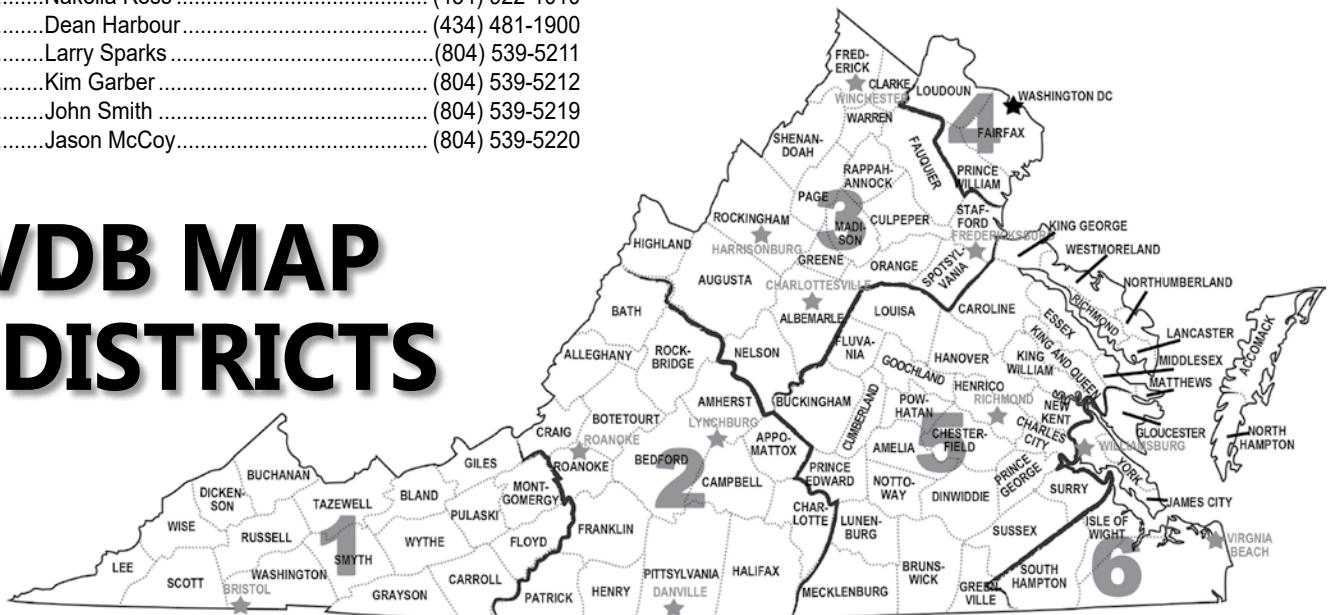
Due to the many changes in state registration procedures and statute revisions that constantly occur, VIADA cannot be responsible for the accuracy of this information.

VIRGINIA MOTOR VEHICLE DEALER BOARD

TELEPHONE NUMBERS FOR FIELD REPRESENTATIVES
 (REFER TO MAP FOR PROPER LOCATION)
 804-367-1100 • 804-367-1053 (FAX)

DISTRICT	REPRESENTATIVE	PHONE	DISTRICT	REPRESENTATIVE	PHONE
State	Lisa Mack-Nelson	(804) 367-1100 x3005#	5	Janet Garrett	(804) 539-5217
1	Dale Huffman	(804) 539-1900	6	Michelle Jefferson	(804) 297-8697
1	Eric Buchanan	(276) 495-5200	6	Monique Franklin	(757) 802-3130
2	Nakelia Ross	(434) 922-1010			
2	Dean Harbour	(434) 481-1900			
3	Larry Sparks	(804) 539-5211			
3	Kim Garber	(804) 539-5212			
4	John Smith	(804) 539-5219			
4	Jason McCoy	(804) 539-5220			

MVDB MAP of DISTRICTS



MOTOR VEHICLE DEALER BOARD

2201 W Broad Street, Suite 104, Richmond, VA 23220
 (804) 367-1100 Fax: (804) 367-1053

William Childress, Executive Director
 (804) 367-1100 x 3002#

Lisa Mack-Nelson, Field Rep. Supervisor
 (804) 367-1100 x 3005#

Ann Majors, Education & Compliance Specialist
 (804) 367-1100 x 3016#

Diane Handy, Advertising
 (804) 367-1100 3015#

Micah Bailey, Transaction Recovery Fund Analyst
 (804) 367-1100 3007#

CHAIRMAN
 Rick Holcomb, Commissioner
 Department of Motor Vehicles
 2300 W. Broad Street
 Richmond, VA 23219

Michael W. Bor, CEO (I)
 Carlotz, Inc.
 406 West Franklin Street
 Richmond, Virginia 23220

Robert Fisher, President (I)
 Northside Auto Sales
 9000 Centreville Road
 Manassas, Virginia 20110

Maurice Slaughter, Owner (F)
 Bayside Harley-Davidson
 2211 Frederick Boulevard
 Portsmouth, Virginia 23704

CONSUMER REPRESENTATIVE
 Mark Riblett, PE
 Virginia Department of
 Transportation (Richmond District)
 2430 Pine Forest Drive
 Colonial Heights, VA 23834

Liza Borches, President (F)
 Carter Myers Automotive
 Post Office Box 7832
 Charlottesville, Virginia 22906

Vacant (I)
 Ronald Kody, Owner (F)
 Richmond Ford, LLC
 4600 West Broad Street
 Richmond, VA 23230

Andrew Wiley, President (I)
 Consumers Auto Warehouse
 537 Richmond Avenue
 Staunton, Virginia 24401

MVDB MEMBERS
 Larry "Ted" Bailey, Owner (I)
 Airline Auto Sales/U-Save Auto
 Rentals
 1201 Airline Boulevard
 Portsmouth, VA 23707

David Duncan, GM (F)
 Duncan Ford-Lincoln-Mazda
 Post Office Box 8
 Blacksburg, VA 24063

Chris Maher, President (I)
 Car Credit Nation
 1467 Front Royal Pike
 Winchester, VA 22602

Donald J. Sullivan, Owner (I)
 Sullivan Auto Trading, Inc.
 95 South Gateway Drive
 Fredericksburg, Virginia

Daniel Banister, Owner (F)
 Nissan of Chesapeake
 930 Battlefield Boulevard
 Chesapeake, Virginia

L. Steve Farmer, Owner (I)
 Steve Farmer Auto Sales, Inc.
 Post Office Box 223
 AltaVista, VA 24517

Geoff Malloy, President (F)
 Malloy Auto Group
 8150 Leesburg Pike, Suite 720
 Vienna, Virginia 22182

Hamid "Senior" Saghafi, Owner (F)
 Dulles Motor Cars, Inc.
 107 Catoctin Circle, S.E.
 Leesburg, Virginia 20175

Randy Harris, President (F)
 Ultimate Buick-GMC-Subaru
 12005 Rockaway Court
 Spotsylvania, Virginia 22553

Dennis Ellmer, Owner (F)
 Priority Automotive Group
 1800 Greenbrier Parkway
 Chesapeake, Virginia 23320

(F) Franchise Dealer
 (I) Independent Dealer

ADVERTISER INDEX

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ASSOCIATE MEMBERS

Get more out of your membership by advertising with VIADA. We offer a variety of avenues to present your products or services to our members. Call (800) 394-1960 for more information and to get your copy of VIADA's Marketing Opportunities brochure.

VIADA BYLAWS (AS AMENDED 2020)

ARTICLE I – NAME

The name of this Association shall be the Virginia Independent Automobile Dealers Association, Inc.

ARTICLE II – OBJECTIVE

The Objectives of this Association shall be:

1. To serve the public interest and to benefit independent automobile dealers by fostering the high standards of business conduct that merit public confidence.
2. To disseminate information helpful to independent dealers and to facilitate the exchange of ideas among members.
3. To sustain a friendly, cooperative relationship among all motor vehicle dealers and the agencies with whom they do business.
4. To present information to the public and to governmental agencies that will help them to understand the role of the independent automobile dealer in our economy.
5. To encourage constructive legislation and regulations and to discourage destructive legislation and regulations.
6. To support the Association's Code of Ethics.

ARTICLE III – MEMBERSHIP

- Section 1. There shall be two classes of membership; Active and Associate.
- Section 2. An Active member shall be a person licensed by the Commonwealth of Virginia as a motor vehicle dealer-operator as that term is defined in 46.2-1500 of the Code of Virginia.
- Section 3. An Associate member shall be a person or business firm engaged in a business relating to or associated with motor vehicle dealers or active in assisting motor vehicle dealers or a person interested in the independent automobile industry.
- Section 4. Application for membership shall be made in writing on a form prescribed by the Board of Directors and shall be accompanied by the proper dues.
- Section 5. Membership shall become effective upon acceptance of the membership application with the proper dues pending final approval of the Board.
- Section 6. Applicants for membership must be:
 - a) Recommended by a current member.
 - b) Approved by the Board of Directors.

ARTICLE IV – DUES

- Section 1. The Association's fiscal year shall run from January 1 to December 31 beginning in 2021. Dues shall be due and payable on the anniversary date of membership acceptance, for each individual member. New Active and Associate members shall be due in the same manner.
- Section 2. The full annual dues for each classification of membership shall be designated by the Board of Directors.
- Section 3. For each Active and Associate member, the Association shall pay national dues in the amount set by the National Board of Directors to the National Independent Automobile Dealers Association, and each Active or Associate member shall thus be a member or associate member of the National Association. The Association

may designate a portion of the annual dues to be paid to each district.

- Section 4. NO REFUND of dues shall be made for any reason, except in cases where a prospective member is rejected for membership in the Association.

ARTICLE V – PRIVILEGES

- Section 1. Only Active members may serve on the Executive Board of the Association.
- Section 2. Members in all classifications of membership may serve on committees.
- Section 3. All members shall be entitled to receive newsletters and other publications issued by the Association, shall be entitled to the advice and counsel of the Association staff and shall be entitled to other services offered by the Association.
- Section 4. All members may vote in elections or on any question concerning or affecting the corporate life, government or financial affairs of the Association.

ARTICLE VI – ADMINISTRATION

- Section 1. The affairs of the Association shall be administered by a Board of Directors, consisting of the officers and the directors.
- Section 2. Officers of the Association shall be a President; Chairman of the Board, who shall be the immediate Past President; President-Elect; three (3) Vice Presidents; Secretary and Treasurer which may be combined into the office of "Secretary-Treasurer."
- Section 3. The Executive Board shall be comprised of the President, Chairman of the Board, President-Elect, three (3) Vice Presidents, Secretary, Treasurer, District Presidents, a minimum of three (3) Past Presidents and not more than seven (7) Past State Presidents to be appointed by the President.
- Section 4. Districts shall be based upon concentration of membership, and then boundaries of the districts shall be determined by the Board of Directors as the need arises. Map of current boundaries shall be on file with registered agent.
- Section 5. Each district shall be entitled, in addition to their president, to representation on the Board of Directors on the following basis: two (2) directors for the first one (1) through one hundred (100) members, then one (1) additional director for each fifty (50) additional members, or any portion thereof.
- Section 6. In addition to the directors previously specified, each Past State President shall be a director as long as they remains an active member of the Association.
- Section 7. (a) The Board of Directors may employ an Executive Director or manager and such other personnel as may be necessary to perform the functions of the Association, and all such employees shall serve at the discretion of the Board of Directors.
(b) The Executive Director has responsibility for hiring and terminating office staff.
- Section 8. The Executive Director shall have the authority to enter into contracts on behalf of the Association provided the contracts are for the normal, routine operation of the Association. Contracts involving terms exceeding

VIADA BYLAWS CONTINUED

12 months in length, real estate purchase or lease contracts, and real property purchases exceeding \$2,500 shall require the approval of the Board of Directors.

ARTICLE VII – ELECTIONS

Section 1. No more than 60 days prior to each annual meeting of the Association, each District President shall call a meeting of members in his district for the purpose of electing a District President and nominating directors, whose names shall be presented to the membership for election.

Section 2. At or prior to each annual meeting of the Association, the President shall appoint a Nominating Committee of all active Past State Presidents who shall present as the last order of business at the meeting the names of candidates for officers and directors. Additional nominations may be made from the floor. At the close of the nominations, the committee shall certify the ballot, and the members present and eligible shall then vote.

Section 3. Officers and directors shall take office immediately upon election and shall serve for one year or until their successors are elected.

Section 4. Any active member may, at any meeting of the Board of Directors, nominate a current or former member to become an Honorary Life Director. Upon approval of the Board of Directors, an Honorary Life Director will have all the rights and privileges of an associate member of the Association except membership in the National Independent Automobile Dealers Association. Honorary Life Directors will serve in perpetuity subject to Article X, Section 3; no annual dues shall be required.

Section 5. The Board of Directors, at any regular meeting or at any special meeting called for that purpose, may fill any vacancy in the membership of the Board caused by death, resignation or otherwise, and any member so elected shall serve the unexpired term of his predecessor.

Section 6. The Board of Directors may declare vacant the office of any officer or director, who consistently fails to discharge the duties of the office or whose membership for any reason is revoked.

ARTICLE VIII – POWERS AND DUTIES

Section 1. The President shall be the chief executive officer of the Association and shall preside at all meetings of the Board of Directors, the Executive Board and the membership. They shall call all regular or special meetings. They shall appoint all standing committees and such other committees as may be necessary to fulfill the objectives of the Association and shall be an ex officio member of all committees.

Section 2. The President-Elect shall in the absence, incapacity or disability of the President perform all duties of the President until the Board shall otherwise determine. The President-Elect shall have such other powers and perform such other duties as may be assigned to him by the Board of Directors or these Bylaws. The President-Elect shall hold that office for the year for which elected and shall succeed to the office of the President for the following year or in the event of a vacancy in that office.

Section 3. The Secretary shall see that a record is kept of the

proceedings of the Association and the Board of Directors and shall execute official papers.

Section 4. The Treasurer shall have control and custody of the funds of the Association and shall see that a full accurate accounting is made of all receipts and disbursements. They shall review disbursements upon presentation of proper vouchers or invoices. They shall present to each regular meeting of the Board of Directors an accounting of all transactions and a statement showing the financial condition of the Association.

Section 5. The District Presidents shall maintain contact with the directors of their respective districts, helping them in obtaining new members, providing leadership for the Association in their respective districts and maintaining a liaison between the members in their districts and the Board of Directors as a whole.

Section 6. The Executive Board shall possess and exercise the powers of the Board of Directors when such Board is not in session and shall possess such other powers as may be conferred by these Bylaws or by the Board of Directors in specific charges. Their meetings shall be limited to acting on emergency matters or on recurring matters that must be disposed of promptly or specified at the request of the board. All actions of the Executive Board during the interim between meetings of the Board of Directors shall be reported to and be subject to approval by the Board of Directors provided that no rights of the third parties shall be adversely affected by any revision or alteration of the Executive Board's actions.

ARTICLE IX – MEETINGS

Section 1. The Board of Directors shall meet at least four times per year at a time and place designated by the president. One such meeting shall be held during the annual meeting of the membership.

Section 2. A special meeting of the Board of Directors may be called at any time by the President or by request of five (5) members of the Board of Directors in the form of a written notice delivered at least five (5) days before such meeting is proposed, giving the time, place and purpose of such meeting.

Section 3. A quorum of the Board of Directors shall consist of at least three (3) officers and no less than twenty (20) total directors.

Section 4. A meeting of the membership shall be held annually.

Section 5. A special meeting of the membership shall be called by the President upon request of the Board of Directors. If such a meeting is called, a written notice shall be sent to each member at least ten (10) days prior to such meeting, giving time, place and purpose of the meeting.

Section 6. A quorum at a meeting of the membership shall consist of a majority of members present and eligible to vote.

Section 7. The order of business for any meeting may be determined by rules prepared by the Board of Directors, but in general the usual parliamentary rules set forth in Robert's Rules of Order shall govern all meetings when not in conflict with these Bylaws.

Section 8. A quorum at a meeting of the Executive Board will consist of three (3) elected officers and no less than ten (10) total members of the Executive Board.

VIADA BYLAWS CONTINUED

- Section 9. The President and Executive Director may designate that members of the Board of Directors, Executive Board or a Committee may participate in a regular or special meeting by remote communication through electronic means in which all persons participating in the meeting can hear one another. Participation in a meeting in this manner shall constitute presence in person at the meeting for quorum and voting purposes.
- Section 10. Written notice as referenced anywhere in these Bylaws may include printed correspondence mailed via the US Postal Service or other national delivery services, or electronic mail sent to the email address of the member on file with the Association.

ARTICLE X – RESIGNATION AND TERMINATION

- Section 1. Any member may resign from this Association by sending written notice to the Board of Directors, accompanied by any dues or other accounts payable to the Association.
- Section 2. Membership will terminate if payment of dues is ninety (90) days in arrears.
- Section 3. The Board of Directors may terminate the membership of any member if the member has so conducted himself as to bring discredit upon the Association or independent automobile dealers or has failed to observe his duties and obligations as a member of the Association.

ARTICLE XI – COMMITTEES

- Section 1. Standing committees shall be appointed by the President as soon as practicable after the annual election as follows:
- (a) Membership Developments – Charged with creating programs to acquire and retain members and implementing those programs approved by the Board of Directors. Further charged with reviewing all applications for membership and recommending, to the Board of Directors, their acceptance or rejection under the procedures set forth in Article III of these Bylaws.
 - (b) Government Relations – Charged with keeping the Board of Directors informed on legislative and regulatory matters affecting independent automobile dealers and the Association, including reviewing proposed legislation and regulations and recommending action for or against such legislation or regulation. Further charged with proposing legislative or regulatory remedies when such remedies are indicated.
 - (c) Publications and Events – Charged with the preparation of an annual membership and services directory, periodic newsletter, magazine, brochures and other publications to be published and distributed at the direction of the Board of Directors, including the solicitation of advertising and the preparation of editorial material relating to the motor vehicle industry. Further charged with selecting and recommending to the Board of Directors future convention, Board of Directors and special meeting sites and assisting the association staff in producing such meetings.
 - (d) Member Benefits – Charged with identifying, reviewing and recommending, to the Board of Directors, programs designed to offer members opportunities for profit or reduction in expenses. Further charged with making recommendations, if necessary, for revisions to, or status of, current programs.

(e) Steering and Budget – Charged with recommending to the Board of Directors Association policy, activities, expenditure of funds for special purposes and the preparation and review of an annual budget to cover anticipated revenue and expenses.

(f) Professional Development – Charged with developing and enhancing the management skills of the members and the expertise of the member's employees through educational opportunities and manuals approved by the Board of Directors.

- Section 2. The President may appoint special committees as the need may arise.

ARTICLE XII – AMENDMENTS

- Section 1. These Bylaws may be altered, amended or repealed at any regular meeting of the Board of Directors or at any special meeting of the Board of Directors called for that purpose, provided ten (10) days written notice has been sent to each State Board Member, setting forth the specific proposed changes. Bylaws that are altered, amended, or repealed require two thirds (2/3) vote of the quorum.

ARTICLE XIII – CODE OF ETHICS

- Section 1. We have a general duty of integrity, honor and fair dealing towards the public.
- Section 2. We will comply with all city, county, state and federal laws and shall endeavor to keep ourselves informed of those laws governing our business.
- Section 3. We will not intentionally injure the business reputation of another member or competitor.
- Section 4. We will employ truth and accuracy in advertising and selling.
- Section 5. We will stand by any guarantee given with the sale of a motor vehicle.
- Section 6. We will not perform any act which would bring disrepute to the motor vehicle industry.
- Section 7. We will expose or halt, where found, any scheme designed to deceive or defraud the automobile buying public and aid in prosecuting those guilty of such acts.
- Section 8. We will constantly strive to improve business methods to the end that the public will be better served.
- Section 9. We will encourage the American system of free enterprise.

ARTICLE XIV – INDEMNIFICATION

- Section 1. Each person who at any time serves as a director or officer of the Association or who at any time serves at the request of the Association as a director or officer of another corporation shall be indemnified by the Association against any and all liabilities incurred by him in any such capacity or arising out of his status as such director or officer, to the full extent permitted by, and in accordance with the terms and provisions of the Code of Virginia of 1950, as amended, generally and, without limiting the generality of the foregoing, in accordance with the terms and provisions of Article IX of the Virginia Non-Stock Corporation Act §13, 1-875 et. Seq. of the Code of Virginia of 1950, as amended, as now in force and as hereafter amended, except indemnity against his gross negligence or willful misconduct.

MEMBERSHIP CROSS REFERENCE

The Cross Reference section is sorted by member last name. You can find complete directory information by looking under the district section, which is annotated to the left of the member's name.

4	Abady, Alyas, Ellas Auto Outlet Inc	4	Awan, Abid, Auto Network Motor Group LLC	2	Blackburn Sr., James, Cardinal Auto Sales LLC
4	Abady, Asiem, Street Cars Inc	7	Ayers, Kathleen, Unique to Chic Auto Sales LLC	1	Bland, Capri, ACM Auto Sales LLC
2	Abban Jr., Isaac, Insight Motors LLC	4	Aylor, Wade, Cherrydale Motors	1	Blankenship, Robert, Blankenship Auto Inc
4	Abbasi, Fred, Fred's Executive Auto	1	Azadbakht, Mohsen, Import 4 Less	8	Blankenship, George, Performance Motors LLC
1	Abdolahzadeh, Hamid, Auto Land Auto Sales Inc	4	Azimi, Khalid, Alpha Motorsports	1	Blumenthal, Mark, Autoplex of Virginia Beach
1	Abenante, Mike, Mike's Auto Sales Inc	1	Aziz, Afaq, Paragon Automotive	1	Bouazzaoui, Saad, Virginia Direct Auto Inc
2	Aboul Hosn, Bassam, Legacy Motorsports LLC	1	Azizi, Shafiq, A - Z Auto Sales LLC	1	Boucher Jr., Donald, Courtesy Auto Sales
2	Aboulhosn, Ziad, Star Auto Sales	4	Azizi, Saleiman, DMV Auto Group Inc	8	Bowman, Ted, Superior Motors Inc
2	Adenauer, Barry, Autamax of Virginia Inc.	3	Aznavorian, George, East Coast Auto Source Inc	1	Bracy, David, Royalty Motors LLC
2	Adkins, Gregory, Plaza Motors of VA LLC	2	Bachrach, Calvin, Thunder Road Auto Sales LLC	4	Bradshaw, John, ASC Warranty
4	Ahmadi, Abdul, Loudoun RoVa LLC	2	Bacot, Armando, Value Motors RVA	1	Brady, Jackie, Pay Here Used Cars
4	Ahmed, Akhter, Benchmark Motors LLC	2	Badran, Waleed, Belt Auto Sales LLC	8	Branson, Ellen, Conway Motor Co. Inc
4	Ahmed, Zaheer, Lucky Line Motors Inc	4	Bahri, Mack, Mack 1 Motors	2	Breaux, Paul, Carvana LLC
3	Akers, Edward, Vinton Car Connection Inc	3	Bailey, Bobby, Bailey's Auto Sales	4	Bredesen, Mark, Auto Scandia Inc
3	Akerson, Jeff, Bob's Car Corner	3	Bailey, Michael, Liberty Auto Inc	7	Breeden, Dan, Trailblazer Auto Sales
2	Aldridge, Timothy, Middlesex Metals Inc	1	Bailey Sr., Larry, All In One Auto	4	Breeding Jr., Lundy, Motion Motorcars Inc
7	Alexander, Cheryl, Naked Bear RV Service and Repair LLC	2	Baldwin, M Lou, Baldwin's Auto Sales Inc	7	Breon, Scott, Scotts Auto Wholesale LLC
6	Al-Khafaji, Hussain, Lynchburg Motor LLC	7	Baldwin, Richard, MITS of Virginia	8	Brewer, Kevin, B & B Auto Sales Inc
1	Allani, Hassen, Liberty Motors LLC	4	Ball, Sierra, Siquin Insurance Services	8	Brewster, Aaron, Dandees Inc
5	Allen, Julie, Overfinch North America Inc	3	Ballard, Jeffrey, Ike's Auto Sales	8	Bridwell, Patrick, State Line Motors
4	Alshamat, Lina, Winchester Mitsubishi	3	Balarzs, Brion, Auto Repair Specialists Inc	2	Brightwell, Ralph, Dollar Bills of Farmville Inc
4	Altaf, Saddra, Mega Auto Outlet LLC	2	Balmforth, Jennifer, Steals on Wheels LLC	2	Britt Jr., William, Bill Britt Motors Inc.
4	Amelung, Craig, Manheim Fredericksburg	1	Baltaci, Kasim, Galaxy Motors	2	Broaddus Jr., H, Broaddus Used Cars
4	Amin, Temor, Prestige Certified Motors Inc	4	Baluch, John, Auto City	2	Brockwell, Roy, Excel Auto Sales II
2	Anderson, Melinda, Top Tier Motors LLC	2	Bamba, Mory, AutoHub of Virginia LLC	4	Brown, Stephen, Airport Auto Sales
8	Anderson, Michael, Abingdon Auto Auction	3	Bankert, Robert, MT Joy RV Sales & Service	4	Brown, Jason, Vision Motors Inc
7	Andes, Gary, Midway Auto Sales	1	Barbee III, Randy, Commonwealth Motorsports LLC	8	Brown, Walter, Damascus Motor Sales
1	Andrade, Euciles, Drive Now Auto Sales LLC	6	Barker, Jon, DKP Administration	8	Brown, Fred, Mark IV Suzuki Sales Inc
4	Anwari, Daoud, Expressway Auto LLC	1	Barnard, Joseph, B & E Auto Service Inc	2	Bruce, Scott, Bruce Auto Parts Inc
4	Aponte, Katty, Capitol Motors Of Central Park	1	Barnes, Glenn, Tidewater Auto Sales Inc	2	Bruce, Michael, Enterprise
4	Arias, Amalfi, CarOffMine	7	Barnikow, Debbie, Trader Ricks LLC	3	Bruffey Sr., Loren, Roanoke Auto Auction Inc
7	Arnold III, James, J & J Truck & Auto Sales Inc	4	Bassam, Seyed, Easterns Automotive Group	1	Bryant Jr., Charles, Bryant Motorsports Auto Sales Inc
4	Arnold Jr., Robert, Cooper Corvettes Inc	4	Battista, Joseph, Auto Giants	8	Buchanan, Todd, K B Motors Inc
3	Arrington Jr., Sonny, Price Is Right Auto Sales Inc	4	Bayliss Sr., Charles, 50 West Auto Sales	3	Buchanan Sr., Ronald, Bryan Buchanan Auto Auction
2	Ashworth, David, West End Auto Sales	4	Bayramov, Elshan, Caspian Auto Motors	8	Buck Jr., Robert, Cavalier Motor Works LLC
1	Askew, Laureen, AJs Auto Repair & Sales Inc	6	Beasley, Delbert, Long Mountain Motors Sales	7	Bunch, Gary, G & M Auto Sales Inc
4	Assaad, Jean, The Automotive Co. LLC	1	Beierholm, Erik, VPI Services (Vehicle Purchase Inspections)	6	Burford, Sheldon, SLB Motors LLC
7	Atkins, Shannon, Atkins Auto Deals LLC	1	Belin, Donald, Off The Hook Automotive	7	Burgwald, Matthew, Edinburg Used Truck Sales Inc
8	Atkins, Edward, East Main Rides LLC	1	Bell, Kenneth, Bell Auto Sport LLC	4	Buriro, Shahid, Super Auto Sales & Services
2	Atkinson, Gregory, Cumberland Auto Service Inc	2	Benniefield Jr, Adrian, Emperial Motorsports Corp	5	Burton, James, S & B Motor Co Inc
5	Atkinson, JR, Atkinson Truck Sales	1	Benoit, Steve, Southside Harley Davidson	4	Butt, Waqas, Phantom Auto Group LLC
5	Atkinson, Jo Ann, J & J Truck Sales Inc	2	Berry, Jordan, VMark Cars	1	Byrd, Tim, DealerRE
1	Atkinson Jr., Paul, Eggleston Services	7	Berry, Linford, Mountain Valley Motors LLC	1	Byrd, Troy, Screening One Inc
2	Austin, Demond, Drive Time	8	Beverly, Gary, Highlands Motor Co	1	Byrum, Richard, EZ Ride Auto Sales LLC
4	Awad, Hidar, Leesburg Auto Import LLC	4	Beyene, Amanuel, Carex Inc	2	Call, Richard, H&C Auto Inc.
		3	Bird, Darrell, Bird's Auto Sales	3	Cannaday, Shameka, Buy Low Auto Sales, LLC
		1	Birlik, Ensar, Beb Automotive		
		2	Bishop IV, Samuel, Sam & Sons Auto Sales Inc		

MEMBERSHIP CROSS REFERENCE

1	Carafello, Ryan, Carafello's Auto Sales LLC	5	Davis, James, Davis Motor Sales	2	Farag, Johnny, Stellar Automotive LLC
2	Cardenas, Jahan, Capitol Motors of Richmond LLC	2	Davis Jr, Ed, Davis Auto Sales, Inc.	4	Farmer, Will, KAR Global
1	Carey, Todd, Vans of Great Bridge	2	Davis Sr., James, Davis Trucks & More	6	Farmer, Steve, Steve Farmer Auto Sales Inc
4	Carlton, Rich, Right Turn Motors LLC	6	Dease, Mark, Southside Auto Sales	8	Farmer, Jerry, Variety Mobile Home Service Inc
1	Carroll, Nick, Green Light Auto Sales	1	DeLuca, Michael, Wholesale Direct Auto Sales	1	Farnham, Lars, Old Point National Bank
2	Carter, Michael, Mechanicsville Auto Sales LLC	4	Denkyi, Kwabena A, Bolvs LLC	4	Farooq, Muhammad, Action Automotive Pre-Owned Cars
2	Carter, Wyatt, Richmond Auto Auction	4	Derouiche, Hela, Progressive Auto Finance LLC	1	Farris, Carl, ADS Management Group
5	Caudle, Eddie, Virginia Auto Mart	7	Derrow, Larry, Derrow Auto Sales Inc	2	Fauver, David, Richmond Auto Exchange
2	Chamberlin, Melinda, The Auto Store	4	Desio, Joseph, Student Auto Sales	4	Fayyad, Hesham, Wheels of Tomorrow LLC
4	Chaudhry, Talha, ProAuto Expo Inc	6	Detwiler, Karen, W E L Inc	2	Feild, Harry, Feild's Auto Sales Inc
2	Cheek, Charles, Hayden's RV'S	2	Devegnee, Karen, Infinity Auto Sales LLC	2	Ficklin, Thomas, McClung-Logan Equipment Company Inc
4	Cheema, Rauf, Starzone Auto LLC	5	Diaz, Amber, Street Designs Inc.	4	Filipas, John, Lending Mojo
4	Chehreh, Mack, Piedmont Motors	1	Dickson, Joshua, Peninsula Auto Gallery	5	Finley Jr., Earl, Genes Auto Repair & Sales
1	Chellis, Wayne, CreditMax Auto Sales LLC	2	Dimitris, Chris, Chris Dimitris	1	Fischer, Britney, 700Credit LLC
1	Chilcott, Mark, Enterprise Rent-A-Car	3	Divers, Wilford, Divers Motor Co Inc	1	Fischer, David, Industrial Acceptance Corp
3	Childers, David, Radford Universal Car Care Inc.	4	Dixon, Curtis, AutoGrounds, LLC	4	Fisher, Robert, Northside Auto Sales
1	Christopher, Wendi, Carolina Finance LLC	2	Dobbins III, Howard, Five Star Car and Truck LLC	1	Flint, William, Flint Auto
1	Clark, Charles, All American Auto Sales	1	Doherty, Michael, CarBucks Floor Plans	2	Flores Silva, Samuel, Angel's Auto Sales LLC
5	Clary Jr., James, Clary's Used Cars LLC	1	Dolson, Mark, Your Kar Company Inc	4	Fofie, Anthony, Krachi LLC
2	Claybrook, Randy, Keysville Auto Center Inc	7	Donovan, Edward, Donovan's Used Cars	2	Foley, John, CarLotz
2	Coates III, Frank, F & A Auto Sales Inc	2	Douglas, Lynn, Lynn Douglas Motor Company Inc	1	Forney, John, Midtown Motors Inc
2	Cockerham, Cindy, Copart	7	Dovel, Paul, Auto Dealz LLC	4	Foronda, Sandra, Capital Auto Sales
3	Cole, Mark, Drive Away Cars	2	Dowden, Forrell, East Side Automotive LLC	7	Foster Jr., Paul, Madison Motors
4	Coleman, Jeremy, Car Net Auto	8	Doyle, Stacy, Stacey's Auto Advantage	1	Fox, Jeff, Marlin Motors Wholesale Inc
4	Coleman, Cary, Coleman Motor Co	1	Dozier, Dontae, Lux Auto Sales LLC	4	Frazer, Mike, Frazer Computing Inc
5	Collins, Cynthia, Piedmont Custom Conversions	6	Dronso, James, D N X Motors LLC	1	Freeman, Sandi, Roger Fowler's Sales & Service Inc
4	Conley, Marylou, Woodbridge Auto Sales	1	Ducote, Shannon, Drivers Choice	1	Friedman, Howard, Friedman Associates
5	Connor, Chrissy, Greensboro Auto Auction Inc	4	Duerden, Michael, Superior Wholesalers Inc	3	Frith, Glenn, FSI Auto Sales
5	Cook, Tony, Cook's Auto Sales	1	Duman, Mike, Mike Duman Mitsubishi	1	Frostrom Sr., Mark, State Line Auto Sales
5	Cook, Kevin, Manheim North Carolina	3	Duncan, Gary, Byrider	1	Funderburk, Christopher, Funderburk Auto Wholesalers
8	Cook, David, Car Barn	2	Dunn, M'Lissa, Dunn-Rite Auto Group	4	Furman, Bradley, SpotOn
2	Cooke Jr., Thomas, Colonial Heights Auto Center Inc	2	Dunn, Kevin, H & D Sales LLC	4	Gabage, Christopher, Car City
1	Cooper Jr., Chip, Commercial Software Inc ComSoft	5	Durham, James, Durham's Auto Sales	4	Gambhir, Sonny, House of Kars Inc
8	Corder, Steve, People's Auto	4	Dutta, Sudir, Autotym Inc	2	Gantt, Don, Gantt Insurance Agency Inc
1	Cordero, Acacia, CAR Financial Services Inc	4	Easterling, Roger, Virginia Motor Cars	2	Garber, Scott, Quality Auto Source Inc
5	Creedle, Kendra, Kendra Creedle	1	Eates, Frank, GAC Automotive Center	4	Gardner, Mike, MGmotorsports LLC
7	Crites, Chris, Bob Wade Autoworld	4	Eaton, Gary, Eaton Motor Sales	4	Garland Sr., Clyde, C. R. Garland Auto Sales
1	Cromartie, Vernon, Opulent Motors	7	Edwards, Ben, Ben Edwards Auto	1	Garnett-Tibbitt, Leslie, 1st Choice Auto Sales Inc
6	Crosby, Shaun, Gateway Motors LLC	1	Eldridge, Leslie, Price's Auto Sales	1	Garrett, Ronald, Garrett Motors Inc
6	Cunningham, Jimmie, Cunningham Brothers Used Auto Parts	5	Elliott Jr., Thomas, Elliott's Auto Sales Inc	1	Garrison Jr., Oliver, G & H Sales Associates Inc
6	Cunningham, Benjamin, Innovative Automotive Solutions	1	Ellis, Charles, Hampton Insurance Agency LLC	3	Gatti, George, Autorad Motors
8	Cunningham, Kimberly, Truck Outfitters	1	Elmashad, Ashraf, Hilton Motors Inc	2	Gay Jr., Leo, East End Auto Sales Inc
6	Curd III, William, Curd Motor Co. Inc	1	Elsayyad, Hassan, Advantage Motors Inc	7	Georgia, Mike, Remington Auto Parts Inc
8	Curtis, Jeff, Curtis Auto Inc	4	Elwinger, Jarrod, Motorcars Washington LLC	4	Gera, Tarun, The Car Store
1	Cutchins, Deborah, Pete's Custom Cycle and Auto LLC	1	Epps, Christopher, Supreme Motorsport	4	Germanov, Karen, Auto Member
1	Daisey, Jerry, America's Auto Auction	4	Eshraghi, Ali, Sterling Auto Sales	2	Gibbs, Ronny, VA Truck & Trailer Sales Inc
2	Daniel, Peter, Ultimate Cycle	2	Evans, Lisa, Vehicle Acceptance Corp	2	Gilliam, Mattie, Gilliam Motors Inc
3	Daniel, Gary, Virginia Auto Inc	4	Evans, Michael, Evans Corporate Services	1	Glass, Brian, Action Auto Specialist
4	Darwish, Ashraf, Ashraf Darwish	1	Ewell, Jason, Sono Auto Sales Inc	4	Gokce, Mehmet, World Auto
2	Davis, Gail, Davis Auto Sales II	7	Fadeley, Thomas, Freebridge Auto Sales	2	Gonzalez-Lorenzo, Javier, Javi's Auto Sales Inc
		4	Fakhriyazdi, Farshad, Car Web	4	Good Jr., John, Dominion Motors
		1	Falk, Joseph, Little Joe's Mitsubishi		
		1	Falk Jr., Eddie, EF Motorsports		
		4	Fallon, Michael, Fallon Automotive LLC		

MEMBERSHIP CROSS REFERENCE

4	Gordon, Lawrence, The Car Ministry	4	Herring Jr., Woodrow, Willow Spring Garage	1	Jessup, Ronald, Blue Collar Auto Sales
1	Gossett, L, Steve's Auto Sales Inc	2	Hess, Edie, Southside Virginia Auto Auction	7	Jimenez, Antonio, Speedhunters Automotive Group Inc
1	Graham, Arthur, G.E.M's Auto Sales & Service	7	Hevener II, Richard, Hevener's Cars & Trucks	1	Jobson, Robert, Auto Max of York County Inc
5	Gravely, Donald, Gravely Auto Sales & Recycling Inc	1	Hibben, Michael, Legacy Motors	1	Johnson, Richard, Earls Credit Auto Sales
2	Gray, Thelma, 360 Trucking Equipment Sales/Auction LLC	4	Hicks, Jasonte, PK Auto Sales	1	Johnson, Jimmy, Johnson's Mustang & Truck Parts
1	Green, Boyce, West Atlantic Auto Group LLC	8	Hicks Jr., William, H & H Auto Sales	2	Johnson, Lonnie, Compact Auto Works and Sales, Inc
2	Green, Lawrence, Green Automotive	2	Higginbotham, Timothy, New Millennium Auto Sales Inc	2	Johnson, Eric, Exquizit Auto Sales
2	Greene, Jessica, Jessica Greene	2	Higginbotham, Gary, Richmond Rocket Auto Sales LLC	2	Johnson, Alvin, Johnsons Auto Sales
1	Greeno, Rodney, Automotive Care Express Inc	1	Higgins, Leyna, The Auto Connection	3	Johnson Jr., Robert, Power Line Rent Equip Inc
4	Gress, Juan, J & J Auto Center	4	Higgins, Bob, Wayne Reaves Software	5	Johnston, Robert, Johnston's Auto Sales
8	Grubb, Julie, Hilltop Cycle Inc	3	Hilbish, Laura, Otter Hills Inc	8	Johnston, Michael, Cole Auto Outlet Inc
2	Gurdin, William, Select Imports LLC	2	Hill, Stephanie, The Car Guys	4	Johnston, Tracy, Manassas Car Store, LLC
1	Gurel, Tarik, Trimax Auto Group Inc	5	Hill, Matt, H & H Auto LLC	1	Jones, Brian, Beach Auto Brokers Inc
4	Guowitz, Andrew, Fairfax Motors Inc	8	Hill, Michael, The Automotive Connection Inc	1	Jones, Brian, CarDirect LLC
7	Habavets, Edward, My Car Outlet LLC	1	Hodapp, Kevin, Kevin Hodapp	1	Jones, Keith, KMJ Used Auto Sales
2	Hairston, Brian, Carz Unlimited LLC	4	Hoeltzel, Harold, H & H Used Cars Inc	1	Jones, Sermonte, Monte Motors LLC
4	Hajimohammad, Mohammad, Select Auto Imports Inc	7	Holler, Cecil, C & B Auto Sales LLC	2	Jones, John, Select Auto Group
4	Hakimi, Zulmai, Zulmai Hakimi	4	Holliday Sr., Larry, Friendly Motor Co LLC	3	Jones, Lee, Jones Car Company
7	Halfant, Jerry, Jim Price Chevrolet Hyundai	2	Hollins, Richard, Fastlane Auto Sales	4	Jones, Stephen, USAL Services
7	Haley Jr., Lee, Route 11 Valley Auto Sales	1	Holloway, John, H & H Truck Center	5	Jones, Brian, Brian Jones Motorsports Inc
6	Hall, Susan, Dragon Recovery Auto Sales LLC	5	Holt, Rita, Susie's Auto Center Inc	5	Jones, Kenneth, Key Truck & Equipment Inc
6	Hall, Clinton, Long Island Motor Sales LLC	4	Honaker, Richard, Can't Be Beat Auto Sales	1	Jones III, J Henry, E-Z Auto
4	Hallett, Haydee, Street Smart Virginia Inc	2	Hood, Glenn, Hood Brothers Garage Inc	2	Jordan, Sean, AutoZone
3	Halsey Jr., George, Halseys	4	Hooper, Lynn, Lynn Hooper, CMD	1	Joynt Sr., Thomas, Pembroke Auto Sales
7	Haltermann, Brant, Virginia Classic Mustang Inc	7	Hoover, David, Hoover Auto Sales LLC	8	Justus, Kenny, Justus Auto Sales
2	Hamad, Amon, Yes Auto Sales	7	Horne, Bryan, Harrisonburg Honda Hyundai	4	Kandahari, Amin, Merlex Auto Group
2	Hamilton, Tommy, Hamilton Classic Cars	2	Hosn, Bill, Zbest Auto Center LLC	1	Kanik, Umit, AutoPro Virginia LLC
5	Harbour, Jason, Harbour Garage & Towing & Auto Sales	7	Howard, Carroll, Full Throttle Auto Sales LLC	1	Karayiannis, Stelios, Heritage Motor Co Inc
4	Hardesty III, C T, Trips Auto Sales	6	Hubbard III, Robert, Hi-End Auto LLC	4	Kargar, Sana, Autos Direct of Fredericksburg
7	Harding, Brent, Harding's Auto Sales LLC	6	Huffines, Joshua, Motor World LLC	8	Keene, Donald, Don's Auto Exchange Inc
6	Hardy, Sean, Hill City Auto Sales, LLC	1	Hughes, Mary, Hampton Roads Harley Davidson Inc	1	Kelley, Robert, Priority Buy Here Pay Here
2	Harper, Shaphon, Shaphon Harper	2	Hughes, TK, T K Hughes Auto Sales Inc	1	Kelley, Robert, Priority Buy Here Pay Here Newport News
4	Harris, Micheal, Shannon Auto Sales	4	Hugill, Thomas, Toms Truck Sales LLC	6	Kennon, James, Kennon Auto Sales
2	Harrison, Lyndon, Auto World of Chester	2	Hummer, Kory, Basic Auto Sales	1	Kerzel, Brian, 506 Auto Sales
2	Hart, Robert, Lighthouse Truck & Auto LLC	3	Hunley, Richard, 220 Auto Sales LLC	4	Khatar, Amarbayar, Amarbayar Khatar
4	Hart, Robert, E Z Cruz Auto Sales LLC	3	Hunter, David, America Auto Inc	1	Khedar, Mohamed, Beach Auto
1	Hartle, Shane, Solera TitleTec	4	Huynh, Bao, DMV Auto Express Co.	4	Khorramshahgol, Nader, Manassas Auto Truck & Tractor Inc
3	Hartsel, Jerald, Hartsel Auto Shop	2	Hyman, Christian, C L Hyman Auto Wholesale Of Virginia Inc	4	Khouri, George, Royal Pike Motors
1	Hartsock, Devan, County Auto Brokers Inc	2	Igweike, Ikechukwu, Choice Auto	3	Kidd Sr., Jerry, Brookside Auto Sales
2	Hathaway, Michael, Kingdom Kars Auto Sales LLC	4	Imran, Ahmed, Apple Auto Sales	7	Kidd Sr., Curtis, Blueridge Motor Works Inc
2	Hattar, John, Easy Ride Auto Sales Inc	3	Ismail, Waheed, VIP Used Car Inc	4	Killmon Jr., Clifton, Kip Killmon Automotive LLC
7	Hawkins, Ronald, Hawkins Used Cars	7	Ismailov, Shokhzada, Downtown Auto Sales LLC	1	King, Michael, My Car LLC
8	Haynes-Moore, Levita, John's Auto Sales Inc	1	Israilov, Sherzad, Auto House LLC	2	King, Dane, Revolution Auto Sales
4	Hbieb, Naser, Cars 4 Grab	2	Jackson, Timothy, Jackson Family Auto Brokers, LLC	7	Kiracofe, Karl, Manheim Harrisonburg
7	Hedges, John, Rose Time Motors	1	Jacob, Alec, Best Buy Wheels	7	Kiser, David, University Motors LLC
1	Heider, Ronald, Heider Marketing & Advertising	2	Jafari, Samad, United Import Co Ltd	7	Kiser Jr., Orvin, Kiser Auto Sales Inc
1	Henry, Chad, Holiday Motors	4	Janes, William, The Salvation Army	8	Kleidosty, Dustin, Integrity Warranty LLC
4	Henry, Winona, Ricks Auto Care & Tire Center Inc	2	Jarman, Glenn, Jarman's Auto Sales	1	Kline, Tom, Better Vantage Point, LLC
1	Hernandez, Martin, Prestige Auto Group LLC	3	Jarrett Jr., Donald, J & J Autoville Inc	4	Klitenic, Jacob, Culpeper Recycling LLC
		4	Javed, Aadhan, Apex Autos Inc	7	Knupp, David, D & M Automotive Inc
		4	Jenkins, Eric, E & M Auto Sales LLC	7	Knupp, Keith, Keith's Auto Sales Inc
				7	Knupp, Curtis, Knupp's Auto Sales Inc

MEMBERSHIP CROSS REFERENCE

2 Konwerski, Steve, C & P Auto Sales Inc	5 Martin, Sheri, Cheyenne Motors LLC	2 Moss, Bill, M & M Auto Rental Inc
4 Koons III, John, Koons Automotive Inc	6 Martin, Paul, L & B Auto Inc	2 Moss, Sandra, Moss Motor Company Inc
4 Koons III, John, Koons Automotive Inc	6 Martin, Jay, Martin Auto & Truck LLC	5 Moss, Audrey, Auto Villa
4 Koons III, John, Koons Automotive Inc	6 Martin, Steve, Martin's Paint & Body	4 Mousavi, Amir, Champs Auto of Sterling
7 Koons III, John, Koons Automotive Inc	Shop	4 Mowry, Bradley, Auto Giants Mitsubishi
4 Koszeghy, Paul, Champion Body Works	1 Martineau, Steven, Precision	7 Mozingo, Michael, M & M Auto Sales
4 Koy, Scott, Innovative Wheels LLC	Motorcycle Inc	8 Mullins, Sue, Cars "R" Us LLC
4 Kumar, Mukesh, Vmark Cars	7 Mastyugin, Art, NVP Warranty	4 Munayco, Luis, Capitol Motors of Stafford
1 Kyler, Zachary, The Car Exchange	4 Masumi, Mustafa, Perfect Auto Inc	4 Munayco, Luis, Nation Motors of
7 Laferty, Craig, Fisher Auto Parts	1 Mathews, John, HRFT Finance Inc	Fredericksburg
4 Lal, Raj, Auto Chiefs Inc	2 Mathis, Phillip, Phil's Coaches	2 Muncy, Charles, Atlantic Union Bank
1 Lamb, Lori, Autobahn Sales Inc	8 McCann, Gary, Gary McCann	8 Muncy, Justin, Muncy Motors LLC
7 Lamond, Wesley, MasterTech Automotive	Auto Sales Inc	2 Murray, Jeff, Jeff Murray
8 Lane, Joe, Quality Auto Sales	1 McCook, Les, American Recovery	4 Mushtag, Lubna, MBL Auto
4 Lanzetta, John, Cars R Us Auto LLC	Association	8 Muzzleman, Barry, Classic Automotive
5 Lata, Richard, WHR Motors	4 McGee, Marvin, 610 Ultimate Autos Inc	4 Nabi, Mohammad, Patriot Auto
2 Lebron, Chris, Contigo Auto Sales	2 McGeorge Jr., Howard, H L McGeorge	Group LLC
7 Lemish, Kyle, City Motors Co LLC	Auto Sales Inc	4 Naderi, Abbas, Auto Palace LLC
1 Lester, Karen, Auto City	3 McGuire, Tim, Bill's Auto Sales	1 Nash, William, Carmax
8 Lester, Jamie, Auto Energy	2 McIntosh, Paul, Fulton Bank	2 Nash, William, Carmax
5 Lester Jr., Carson, Lester Auto Sales Inc	7 McKim, Mark, Hillside Motors Inc	4 Nash, William, Carmax
1 Levine, Gary, Affordable Auto & Truck Inc	4 McLennan, Cailyn, ACV Auctions	6 Nash, William, Carmax
2 Lewis, Tracy, Action Auto Parts	8 McLeod, Jeff, ADESA East Tennessee	7 Nash, William, Carmax
3 Liftawi, Shadi, Dublin Car Sales LLC	Auto Auction	7 Nawabe, Abdul, Nawabe Automotive
1 Lightfoot, Tommy, Smithfield Family	4 McMullen, Richard, Eurotech Auto	Group Inc
Automotive LLC	Service Inc	7 Newman, Charles, Bi Rite Auto Sales Inc
1 Limongelli, Dominic, ProGuard Warranty	7 McMullen, Jordan, Maurertown Trailers	2 Newsome, John, Callao Car Center
4 Limongelli, Jim, Diamond Warranty Corp.	3 McMurray, Matt, Campus Automotive Inc	4 Nezam, Alisina, WBM of Arlington
4 Lindquist, Danny, D&M Auto Sales LLC	3 McMurray, Matt, MAACO Of Blacksburg	1 Nguyen, Minh, Winn Auto Sales
4 Linton, Scott, Linton Motorsport Inc	8 McReynolds, Ricky, Country Auto Sales Inc	4 Nichols, Michelle, Bel Air Auto Auction
5 Lippett, Jack, Timberland Truck Sales Corp	5 Meadows, Tony, Meadows Auto Center Inc	5 Nickelston, LuAnn, Bobs Used Cars
1 Littman, Aaron, Sunrise Auto & Cycle	1 Medlin, Donald, Pete's Custom Auto Service	1 Norkeveck, Lannin, Neptune Auto Sales
Sales Inc	2 Meek, Davin, Meek Motors LLC	4 Nunez, Wilmer, Select Cars of Thornburg
1 Livits, Vitali, LA Auto Star Inc	4 Melendez, Alvin, C2M Enterprises LLC	1 Nystrom, Hal, Hal's Auto Sales LLC
6 Locklear, Brian, B&B Auto Sales	5 Merricks, John, RV Outlet USA Inc	5 Oakes, Larry, H & O Auto Sales Inc
1 Loen, Timothy, Chesapeake RV Solutions	5 Miles, Ricky, Rick's Auto Solution	1 O'Berry, Greg, O'Berry Service Center Inc
1 Loizou, Andreas, A & G Auto Sales	1 Miller, Michael, Patriot Auto Sales	2 Obinna, Meshack, General Auto Sales LLC
1 Loizou, George, Select Automotive.Com	4 Miller, Greg, Exotic Motorcars of DC LLC	3 OConner, Kim, Fast Lane Performance LLC
4 Lyles, Joel, Auto Link Inc	7 Miller Jr., Robert, Empire Auto Brokers	1 O'Gorman, Thomas, Premier Auto
1 Macioci, Anthony, Smithfield Auto and	4 Mills Jr., Wayne, ABC Auto Sales Inc	Brokers Inc.
Truck Center	7 Minetos, Dennis, The Auto Superstore	8 Olp, James, Autostar USA LLC
4 Maher, Christopher, Car Credit Nation	8 Mink, Jerry, Mink Motor Sales Inc	4 OMeara, Jim, Mobility Works
4 Maher, Jr., Chris, Car Credit Nation Inc	2 Minor, Antonio, Iideal Motors	4 Omran, Ashref, Al-Omran Motors Inc
3 Mahgereteh, Jacob, Royal Imports Inc	5 Mobley, James, Cars Plus of Danville Inc	2 Osburn, Justin, 13Leads Facebook
4 Mahmood, Asif, Potomac West	1 Modlin, Chris, Connect Auto Sales	Marketing
Motors LLC	2 Moes, Victor, The Car Man Company	1 Osle, Pablo, Top Motors LLC
4 Mahoney, Maggie, Autosled	1 Moghadam, Davood, International Auto	1 Owens, Jocelyn, The Salvation Army
4 Maiwand, Harris, Precise Automotive	Wholesalers	3 Ozaluk, Joan, Sharp Cars Ltd
Group LLC	4 Mohd Ismail, Naqibullah, Usmani Motor	1 Palanca, Roman, Driveway Motors
1 Majette, Elton, Complete Auto Repair &	Cars	4 Parada, Saturnino, J P Motors LLC
Service	1 Monroe, Nancy, Maguire & Sons Auto	7 Parsons, Thomas, TAS Inc T A TriState
4 Malik, Ijaz, Universal Auto Sales LLC	Brokers	Wholesalers
4 Maram, Abraham, A & F Auto Sales	8 Montgomery, Gary, Dealers Auto Auction	1 Patierno, Anthony, Patierno Group LLC
4 Marks, Gavin, C & G Imports Inc	of East Tennessee	2 Patrick, William, Auto Credit Line Inc
2 Marshburn, Ron, Ron's Auto Sales LLC	1 Moore, Edie, Auto Haus	4 Paykar, Rasoul, Econo Auto Inc
3 Martin, Kenneth, Competition Cars and	1 Moore, Katie, Health Plus - Hive	8 Payne, Mack, Payne Motors Inc
Classics LLC	Business Solutions (AFLAC)	4 Paz Garcia, Lener, Five Star Motors
3 Martin, Frank, Martin Motor Co Inc	2 Moore, Michael, Sports Car Workshop	7 Peavy, Brandon, Route 11 Automotive
5 Martin, Anthony, A.T.M. Motors Inc	Sales	Repair Inc

The Cross Reference section is sorted by member last name. You can find complete directory information by looking under the district section which is annotated to the left of the member's name.

MEMBERSHIP CROSS REFERENCE

3 Peck, Stuart, Automobile Exchange Inc	2 Rodgers, Jeffrey, MobilityWorks	7 Snyder, Deborah, Snyder's Auto Sales Inc
1 Pelfrey, Tommy, Enterprise Car Sales	2 Ross, Ghanda, Lovely Auto Details LLC	4 Sorto, Sergio, KADS Auto Group LLC
1 Pelfrey, Tommy, Enterprise Car Sales	7 Rostem, Luke, Valley Motors LLC	2 Sparks, Kobby, Experts Motors LLC
2 Pelfrey, Tommy, Enterprise Car Sales	1 Rowland, Phil, Point Financial	3 Spencer, Douglas, Spencers Special
3 Pelfrey, Tommy, Enterprise Car Sales	6 Rowse II, William, Burton Creek Garage	Interest Cars
3 Pelfrey, Tommy, Enterprise Rent A Car	Inc	8 Spencer, Mary, Spencer Motor Sales Inc
2 Pelter, Sandra, Elliott's Auto Sales	1 Rudiger, Barry, East Coast Truck & Trailer	2 Spicer, George, Spicer Automotive Inc
1 Peoples Jr., Jack, P.A.C.	Sales Inc	7 Spielman, Zachary, EZ Performance
4 Perhach, Jonathan, ADESA Washington DC	2 Ryan, Michele, Family Auto Sales LLC	3 St. Clair, Charles, Affordable and
4 Pervez, Umar, Auto Trend and Trucks Inc	7 Ryan, Donald, Pikeway Accessories	Dependable Auto Services
4 Petrocci, David, Used Cars of Fairfax LLC	4 Saini, Barinder, Chantilly Auto Group	8 Stamper, John, Stamper Auto Sales
4 Pettit Sr., John, The Dry Dock	1 Sakkadas, Savvas, Elite Motors	1 Staples, Burnie, Atlantic Financial Services
1 Phelan, Bob, Atlantic Auto Aid SVR GPS	2 Sakowitz, Tracy, Commonwealth	6 Steele, Robert, Steele's Auto Sales
7 Phillips, Theresa, Drive Away Motors Inc	Motors LLC	5 Stevens, Kitty, Stevens Auto Sales Inc
7 Phillips, Winston, Staunton Tractor Inc	3 Sale, David, Radford Auto Auction Inc	4 Stinson Sr., David, GEICO Local -
4 Pineda Bautista, Jose, Street Smart	2 Salem, Mohammad, Mohammad Salem	Northern
Virginia Inc	2 Sampson, Marquis, Celebrity Motors VA	1 Stout, Amy, NAE Federal Credit Union
4 Pixley, Zebulon, Broadview Motors	2 Sandbek, Taylor, Truck World RVA Inc	1 Stover, Russell, A & L RV Sales LLC
4 Pooresmaeil, Saeid, Auto Plus LLC	1 Saunders Sr., Kyle, Saunders Motor	8 Stuart, Peyton, D & L Pre-Owned
3 Porter, John, Porters Automotive Inc	Company LLC	Vehicles
2 Powell, Susan, Susan Powell	4 Savy, Lyamen, 321 Ignition	1 Studebaker, Chuck, SurgeMetrix
7 Powell, Earl, Ruckersville Automart LLC	4 Saweza, Hamid, VIP Auto Inc	4 Sullivan, Daniel, Gasoline Alley Auto
5 Pugh, Elva, Jerry's Auto Sales	1 Sawyer, Jay, Wine Automotive	Sales LLC
5 Purcell, Cory, PVT Inc	1 Scalesse, Richard, Chosen Payments	4 Sullivan Jr., Donald, Sullivan Auto
8 Pyle, Joe, Capital City Auto Auction	4 Schnurr, Eric, TradePending	Trading Inc
2 Quintana, Rebecca, National Auto	2 Schrimpsher, Brian, VA Cars Inc	1 Summs Sr., William, Atlantic Auto & Truck
Lenders	2 Schrimpsher, Brian, VA Cars West Broad	Sales
5 Ragans Jr., Malcolm, Ragans Auto	7 Schrimpsher, Brian, VA Cars of Tri	7 Svede, Frederick, Endurance
Sales LLC	Cities Inc	Automotive Inc
4 Rahmani, Habib, A & J Auto Inc	4 Scott, Jeffrey, Burton's Automotive	3 Swain, Chuck, PDEX Leasing Inc. DBA
2 Ramanou, Jamal, Faram Auto Sales Inc	8 Scroggin, Joe, Abingdon Auto Specialist Inc	PDEX Autos
1 Ramon, Joe, Commonwealth Auto	5 Sellers Jr., Hubert, Sellers Brothers	7 Swope, Nelson, Swope Enterprises Inc
Group Inc	5 Semones, Richard, Semones	4 Tahir, Mohammad, Pride Auto Sales LLC
2 Ramos, Paul, Pacific Auto Sales LLC	Automotive Inc	4 Tajdar, Adel, SNS Cars Inc
1 Randall, Mitchell, Professional Financial	7 Sengul, Yavuz, Broadway Motors LLC	7 Talley, Tim, Annex Auto Sales Inc
Services of Virginia, LLC	1 Senn, Eric, East Coast Auto Sales LLC	2 Tashner, Paul, Car Castle
4 Rathel, Christopher, Ultimate Automotive	2 Seredni, Jeffrey, Richmond Truck	3 Tate, Joe, Peaks Motors Inc
Group	Authority	1 Taylor, Mark, The Car Exchange
4 Redmond, David, Fredericksburg Truck &	1 Sessoms, Terard, S&B Auto Sales LLC	2 Taylor, Andrew, Enterprise
4x4 Inc	7 Settle, William, Settle's Cars & Trucks LLC	4 Taylor, James, T.A.G. Motorsports
1 Reed, Charles, CBR Auto Sales Inc	4 Seyed, Robert, Easterns Automotive	6 Taylor, John, Regional Auto Sales
1 Reese, Donald, Drive Time	Group	2 Terretta, Ernest, Southern Auto Sales Inc
1 Reese, Donald, Drive Time	4 Shah, Syed, Elite AutoNation LLC	2 Tharp, Brenda, Top Auto Sales
2 Reese, Donald, Drive Time	1 Sharifian, Amirreza, Shore Drive Auto	2 Therres, Joe, Autopart International
2 Reese, Don, Drive Time Sales & Finance	World	3 Thomas, Brenda, Wheels & Deals Inc
Corporation	6 Shelton, Darrell, Herman's Motor Sales Inc	dba Thomas Motors
3 Reese, Donald, Drive Time	7 Showalter, Daniel, Central Virginia Rental	6 Thomas, Roger, Westlake Automotive
4 Reese, Donald, Drive Time	4 Sidiqi, Moneer, Maxkar Motors	Sales Inc
1 Reynolds, Clarence, Elite Auto Club LLC	8 Simmons, Andy, Andy Simmons Auto	1 Threet, Genita, Genita Threet
7 Reynolds, Kenny, Kenco	Sales Inc	1 Tichy Sr., Terry, Kar Crazy II LLC
2 Rharniti, Samir, Prime Drive Inc	1 Sivak, Steve, 1 Stop Auto	3 Tingler Sr., Christopher, Car Shop Inc
1 Rhea, Harry, R & R Motor Co Inc	8 Skeens, Robert, Riverside Auto Inc	5 Toone, Brent, Lakeview Motors
4 Rice, Debbie, Lemark Financial	4 Slack-Roganti, Pattie, Shirlie Slack	1 Tosh, Joel, Joel's Auto Wholesale Inc
Services, Inc	Mitsubishi	7 Trimble, Billy, Augusta Auto Sales Inc
1 Riddick, Andre, Trinity Pre Owned Auto	1 Smith, Dillan, Auction Credit Enterprise LLC	5 Trimpey, Harold, Trimpey's Auto
Sales Inc	4 Smith, Jeff, Service Champ	1 Tuozzoli, Joe, CXB Auto Sales LLC
4 Ritchie, Dan, Express Auto Service	6 Smith, Calvin, Calvin Smith Garage Inc	5 Turner, Jason, J T Auto Sales LLC
4 Robey, Brian, Gasoline Alley Auto Sales	7 Smith, William, W E Smith Auto Sales	6 Turner, John, Amherst Car & Truck
LLC	8 Smith, Jay, ADESA Knoxville	Sales Inc
3 Robinson, Paul, First Stop Auto Sales Inc	3 Smith Sr., Jody, Smith's Auto Sales	4 Uddin, Wahid, G-Autamaxx
3 Robinson, Donnie, Rob N Son Motors Inc	4 Smoot, Mark, Auto Center	4 Urel, Ihsan, Lexton Cars, LLC
4 Rod, Hamed, H & R Auto Inc	1 Snyder, Jeremy, Snyder's R.V.	4 Vadala, Nick, London Auto Services Ltd
1 Rodgers, Keith, Hayes Auto Sales	7 Snyder, Kenny, Kenny's Auto Mart	1 Vail Jr., Charles, Vail Automotive

MEMBERSHIP CROSS REFERENCE

2 Valenzuela, Hector, Quality Automotive Group	1 White, Delrico, White's Auto Sales LLC	4 Winans, Craig, Craig's Transport
7 Vasu, Michelle, Michelle Vasu	2 White, Omar, City To City Auto Sales LLC	4 Windsor, Eddie, Century 21 Redwood Realty
1 Vinciarelli, Kelli, GWC Warranty	2 White, Omar, City To City Auto Sales LLC	3 Winter, George, Town Auto Sales
7 Viviano, Donna, Champion Auto Exchange Corp	3 White, Brad, Mike Witt Motor Sales LLC	4 Winters, Jennifer, Auto Trakk LLC
1 Volpe-Niblett, Dianne, Auto Max of Gloucester	6 White, Doug, Custom Truck One Source Forestry Equip, LLC	4 Wiseman, Gary, Platinum Auto World
7 Wagner, David, Wagner's Used Cars	4 Whited, Lisa, Blue Ridge Auto Center Inc	1 Witte, John, WTKR Channel News 3
5 Walker, Thomas, Walker Auto Sales	1 Whitehurst, Weldon, VA Beach Truck Center	1 Wojcik, David, Gemini Auto
6 Walker, James, Hammersley LLC	7 Whitesell, Gary, Whitesell Service Inc	7 Wolters, Joel, J W Auto Sales LLC
1 Wallace, Hope, United Auto Wholesalers LLC	7 Whitford, Jeffrey, Millner Motors LLC	4 Woodard, Brittany, Automotive Finance Corp
5 Wallace, Stephen, Wallace Automotive	3 Whitlock, Michael, Custom Seat Cover Shop Inc	2 Woodfin III, Joseph, Van Sales by Woodfin LLC
2 Wallace III, Paul, Paul Wallace Inc	3 Whitlow Jr., J L, Mullins Used Auto Parts & Recycling LLC (NIADA Already Paid Until 2022)	3 Woods, Alvin, Alars Inc
3 Walrond, Anthony, Shenandoah Auto Parts Inc	2 Wiggins Jr., Michael, MTK Premier Auto Boutique	2 Woodward, Michael, Select Automotive Inc
2 Wamsley, Neil, Wamsley Service Center	2 Wilberger, Gary, Gary's Wholesaling LTD	3 Woodward, Robert, Brambleton Imports Inc
1 Warren, Douglas, Quick Time Auto Body LLC	5 Wilborne, Raymond, Ray's Auto Recovery Sales Rental LLC	6 Wooten, Gregory, Cedar Line Automotive
7 Watson, David, Crown Auto Sales Inc	7 Wiley, Andrew, Consumers Auto Warehouse Inc	1 Wright, Carol, Parkview Auto Sales
8 Watson, Randy, Watson Auto Inc	1 Williams, Charlie, CWMW Processing LLC	3 Wright, Brandon, Wright Way Motors
5 Weadon, Mickey, Get Right Motors LLC	1 Williams, Lisa, NextGear Capital	5 Wright, Sammy, Church Street Auto
4 Weaver, Russell, Purcellville Motors Inc	2 Williams, Phillip, Crestwood Auto Center LLC	3 Wyrick, Stephen, Ideal Auto Sales LLC
6 Weeks, Carrie, Independent Lifestyles Inc	2 Williams, Matt, M W Auto Sales LLC	7 Yates, Calvin, Calvin Yates
3 Welch, Larry, Henry's Auto Sales Inc	3 Williams, Richard, Henry Williams Automotive Inc	7 Yavny, Vasili, V & L Auto Sales
4 Wells III, James, James Wells III	8 Williams, Rodney, Williams Auto Mart Inc	2 Yost, Jacob, United Auto Sales LLC
2 Werness, Walter, Wally's Wholesale	4 Williamson, Karina, Karina Williamson	3 Young, Robert, Robert Youngs Auto & Truck Inc
3 west, Chris, DEKA Automotive & Truck Sales LLC	1 Willis, Ben, GEICO Local - Hampton Roads	4 Zahir, Farooq, Car Loft
2 Weston III, John, Westons Auto Sales Inc	7 Willis, Billy, Greenville Auto Auction Inc	4 Zaqqouq, Mohannad, OverDrive Motors LLC
3 Wetherell, Penni, Covington Car Company		2 Zawadzki, Kyle, Sweetie Boy Home Delivery LLC
4 Whitacre, Lester, Jack's Auto Sales Inc		2 Zuskins, Steven, Zuskin's Auto Sales
1 White, Clay, Starr Motors Inc		

The Cross Reference section is sorted by member last name. You can find complete directory information by looking under the district section which is annotated to the left of the member's name.



1. We will have a general duty of integrity, honor and fair dealing toward the general public.
2. We will comply with all city, county, state and federal laws and shall endeavor to keep ourselves informed of those laws governing our business.
3. We will not intentionally injure the business reputation of another member or competitor.
4. We will employ truth and accuracy in advertising and selling.
5. We will stand behind any guarantee given with the sale of a motor vehicle.
6. We will not perform any act which would bring disrepute to the motor vehicle industry.
7. We will expose or halt, where found, any scheme designed to deceive or defraud the automobile buying public and aid in prosecuting those guilty of such acts.
8. We will constantly strive to improve business methods to the end that the public will be better served.
9. We will encourage the American system of free enterprise.

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