

New NJ CAR Officers Elected At The May 20, 2015 Organizational Meeting

The NJ CAR Board of Trustees held its organizational meeting on Wednesday, May 20, 2015, and acted on a slate of officers submitted by the Nominating Committee. Elected to lead the association for the coming year, which begins November 1, 2015, are:

Chairman:	Lawrence W. Kull Burns-Kull Auto Group Cumberland County
Vice Chairman:	Richard A. DeSilva, Jr. Liberty Subaru, Inc. Bergen County
Secretary:	Robert J. Larson Larson Ford, Inc. Ocean County

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Treasurer: **Peter Lanzavecchia**
Burns Buick GMC
Burlington County

President: **James B. Appleton**
NJ CAR
Mercer County

Regional Vice Presidents:

Northern Region I:
Scott R. Senior
Three County Volkswagen
Bergen County

Central Region:
Rob Sickel
Pine Belt Chevrolet of Lakewood
Ocean County

Northern Region II:
Leonard R. Datello
Action Auto Group – Flemington
Hunterdon County

Southern Region:
Scott Haldeman
Haldeman Ford of Hightstown
Mercer County

These elected officers are part of the NJ CAR Executive Committee. In addition to those elected at the Board meeting, also serving on the Executive Committee, as of November 1, 2015, will be Immediate Past Chairman and Budget Chairman John Manganeli; NJ CAR Insurance Company, Ltd. Chairman Edward J. Barlow, Jr.; NJ CAR Services, Inc. President David C. Wintrode, Sr.; NADA Director Marcy Maguire; NJ CAR Truck Committee Chairman Frank M. Pezzolla; and CAR-PAC President Raymond M. Burke, III.

#

Beware Of Unknown Energy Brokers Or Suppliers To Avoid Getting “Slammed”

This warning is for all dealers—**NOT** just those on the NJ CAR Energy Program through Sprague Energy (*formerly Metromedia Energy*). It is imperative that dealerships **DO NOT give copies of electric and gas bills or enter into any discussions with ANYONE** unless:

1. Your dealership is in the NJ CAR Program and **NJ CAR or Sprague** is requesting copies of the utility bills at renewal; OR
2. Your dealership is **NOT** in the NJ CAR Program or under contract with another third party, and you want to shop rates.

Recently NJ CAR has been contacted by several dealerships who have reported individuals visiting their dealerships, claiming to be from Direct Energy, and wanting to look at the dealership's electric and gas bills.

Such nefarious brokers/suppliers will “slam” the dealership by signing you up with a new contract without the dealership’s knowledge. The new contract causes a “drop” with your current third-party supplier which, in turn, creates a very large early termination fee for the dealership.

Direct Energy, or any reputable supplier, would never walk into a dealership requesting copies of bills. This would be done through NJ CAR/Sprague Energy, **so do not, under any circumstances, give your utility bills to anyone who walks into your dealership.**

Only authorized personnel should handle requests for copies of the dealership’s utility bills or sign any type of document for utility pricing. If you have any questions regarding this issue, please contact Gail Caputi at 609.760.2043.

#

Nearly 150 Dealerships Have Already Signed Up For The 2015 New Jersey Auto Retailers Unite Campaign

The *2015 New Jersey Auto Retailers Unite* Campaign is adding more dealer participants nearly every day. To date, nearly 150 dealerships have signed up to help the thousands of children with cancer and blood disorders served by The Valerie Fund.

This is a valuable Campaign that will help to elevate public opinion about the auto retail sector and showcase the value that neighborhood new car dealers bring to their community. This year, The Valerie Fund has obtained commitments from Advance Media (*The Trenton Times, South Jersey Times, Express Times*), Gannett Media (*Asbury Park Press, Courier Post, Daily Record, Home News Tribune, Courier News*), *Bergen Record, Burlington County Times* and the *Philadelphia Inquirer* to run ads and/or content periodically throughout the Campaign that will recognize dealers in the various markets.

There will also be billboards in all corners of the State, thanks to commitments from **CBS Outdoor, Interstate Media** and **Clear Channel Outdoor**. Additionally, there will be PSAs airing on radio (*WCBS, WFAN*), network (*CBS*) and cable television (*Verizon FIOS, Comcast*), as well as robust email and social media marketing. The marketing effort is valued at more than \$1.2 million!

Another great benefit of this year’s fundraising effort is that participating dealers will receive contact information for each customer registering for the end-of-Campaign sweepstakes with a ticket from their store.

Some dealerships in South Jersey may consider The Valerie Fund a “North Jersey” charity, but participating dealerships can earmark their contributions specifically to the **Children’s Hospital of Philadelphia (CHOP), New Jersey Section of Hematology/Oncology, Specialty Care Center in Voorhees**, where The Valerie Fund operates a facility.

Participating dealers are asked only to:

- ◆ Become a sponsor of the Campaign for **only \$750 per dealership rooftop.**
- ◆ Commit to a **\$5 contribution to The Valerie Fund for every new and used vehicle sold between June 1, 2015 and October 31, 2015.**

- ◆ **Distribute raffle tickets** (*provided by The Valerie Fund*) to any customer who test drives or purchases a vehicle **from June 1, 2015 until September 14, 2015**.

If you haven't already done so, please fill out the **Dealership Sponsorship Commitment Form** attached to this NewsLetter and **return it (*with payment information*) as soon as possible**.

If you have any questions, please contact **Brian Hughes** at 609.883.5056, Ext. 315 (bhughes@njcar.org), or **Bunny Flanders** of The Valerie Fund at 973.761.0422 (bflanders@thevaleriefund.org). You can also visit the new Campaign website at <http://www.njautoretailersunite.com>.

#

Senator Warren Drafts Legislation That Would Give CFPB More Authority Over Dealerships

Bipartisan Legislation To Rescind CFPB Auto Finance Guidance Introduced

According to press reports, Sen. Elizabeth Warren (*D-MA*) is drafting (*but has not yet introduced*) legislation that would repeal the dealer exemption from the jurisdiction of the Consumer Financial Protection Bureau (*CFPB*). If this legislation were enacted, the CFPB would have the ability to end dealer discounts when offering financing, levy fines and issue rules allowing it to carry out regulatory inspections of dealerships. Dealers are currently regulated by the Federal Trade Commission (*FTC*), the Federal Reserve Board, the Department of Justice, as well as by fifty state attorney generals, and other regulatory agencies at the state level.

Senator Warren's legislation is not likely to receive a vote in the Republican-controlled Senate. However, on April 13, 2015, Rep. Frank Guinta (*R-NH*) and Rep. Ed Perlmutter (*D-CO*) introduced NADA-backed legislation (*H.R. 1737*), the "Reforming CFPB Indirect Auto Financing Guidance Act," a bill which would rescind the CFPB's auto finance guidance and allow the Bureau to reissue it under a more transparent process.

In 2013, the CFPB issued guidance, which would eliminate a dealer's flexibility to discount the annual percentage rate (*APR*) offered to consumers to finance vehicle purchases. The CFPB is attempting to limit market competition without prior public comment, and without analyzing the impact of its guidance on consumers. Dealer associations across the country are urging Congress to pass legislation that would rescind the CFPB's flawed auto finance guidance.

NJ CAR will continue to monitor the status of the "Reforming CFPB Indirect Auto Financing Guidance Act."

#

California New Car Dealers Sue TrueCar

On May 20, 2015, the California New Car Dealers Association (*CNCDA*) filed a lawsuit in California Superior Court against TrueCar, alleging noncompliance with various sections of the California Vehicle Code pertaining to dealer licensing, brokering, advertising and disclosure.

The suit claims that TrueCar acts as a “dealer” and a “broker,” which violates existing California consumer protection laws, as TrueCar does not hold a dealer or broker license.

The suit calls TrueCar’s business model into question as it relates to California consumers. It does not ask for damages nor for any monetary relief, but instead asks the court to determine whether or not TrueCar is acting as a dealer and a broker under California law and should be licensed as such. If the court agrees that licensure is required, CNCDA has asked the court for an injunction until TrueCar can become licensed.

NJ CAR will continue to follow the status of the CNCDA’s lawsuit against TrueCar.

#

New Jersey Driver License & Registration Abstracts Available From NJ CAR Title Services—\$20 Per Abstract

Dealerships periodically need to obtain Driver License Abstracts for some of their employees, particularly when insurance renewals are imminent. NJ CAR Title Services is available to assist by providing five-year New Jersey Driver License Abstract Reports within 48 hours.

In order to request a five-year New Jersey Driver License Abstract, please complete the appropriate form attached to this NewsLetter and submit it to NJ CAR as instructed. Include a copy of the New Jersey Driver License whenever possible, to avoid unnecessary delays. **NJ CAR Title Services will invoice your dealership \$20 per abstract** upon completion of the Driver License Abstract process.

In addition to the Driver License Abstracts, NJ CAR Title Services can also provide **New Jersey Vehicle Registration Abstracts** utilizing the same system. Registration Abstracts are sometimes required to claim certain rebates from the manufacturer.

In order to request a New Jersey Registration Abstract, please complete the appropriate form attached to this NewsLetter and submit it to NJ CAR as instructed. Turnaround time for Registration Abstract requests is typically 48 hours or less. **NJ CAR Title Services will invoice your dealership \$20 per Registration Abstract.**

If you have any questions, please contact NJ CAR Title Services at 609.883.6330, Ext. 355.

#

NJ CAR Releases Auto Retail Economic Impact Document

New Jersey’s retail automotive industry represents a major economic force in the State’s overall economy, generating tens of thousands of jobs and billions of dollars in employment earnings and State and local taxes. The economic impact of the industry is chronicled in a comprehensive report that was recently sent to all dealers, legislators and New Jersey media. The report was compiled by Auto Outlook, Inc., an independent automotive market analysis firm.

In addition to the direct impact of New Jersey's automotive retailers, the industry also generates jobs and income for other community-based businesses to boost the profitability of their operations. Some of the primary findings in this year's report (*based upon 2014 data*) include:

- ◆ Franchised new vehicle dealerships in New Jersey generated more than 55,000 jobs.
- ◆ New Jersey residents earned more than \$3 billion as a result of automotive dealership operations.
- ◆ The average dealership payroll was more than \$4.625 million in 2014.
- ◆ Dealerships collected or paid nearly \$1.57 billion in State and local taxes.
- ◆ Automobile dealerships spent over \$395 million on advertising during 2014.
- ◆ Franchised new vehicle dealerships in New Jersey had total sales of \$32.13 billion in 2014.
- ◆ Average dealership sales exceeded \$63 million.
- ◆ Collectively, automobile dealerships contributed more than \$13.2 million to various, community-based charitable causes.

If you would like a few additional hard copies of the Economic Impact document or a PDF version to distribute to local elected officials and media sources, please contact Brian Hughes, NJ CAR Director of Communications at 609.883.5056, Ext. 315 or send an email to bhughes@njcar.org.

#

Price Competition Among Dealers Benefits Consumers

Bill Fox, 2015 Chairman of the National Automobile Dealers Association (*NADA*), recently authored a brief editorial about how price competition among dealers benefits consumers. Below is the text of his commentary:

What's in 2.2%? As a percentage of total sales, it's a number that represents the average pretax, net profit at U.S. franchised new-car dealerships, according to NADA Data 2014.

*And what may be a startling fact is that the 2.2% profit, which accounts for sales in the new and used vehicle, service and parts departments, is more than a one-percentage point **less** than what many other retailers earn.*

This figure has remained the same for the third straight year. And this dynamic is attributed to fierce competition at dealerships which benefits car buyers. In fact, a recent study from the Washington, D.C.-based Phoenix Center proves that price competition among auto dealers lowers car prices for consumers, often by \$500 or more per car.

Employment at new-car dealerships is also at a near all-time high. Last year, more than 1 million people worked at dealerships across the country, which was higher than any other auto-related industry. Dealers, on average, employed 64 people per dealership in 2014.

Additionally, dealers pay one of the highest wages for any retail trade. Nationwide, the average annual payroll last year was more than \$58 billion—with employees, on average, earning more than \$55,000 a year.

Combined recall and warranty work performed at new-car dealerships increased by 21.6 percent to \$8.5 billion last year—all at no cost to our customers.

Taking all of this into account indicates that the retail-automobile industry is a pillar of the nation's economy, and the dealer-franchise network remains the best, most-competitive and most-cost efficient way to distribute and sell new cars.

#

NADA Dealership Workforce Study Deadline Extended Until June 30, 2015

Participants Receive Two Complimentary Reports

In response to numerous requests, the National Automobile Dealers Association (*NADA*) is extending the participation deadline for the 2015 Dealership Workforce Study until **June 30, 2015**. The Dealership Workforce Study, which is open to ALL NADA and American Truck Dealers Association (*ATD*) dealer members, can be accessed at www.nadaworkforcestudy.com.

It is the industry's most comprehensive analysis of the dealership workforce, **collecting dealer-specific data on compensation for 60 dealership job positions, employee benefits, retention, turnover, work schedules, hours of operation and much more.** It aims to provide dealers with the data necessary to make informed recruiting and hiring decisions, and help them meet their number one challenge: attracting and retaining talented employees.

There is NO COST to participate in the NADA Dealership Workforce Study, and participation is the ONLY way for dealerships to receive:

- ◆ A complimentary dealership-specific **Basic Report**, which compares the store's numbers to the aggregate numbers of their regional peers, as well as the entire country.
- ◆ A complimentary Comprehensive **Industry Report**, which provides overall analysis, trends and statistics related to compensation, retention and benefits for every region.
- ◆ **Enhanced Report** with franchise-specific market data for a nominal upgrade fee.
- ◆ **Enhanced Report/Search Tool Bundle** for a discounted upgrade fee.

Employees are a dealership's single largest expense, and their single biggest advantage over the competition. With the Dealership Workforce Study, NADA and ATD members have the opportunity to find out if they have the best tools to attract and retain the best employees.

Dealers are encouraged to make sure their stores or groups are represented in the Dealership Workforce Study. **Participate now at www.nadaworkforcestudy.com. If you have questions, email WorkforceStudy@nada.org or call NADA at 800.557.6232.**

NJ CAR encourages dealers to participate in this very useful information tool. The greater the level of participation, the more accurate the findings will be.

#

Takata To Work With Manufacturers To Address Airbag Recalls

Takata recently entered into an agreement with the National Highway and Transportation Safety Administration (NHTSA) to work with 11 vehicle manufacturers (*BMW, Chrysler, Daimler Trucks, Ford, General Motors, Honda, Mazda, Mitsubishi, Nissan, Subaru and Toyota*) to recall additional vehicles identified as having driver and/or passenger airbags containing phase-stabilized ammonium nitrate driver inflators.

The agreement roughly doubles the potential number of vehicles with passenger-side bags containing those inflators to 16 million, and the number with driver-side bags to 17 million. The defect involves airbag inflators that can degrade over time due to exposure to heat and humidity.

Takata is working with manufacturers, who equipped vehicles with the potentially defective inflators as far back as 2001, to determine the exact models and VINs covered by the expanded recall. Working with other airbag manufacturers, Takata is producing replacement airbags for use in recalled vehicles.

Impacted manufacturers will communicate directly with their dealerships and with vehicle owners as soon as they know which vehicles are being recalled, when replacement parts will be made available, and the interim steps (*if any*) vehicle operators should take.

For now, **dealerships should tell concerned customers that they will get a first class letter in the mail from their vehicle manufacturer**, if their car or light truck becomes subject to a federal safety recall. Dealerships (*and consumers*) can also visit NHTSA's VIN-searchable safety recall database at www.safercar.gov/vinlookup. This is a valuable online tool to help identify cars and light trucks with uncompleted recalls, prior to making purchases or taking in trades, for used vehicles in inventory, or to help consumers learn about the recall status of their vehicles.

#

Edmunds Finds Texting Customers Can Boost Success

Text messaging with buyers can be a useful tool for dealerships, according to a new study from Edmunds.com. The close rate on text message exchanges during the study period was 20% better than on email leads, and 40% of text message sales converted in two days as opposed to 32% of email lead sales.

Response time for text exchanges that result in a sale was six times faster, according to the Edmunds study, and conversations were 20% longer for text exchanges that close.

#

President Obama Scales Back Goals For Electric Car Use

In 2009, President Obama signed an Executive Order calling for one million plug-in vehicles on the road by 2015. Lower gas prices and waning consumer interest impacted electric vehicle sales. In March, the President scaled back those ambitious goals as it became obvious that they would not be reached.

U.S. consumers bought approximately 286,814 electric vehicles from 2009 to 2014, or 3% of overall sales. New Jersey sold 253 pure electric vehicles in 2012 (*representing .05% of total New Jersey vehicle sales*). Sales more than tripled to 905 pure electric vehicles in 2013 (*representing .18% of total sales*) and dropped slightly to 835 pure electric vehicles in 2014 (*representing .17% of total sales*).

#

As Gas Prices Stay Low, Hybrids Sit On Dealer Lots

According to Edmunds.com, lower gasoline prices are causing owners of hybrids and electric vehicles to move to gasoline-powered alternatives in greater numbers when it comes time to purchase a new vehicle.

As the miles-per-gallon of gas-powered engines continues to improve, consumers seem less willing to part with functionality (*space, comfort and ability*) in exchange for what, in some cases, is becoming a modest fuel savings over the life of the vehicle.

Edmunds estimates that 55% of hybrid and electric vehicle owners are moving to a gasoline-only model at trade-in time—the lowest level since Edmunds began tracking such transactions in 2011. More than one in five consumers are switching to a sport utility vehicle, nearly double the rate of three years ago.

Through April 2015, sales of electric vehicles slid to 2.7% of the market, down from 3.4% over the same period last year. Conversely, the market share of sport utility vehicles jumped from 31.6% of the market through April 2014 to 34.4% during the same time-frame this year.

#

AFIP Certification Class & Exam June 16 & 23, 2015 In Edison, New Jersey

Only \$199 Per Person/Per Day

The Association of F&I Professionals (*AFIP*) Certification Exam has produced the most educated F&I Managers in the industry and is highly recommended by the National Automobile Dealers Association (*NADA*), the National Independent Automotive Dealers Association (*NLADA*), and Route One.

TUESDAY, JUNE 16, 2015

This live AFIP Prep for Exam Workshop will cover all the materials and information needed to pass the AFIP Certification Exam. It is the “SAT Prep” for the AFIP Exam. **Seminar begins at 9:30 AM and ends at 3 PM on Tuesday, June 16, 2015, at The Mironov Group (2025 Lincoln Highway, Suite 300, Edison, NJ 08817). The cost of the Seminar is \$199 per person for NJ CAR Dealer Members.**

TUESDAY, JUNE 23, 2015

The AFIP Certification Exam will be proctored and will include a two-hour review prior to taking the Exam. **Seminar begins at 9:30 AM and ends at 3 PM on Tuesday, June 23, 2015, at The Mironov**

Group (2025 Lincoln Highway, Suite 300, Edison, NJ 08817). The cost of the Seminar is \$199 per person for NJ CAR Dealer Members.

If your Basic AFIP Certification has expired, or you simply want to become an AFIP-Certified Professional, these classes will benefit you. This course and testing session have resulted in scores well above the industry norm. But, more importantly, they help ensure that you not only master the State and federal regulations, but also are better equipped to apply them to daily in-store situations.

To register for the classes and/or purchase AFIP materials, please visit the NJ CAR ACADEMY page under the Education drop-down menu on the NJ CAR Website (<http://www.njcar.org>).

EARN A PROFESSIONAL DESIGNATION ALONG WITH YOUR AFIP CERTIFICATION

Individuals who complete AFIP training and successfully pass the exam can now earn one of three professional designations which reflect the association's three-tiered continuing education curriculum. The titles of Certified Professional in Financial Services (*CPFS*), Senior Certified Professional in Financial Services (*SPFS*) and Master Certified Professional in Financial Services (*MPFS*) will be bestowed on individuals achieving basic, senior and master certification, respectively.

Going forward, certification diplomas will carry the appropriate professional designation and all current AFIP certified members in good standing (*those who have been certified within the last two years*) may use the appropriate acronym after their names. Individuals, who fail to complete AFIP's ongoing education requirements, may not use the professional designation.

To verify your status, contact AFIP at 817.428.2434 or email them at info@afip.com.

NOTE: If you have not purchased your AFIP materials, they are also available at a cost of \$795 and can be ordered through NJ CAR.

#

Understanding The “Nuts & Bolts” Of Employment Law

June 17, 2015 In West Trenton;

June 18, 2015 In Eatontown;

June 25, 2015 In Lyndhurst

NJ CAR will be conducting three half-day seminars around the State that will provide attendees with a better understanding of how to maintain compliance with all applicable employment laws.

When used consistently and fairly, employment laws assist companies in creating and maintaining an environment that promotes cooperation and professionalism. In addition, the proper understanding of the law can help prevent costly litigation.

Dina M. Mastellone, Esq., Director of Genova Burns LLC's Human Resource Training & Audit Programs Practice Group and Counsel in the firm's Employment Litigation Practice Group, will discuss the “dos and don'ts” of hiring (*including pre-employment testing, new requirements for employment applications and the job*

interview process), as well as employee reprimands, performance appraisals and proper ways of terminating an employee.

Dina will also touch on proactive measures your business can use to avoid risky behavior to prevent claims of harassment or discrimination in the workplace and how management should address such claims, if they arise.

The workshop will also provide comprehensive training on understanding the Federal Family & Medical Leave Act of 1993 (*FMLA*), the Americans with Disability Act (*ADA*), as well as the applicable leave of absence law for New Jersey.

This workshop is primarily for Dealer Principals, General Managers, General Sales Managers, Controllers and Office Managers.

The first seminar will be held **June 17, 2015 at NJ CAR Headquarters** (*856 River Road, West Trenton, NJ 08628*). The second seminar will be held **June 18, 2015 at the DoubleTree Hilton** (*700 Hope Road, Eatontown, NJ 07724*). The third seminar will be held on **June 25, 2015 at the Courtyard Marriott** (*1 Polito Avenue, Lyndhurst, NJ 07071*). All seminars will run from 9:30 AM until 12:30 PM. **The Employment Law Training Workshop is ONLY \$199 per participant for Dealer Members.**

You can register for this (*or any NJ CAR ACADEMY*) Seminar at the NJ CAR ACADEMY Page under the EDUCATION Tab on the public side of the Coalition's Website (www.njcar.org). We have also attached a Registration Form to the NewsLetter for your convenience.

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NJ CAR ACADEMY Presents A Guide To Selling More Service

June 24, 2015 At NJ CAR Headquarters In West Trenton

NJ CAR will be conducting a one-day Seminar for Service Managers and Service Advisors **June 24, 2015 at NJ CAR Headquarters** (*856 River Road, West Trenton, NJ 08628*). Ken Carlson, of ManageRite, will provide all registrants with proven tips on selling more Service.

TURNING THE INCOMING PHONE INQUIRY INTO AN APPOINTMENT

57% of Service Advisors do NOT ask for an appointment. And 81% of your Service Department's customer appointments originate from the phone. Ken will provide attendees with cutting edge techniques to turn the phone call into Profit.

SERVICE WRITE UP

Registrants will learn about reducing one-line Repair Orders and how to sell maintenance that extends beyond a simple oil change.

SELLING FOUND WORK WITH POWERFUL TECHNIQUES

Learn proven objection handling techniques whether a customer is on the phone or standing in your Service Department.

The Guide To Selling More Service Seminar is only \$229 per participant for NJ CAR Dealer Members and includes all course materials. The training will be held from 9:30 AM until 3:30 PM (breakfast, lunch and refreshments will be provided).

You can register for this (or any NJ CAR ACADEMY) Seminar at the NJ CAR ACADEMY Page under the EDUCATION Tab on the public side of the Coalition's Website (www.njcar.org).

#

NJ CAR's 2015 Motor Vehicle Title Clerk Certification

July 8-10, 2015 In Ewing;

July 13-15, 2015 In Edison

NJ CAR will be hosting two, three-day sessions of its **Motor Vehicle Title Clerk Certification Program** in July. Individuals who successfully complete this Program will have a full, working knowledge of New Jersey Motor Vehicle documents and procedures. Although the Seminar has been designed for New Jersey Title Clerks, the Program is extremely valuable to Office Managers, Controllers and anyone else who provides support to the Title Clerk position in your dealership.

Topics covered include:

- ◆ New Jersey Identification Information;
- ◆ Special Plates;
- ◆ General Title Procedures;
- ◆ Dealer Temporary Tags;
- ◆ Lien Information and Select Title Transactions;
- ◆ Preparation of Documents;
- ◆ Corrections and Centrally Processed Transactions;
- ◆ New Jersey Sales & Use Tax;
- ◆ Power of Attorney Forms;
- ◆ Business License Services;
- ◆ Odometer Disclosure;
- ◆ New Jersey Motor Vehicle Fees; and
- ◆ Registrations.

The Motor Vehicle Title Clerk Certification Program will be held each day from 8:30 a.m. until 4 p.m. (breakfast, lunch and refreshments will be provided). The next class will be held July 8-10, 2015 at NJ CAR Headquarters (856 River Road, Ewing, NJ 08628). There is also a class scheduled for July 13-15, 2015 at The Mironov Group (2025 Lincoln Highway, Suite 300, Edison, NJ 08817). The three-day Program costs only \$449 per person and includes all required materials (including a copy of the 2015 NJ CAR Motor Vehicle Training & Reference Manual).

You can register for this (*or any NJ CAR ACADEMY*) Seminar online at the NJ CAR ACADEMY Page (http://www.njcar.org/njcarAcademy/dsp_trainingSchedule.cfm) under EDUCATION on the public side of the Coalition's website (www.njcar.org). Simply select the Seminar you are interested in attending and complete and submit the Registration Form available at the bottom of the course-specific page. We have also included a Registration Form as part of this NewsLetter for your convenience.

#

Understanding The Affordable Care Act's Employer Mandate

***FREE Health Care Reform WEBINAR
Tuesday, July 14, 2015 – 10 AM until 11:30 AM***

The Internal Revenue Service (*IRS*) recently released final regulations implementing the Employer Shared Responsibility provision (*the Free Rider Penalty or employer mandate*) under the Affordable Care Act.

NJ CAR will be hosting a FREE Webinar on Tuesday, July 14, 2015, from 10 AM until 11:30 AM to help dealers understand what they must do to satisfy the Affordable Care Act's requirements. The purpose of this webinar is to recap the general rules, describe the changes and key clarifications provided by the final regulations, and highlight some of the questions that remain unanswered. **Kelli Personette**, Health Care Reform Consultant with American Fidelity Administrative Services, will lead the discussion.

Some of the items Kelli will cover during the webinar include:

- ◆ **Describing** the provisions impacting employers that **require action between now and 2016**.
- ◆ **Analyzing** how the rules apply to an employer's current staffing practices, and could impact the structure of their workforce going forward.
- ◆ **Identifying** the employer's health plans and administrative practices that may need to be revised.
- ◆ **Reviewing** the IRS Reporting Requirements for Section 6055/6056 and review forms to be filed by 2016.
- ◆ **Creating** an action plan for organizing key compliance activities.

You can register for this (*or any NJ CAR ACADEMY*) Seminar at the NJ CAR ACADEMY Page under the EDUCATION Tab on the public side of the Coalition's Website (www.njcar.org). We have also attached a Registration Form to the NewsLetter for your convenience.

**INSTRUCTIONS FOR ACCESSING THE WEBINAR WILL BE EMAILED
TO ALL REGISTRANTS PRIOR TO THE EVENT.**

#

U.S. Auto Sales On Pace To Hit 17.8 Million This Year

A boost in May auto sales has put the U.S. auto industry on pace to sell 17.8 million new vehicles by the end of 2015, a number it hasn't reached in 10 years. May auto sales were just shy of 1.6 million vehicles, but according to industry sources, sales of cars and light trucks are currently on pace for a seasonally adjusted annual rate (SAAR) of 17.8 million vehicles, based on the first five months of the year. That is a significant increase from the SAAR of 16.7 million in May 2014.

Analysts say an improving economy and Memorial Day deals helped offset a recent uptick in gasoline prices in some parts of the country.

Steven Szakaly, chief economist for the National Automobile Dealers Association (NADA), predicts that the pace of sales may slow a bit in 2016, with sales anywhere from flat to a slight 1-2% increase next year.

Even though gas prices have been on the rise since January, small and mid-size utility vehicles continue to lead the industry. The two segments have grown to comprise nearly 25% of new-car sales and are expected to continue climbing. Conversely, small and mid-size car sales are flat and their combined share is down 1.5%. Declines in these segments are predicted to range between 4-5% this month.

#

Invoice Scam Hits New Jersey Dealers

NJ CAR was recently contacted by a dealer member who received an invoice it believed to be a scam. The \$619.89 "invoice" from a Boston, Massachusetts-based company was for "Search Engine Marketing," "Social Media/Mobile Advertising," and a "Sponsored Search." The dealership never ordered these services.

The document looks as if the dealership had purchased the service. There is no indication that the invoice is a solicitation for services, nor does it contain any warning that the dealership is not required to pay the invoice.

NJ CAR encourages dealers to verify any questionable invoice, regardless of the amount. In many cases, a scammer may bill a small amount that would not normally garner a second look only to gain access to a company's credit card or checking account information.



Dealership Sponsorship Commitment

Dealership Name: (as you want it to appear on TVF website) _____

Street Address: _____ City: _____ Zip Code: _____ County: _____

Dealership website: _____

Phone #: _____

Owner Name: _____

Owner Email : _____

Main Contact/Title: (If Different from owner) _____

Marketing Agency Contact: _____ Email: _____

Marketing Agency Phone #: _____

For your convenience, there are several options for sponsorship payment:

- **Check:** please make checks payable to: **The Valerie Fund**
- **Credit card:** Visa, MasterCard or American Express

Credit Card Number: _____

Expiration Date: _____ Security code: _____

Billing Address: (if different from dealership address) _____

I AM AN AUTHORIZED USER OF THE ABOVE-MENTIONED CREDIT CARD AND THE VALERIE FUND IS AUTHORIZED TO CHARGE THIS CARD THE **TOTAL AMOUNT DUE (\$750)** PER PARTICIPATING NJ CAR MEMBER LOCATION.

Signature: _____

Please return this completed form and payment to:
The Valerie Fund 2101 Millburn Avenue Maplewood, NJ 07040
Tel. 973.761.0422 Fax. 973.761.6792
bflanders@thevaleriefund.org or befchak@thevaleriefund.org



Group Dealership Sponsorship Commitment

Dealership Group Name: _____ Owner Name: _____

Contact Name: (If Different from owner) _____ Email: _____ Phone#: _____

• Dealership Name: _____ Dealership website: _____

Street Address: _____ City: _____ Zip Code: _____

General Manager Name: (If Different from owner) _____ Email: _____

GM Phone number: _____ Dealership Phone number: (If Different from contact) _____

• Dealership Name: _____ Dealership website: _____

Street Address: _____ City: _____ County: _____

General Manager Name: (If Different from owner) _____ Email: _____

GM Phone number: _____ Dealership Phone number: (If Different from contact) _____

• Dealership Name: _____ Dealership website: _____

Street Address: _____ City: _____ County: _____

General Manager Name: (If Different from owner) _____ Email: _____

Contact Phone number: _____ Dealership Phone number: (If Different from contact) _____

• Dealership Name: _____ Dealership website: _____

Street Address: _____ City: _____ County: _____

General Manager Name: (If Different from owner) _____ Email: _____

Contact Phone number: _____ Dealership Phone number: (If Different from contact) _____

Please print and submit additional sheet for additional dealerships in your group

Marketing Agency Contact: _____ Email: _____

Marketing Agency Phone #: _____

For your convenience, there are several options for sponsorship payment:

- **Check:** please make checks payable to: **The Valerie Fund**
- **Credit card:** Visa, MasterCard or American Express

Credit Card Number: _____

Expiration Date: _____ Security code: _____

Billing Address: (if different from dealership address)

I AM AN AUTHORIZED USER OF THE ABOVE-MENTIONED CREDIT CARD AND THE VALERIE FUND IS AUTHORIZED TO CHARGE THIS CARD THE **TOTAL AMOUNT DUE (\$750)** PER PARTICIPATING NJ CAR MEMBER LOCATION.

Signature: _____

**Please return this completed form and payment to:
The Valerie Fund-2101 Millburn Avenue, Maplewood, NJ 07040
Tel. 973.761.0422 or Fax. 973.761.6792
bflanders@thevaleriefund.org or befchak@thevaleriefund.org.**



**NJ CAR TITLE SERVICES
NEW JERSEY DRIVER LICENSE
ABSTRACT REQUEST**

I, _____ request a New Jersey
(PRINT NAME OF INDIVIDUAL)

Driver License Abstract for _____,
(NAME OF DRIVER)

_____ for the following purpose:
(NEW JERSEY DRIVER LICENSE NUMBER)

Employment

Insurance

Other

The data received in response to this request will not be accumulated, stored or used to build a file, with the exception of files used for personnel and insurance purposes.

(SIGNATURE OF REQUESTOR)

(COMPANY NAME, IF APPLICABLE)

(DATE)

(PHONE)

This document may be faxed to 609.883-6683, or submitted to NJ CAR at the following address:

**NJ CAR Motor Vehicle Operation
770 River Road
Trenton, NJ 08628**

ATTN: TITLE SERVICES/DRIVER ABSTRACT



**VEHICLE REGISTRATION APPLICATION
REQUEST**

ALL REQUESTS FOR REGISTRATION RECORDS MUST BE SUBMITTED ON **Form NJCARDO-11A. ONE REQUEST PER FORM.**
SEND ORIGINAL TO 770 RIVER ROAD, ATTN: TITLE SERVICES, TRENTON, NJ 08628, OR FAX TO: 609.883.6683.

DEALERSHIP _____
STREET ADDRESS _____
CITY/STATE/ZIP _____
PHONE _____ FAX _____
REQUESTOR NAME _____
REQUESTOR DRIVER LICENSE # _____

(PHOTOCOPY OF LICENSE MUST BE INCLUDED)

IN ORDER TO OBTAIN A COPY OF THE MOTOR VEHICLE RECORD OF ANOTHER PERSON, YOU MUST EITHER HAVE THE NOTARIZED WRITTEN CONSENT OF THAT PERSON OR CERTIFY THAT YOU WILL USE THE PERSONAL INFORMATION CONTAINED IN THE RECORD ONLY AS PERMITTED BY THE "DRIVERS' PRIVACY PROTECTION ACT," N.J.S.A. 39:2-3.4(c).

REASON FOR REQUEST:

FOR USE IN THE NORMAL COURSE OF BUSINESS BY A LEGITIMATE BUSINESS OR ITS AGENTS, EMPLOYEES OR CONTRACTORS, BUT ONLY:

- a) TO VERIFY THE ACCURACY OF PERSONAL INFORMATION SUBMITTED BY THE INDIVIDUAL TO THE BUSINESS OR ITS AGENTS, EMPLOYEES OR CONTRACTORS; AND
- b) IF SUCH INFORMATION AS SO SUBMITTED IS NOT CORRECT OR IS NO LONGER CORRECT, TO OBTAIN THE CORRECT INFORMATION, BUT ONLY FOR THE PURPOSES OF PREVENTING FRAUD BY, PURSUING LEGAL REMEDIES AGAINST, OR RECOVERING ON A DEBT OR SECURITY INTEREST AGAINST THE INDIVIDUAL.

I AM REQUESTING INFORMATION ON:

LICENSE PLATE NUMBER _____ VEHICLE IDENTIFICATION # _____
OWNER NAME _____ NJ DRIVER LICENSE # _____
STREET ADDRESS _____
CITY/STATE/ZIP _____

FEE: \$20.00 – PAYABLE TO NJ CAR TITLE SERVICES.

SUBMIT PAYMENT WITH REQUEST FORM OR TITLE SERVICES WILL INVOICE DEALERSHIP.

I CERTIFY THAT I WILL USE ANY PERSONAL INFORMATION CONTAINED IN THE RECORDS I HAVE REQUESTED ONLY AS PERMITTED BY THE "DRIVERS' PRIVACY PROTECTION ACT," N.J.S.A. 39:2-3.4(c).

THE DISCLOSURE AND USE OF THE PERSONAL INFORMATION CONTAINED IN THE RECORD YOU HAVE REQUESTED IS GOVERNED BY THE "DRIVERS' PRIVACY PROTECTION ACT," N.J.S.A. 39:2-3.3 ET SEQ. THE "DRIVERS' PRIVACY PROTECTION ACT" PROVIDES THAT A PERSON WHO KNOWINGLY OBTAINS OR DISCLOSES PERSONAL INFORMATION FROM A MOTOR VEHICLE RECORD FOR ANY USE NOT PERMITTED BY THE ACT IS GUILTY OF A CRIME OF THE FOURTH DEGREE AND CAN BE HELD LIABLE, IN A CIVIL ACTION IN THE SUPERIOR COURT, TO THE INDIVIDUAL TO WHOM THE INFORMATION PERTAINS, INCLUDING AN AWARD OF ACTUAL DAMAGES, PUNITIVE DAMAGES, AND REASONABLE ATTORNEY'S FEES AND LITIGATION COSTS.

I HERBY CERTIFY THAT ALL THE FOREGOING STATEMENTS ARE TRUE TO THE BEST OF MY KNOWLEDGE. I UNDERSTAND THAT IF ANY OF THE STATEMENTS ARE FALSE, I AM SUBJECT TO PUNISHMENT.

DATE

SIGNATURE OF REQUESTOR



HALF-DAY WORKSHOP
“EMPLOYMENT LAW TRAINING”
 WITH *DINA M. MASTELLONE, ESQ.*
 AT 3 CONVENIENT LOCATIONS

NJ CAR OFFERS HALF-DAY EMPLOYMENT LAW TRAINING
COST: JUST \$199 PER PERSON FOR DEALER MEMBERS

FEATURED PRESENTER: *DINA M. MASTELLONE, ESQ.* – Director of Genova Burns LLC’s Human Resource Training & Audit Programs Practice Group and Counsel in the firm’s Employment Litigation Practice Group.

3 DATES – 3 CONVENIENT LOCATIONS

LOCATION:	<input type="checkbox"/> NJ CAR HEADQUARTERS 856 RIVER ROAD WEST TRENTON, NJ 08628	<input type="checkbox"/> DOUBLE TREE BY HILTON 700 HOPE ROAD EATONTOWN, NJ 07724	<input type="checkbox"/> COURTYARD MARRIOTT 1 POLITO AVENUE LYNDHURST, NJ 07071
DATES:	JUNE 17, 2015 WEDNESDAY	JUNE 18, 2015 THURSDAY	JUNE 25, 2015 THURSDAY
TIME:	CLASSES BEGIN AT 9:30 AM AND END AT 12:30 PM.		
COST:	\$199 PER PERSON (DEALER MEMBER)	\$299 PER PERSON (ASSOCIATE MEMBER)	\$399 PER PERSON (NON-MEMBER)

THE “NUTS & BOLTS” OF EMPLOYMENT LAW

When used consistently and fairly, employment laws assist companies in creating and maintaining an environment that promotes cooperation and professionalism. In addition, the proper understanding of the law can help prevent costly litigation. The workshop will discuss the “dos and don’ts” of hiring (*including pre-employment testing, new requirements for employment applications and the job interview process*), as well as employee reprimands, performance appraisals and proper ways of terminating an employee.

The presentation will also discuss proactive measures your business can use to avoid risky behavior to prevent claims of harassment or discrimination in the workplace and how management should address such claims, if they arise.

The workshop will also provide comprehensive training on understanding the Federal Family & Medical Leave Act of 1993 (*FMLA*), the Americans with Disability Act (*ADA*), as well as the applicable leave of absence law for New Jersey.

This workshop is primarily for Dealer Principals, General Managers, General Sales Managers, Controllers and Office Managers.

**USE THE REGISTRATION FORM ON THE BACK
 OF THIS FLYER TO REGISTER.
 DON’T DELAY – SEATING IS LIMITED!**



HALF-DAY WORKSHOP
“EMPLOYMENT LAW TRAINING”
FOR DEALER PRINCIPALS, GMS, GSMs,
CONTROLLERS & OFFICE MANAGERS
3 DATES – 3 CONVENIENT LOCATIONS
WITH DINA M. MASTELLONE, ESO. OF GENOVA BURNS LLC

- LOCATION:** **NJ CAR HEADQUARTERS**
856 RIVER ROAD
WEST TRENTON, NJ 08628
- DOUBLE TREE BY HILTON**
700 HOPE ROAD
EATONTOWN, NJ 07724
- COURTYARD MARRIOTT**
1 POLITO AVENUE
LYNDHURST, NJ 07071
- DATES:** **JUNE 17, 2015**
WEDNESDAY
- JUNE 18, 2015**
THURSDAY
- JUNE 25, 2015**
THURSDAY
- TIME:** CLASSES BEGIN AT 9:30 AM AND END AT 12:30 PM.
- COST:** **\$199 PER PERSON**
(DEALER MEMBER)
- \$299 PER PERSON**
(ASSOCIATE MEMBER)
- \$399 PER PERSON**
(NON-MEMBER)

DIRECTIONS WILL BE FAXED UPON RECEIPT OF REGISTRATION AND PAYMENT

CANCELLATIONS MUST BE RECEIVED FIVE (5) DAYS PRIOR TO THE SEMINAR TO RECEIVE A REFUND.

DEALERSHIP NAME: _____

ATTENDEE NAME: _____ TITLE: _____

E-MAIL: _____

ATTENDEE NAME: _____ TITLE: _____

E-MAIL: _____

ATTENDEE NAME: _____ TITLE: _____

E-MAIL: _____

(ATTACH A SEPARATE LIST OF ATTENDEES WITH TITLES AND E-MAIL ADDRESSES FOR ADDITIONAL ATTENDEES.)

ADDRESS: _____

CITY/STATE/ZIP CODE: _____

PHONE: _____ FAX: _____ E-MAIL: _____

PAYMENT INFORMATION:

PAYMENT ENCLOSED IN THE AMOUNT OF \$ _____ (PAYABLE TO NJ CAR)

CHARGE \$ _____ TO THE FOLLOWING CREDIT CARD: CORPORATE PERSONAL

AMEX VISA MASTERCARD DISCOVER

CREDIT CARD No.: _____ EXP. DATE (MONTH/YEAR): ____/____

CARDHOLDER NAME: _____

CREDIT CARD BILLING ADDRESS: **SAME** AS CORPORATE ADDRESS

I AM AN AUTHORIZED USER OF THE ABOVE-MENTIONED CREDIT CARD AND NJ CAR IS AUTHORIZED TO CHARGE THIS CARD THE TOTAL AMOUNT DUE.

CARDHOLDER SIGNATURE: _____

FORWARD COMPLETED REGISTRATION TO:

NJ CAR, ATTN: CHRISTINE PHILLIPS
856 RIVER ROAD, WEST TRENTON, NJ 08628 PHONE: 609.883.5056, EXT. 310 FAX: 609.883.1093
E-MAIL: CPHILLIPS@NJCAR.ORG



2015 MOTOR VEHICLE TITLE CLERK CERTIFICATION PROGRAM

WHO SHOULD ATTEND

Entry-Level Title Clerks, Office Managers & Controllers and others who provide support to the Title Clerk position.

DURATION

Three (3) Consecutive Full Days at each location – 8:30 AM to 4 PM each day.

DATES

- ◆ WEDNESDAY, THURSDAY, FRIDAY – JULY 8-9-10, 2015 – EWING, NJ
- ◆ MONDAY, TUESDAY, WEDNESDAY – JULY 13-14-15, 2015 – EDISON, NJ

INVESTMENT

\$449 per Person – Participants who enroll in the Motor Vehicle Title Clerk Certification Program will receive a copy of the latest edition of the *NJ CAR Motor Vehicle Training & Reference Manual*, a \$99 value.

COURSE DESCRIPTION

Individuals who successfully complete this Program will have a working knowledge of New Jersey Motor Vehicle documents and procedures. Although the course has been designed for New Jersey Title Clerks, the Program is extremely valuable to Office Managers, Controllers and anyone else who provides support to the Title Clerk position. The course curriculum is based on *NJ CAR's Motor Vehicle Training & Reference Manual*. Individuals who attend the entire Program and complete testing receive NJ CAR's Certification.

TOPICS COVERED INCLUDE

- ◆ New Jersey Identification Information
- ◆ General Title Procedures
- ◆ Lien Information and Select Title Transactions
- ◆ Corrections and Centrally Processed Transactions
- ◆ Power of Attorney Forms
- ◆ Odometer Disclosure
- ◆ Registrations
- ◆ Special Plates
- ◆ Dealer Temporary Tags
- ◆ Preparation of Documents
- ◆ New Jersey Sales & Use Tax
- ◆ Business License Services
- ◆ New Jersey Motor Vehicle Fees



UNDERSTANDING THE AFFORDABLE CARE ACT'S EMPLOYER MANDATE

FREE

HEALTH CARE REFORM WEBINAR

TUESDAY, JULY 14, 2015

10 AM – 11:30 AM

The Internal Revenue Service (*IRS*) recently released final regulations implementing the Employer Shared Responsibility provision (*the Free Rider Penalty or employer mandate*) under the Affordable Care Act. The purpose of this webinar is to recap the general rules, describe the changes and key clarifications provided by the final regulations, and highlight some of the questions that remain unanswered. **Kelli Personette**, Health Care Reform Consultant with American Fidelity Administrative Services, will lead the discussion.

LEARNING OBJECTIVES:

- ◆ **Describe** the provisions impacting employers that **require action between now and 2016**.
- ◆ **Analyze** how the rules apply to an employer's current staffing practices, and could impact the structure of their workforce going forward.
- ◆ **Identify** the employer's health plans and administrative practices that may need to be revised.
- ◆ **Review** the IRS Reporting Requirements for section 6055/6056 and review forms to be filed by 2016.
- ◆ **Create** an action plan for organizing key compliance activities.

INSTRUCTIONS FOR ACCESSING THE WEBINAR WILL BE E-MAILED TO ALL REGISTRANTS PRIOR TO THE EVENT.

DEALERSHIP NAME: _____

PARTICIPANT NAME: _____ TITLE: _____

E-MAIL (*REQUIRED*): _____

PARTICIPANT NAME: _____ TITLE: _____

E-MAIL (*REQUIRED*): _____

PARTICIPANT NAME: _____ TITLE: _____

E-MAIL (*REQUIRED*): _____

(IF ADDITIONAL PARTICIPANTS, ATTACH A SEPARATE LIST WITH TITLES AND E-MAIL ADDRESSES.)

ADDRESS: _____

CITY/STATE/ZIP: _____

PHONE: _____ FAX: _____ E-MAIL: _____

FORWARD COMPLETED REGISTRATION TO:

NJ CAR, ATTN: CHRISTINE PHILLIPS

FAX: 609.883.1093 – EMAIL: [CPHILLIPS@NJCAR.ORG](mailto:CPhillips@NJCAR.org)



CALENDAR KEY DATES & DEADLINES JUNE 2015



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
1 Collect WIP Reports & Parts Counterpad at the Start of Business	2	3 Reconcile WIP Reports & Parts Counterpad to the General Ledger	4 General Managers – 5 Top Sure-Fire Bottom Line Builders <i>(DealersEdge)</i>	5
8 Review Cash Receipts for Form 8300 Compliance Weekly	9	10	11 Dealership IT Managers – 5 Top Sure-Fire Bottom Line Builders <i>(DealersEdge)</i>	12
15 Personal, Partnership & Corporate Estimated Tax Payments Due	16 AFIP Prep Certification Seminar <i>(NJ CAR-Edison)</i>	17 Compare Health Care Bills to Employee Deductions for Accuracy *** Employment Law Seminar <i>(NJCAR-HQ)</i>	18 Employment Law Seminar <i>(NJCAR-Eatontown)</i>	19
22 ST-50 & UZ-50 Due	23 Review Inspection Sticker Logs for Accuracy *** AFIP Review & Exam <i>(NJ CAR-Edison)</i>	24 Service Manager & Advisor Guide To Selling More Service <i>(NJ CAR-HQ)</i>	25 Employment Law Seminar <i>(NJCAR-Lyndhurst)</i> *** Text Marketing & Customer Communications for the Service Department <i>(DealersEdge)</i>	26 Review Out-of-State Purchases for Sales and/or Use Tax Compliance Due *** Verify State Unemployment Rate Change for July 1 st
29	30			



**CALENDAR
KEY DATES & DEADLINES
JULY 2015**



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
		1 Collect WIP Reports & Parts Counterpad at the Start of Business	2 Reconcile WIP Reports & Parts Counterpad to the General Ledger	3
6	7 Review Vacation & Sick Time Accruals for Accuracy	8 Motor Vehicle Title Clerk Certification (NJ CAR-HQ)	9 Motor Vehicle Title Clerk Certification (NJ CAR-HQ) *** Review Cash Receipts for Form 8300 Compliance Weekly	10 Motor Vehicle Title Clerk Certification (NJ CAR-HQ) *** Review Fixed Asset Additions & Confirm Invoices are Available For Accountant
13 Motor Vehicle Title Clerk Certification (NJ CAR-Edison, NJ)	14 Motor Vehicle Title Clerk Certification (NJ CAR-Edison, NJ) *** Understanding The ACA's Employer Mandate FREE Webinar (NJ CAR)	15 Motor Vehicle Title Clerk Certification (NJ CAR-Edison, NJ)	16	17 Service Menu Design & Profit Structuring...Art & Science (DealersEdge)
20 ST-50, UZ-50, TIR-100, & LFIS Fees Due	21	22 Review FTC & Red Flags Log to Confirm All Exceptions are Noted	23	24
27 Review New Car Inspection Sticker Decal Logs for Accuracy	28 Review Out-of-State Purchases for Sales/Use Tax Compliance	29	30 NJ-927 Due & DSF-100 Due	31

New Jersey Auto Outlook

Released by:
NJ CAR

Covering the New Jersey automotive market

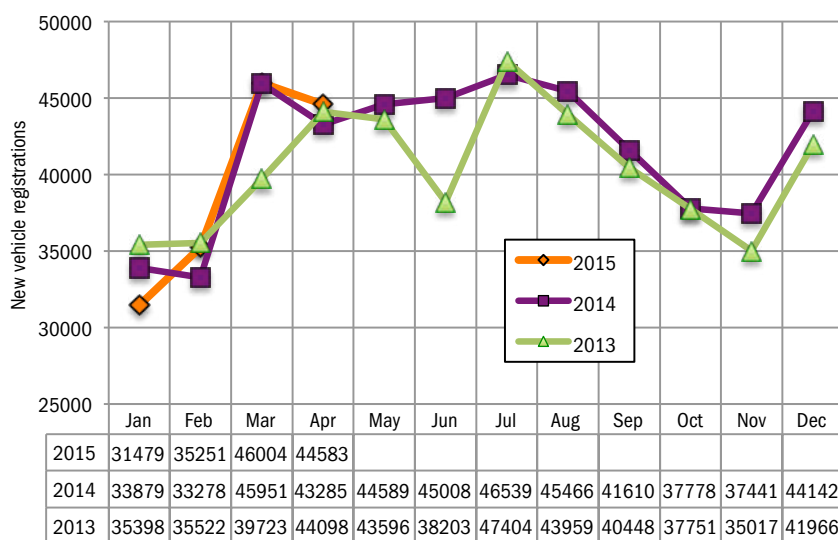
Data thru April 2015

New Jersey New Retail Car and Light Truck Registrations

	Most Recent Two Months			YTD thru April*			YTD Market share (thru April*)		
	3/14 & 4/14	3/15 & 4/15*	% change	2014	2015	% change	2014	2015	change
Industry Total	89,236	90,587	1.5%	156,393	157,317	0.6%			
Cars	45,393	43,516	-4.1%	76,977	73,986	-3.9%	49.2	47.0	-2.2
Light Trucks	43,843	47,071	7.4%	79,416	83,331	4.9%	50.8	53.0	2.2
Japanese Brands	41,554	41,601	0.1%	72,225	72,905	0.9%	46.2	46.3	0.1
Toyota	12,408	12,109	-2.4%	21,008	20,824	-0.9%	13.4	13.2	-0.2
Honda	14,009	13,321	-4.9%	23,631	23,302	-1.4%	15.1	14.8	-0.3
Nissan	9,120	9,414	3.2%	16,899	16,985	0.5%	10.8	10.8	0.0
Other	6,017	6,757	12.3%	10,687	11,794	10.4%	6.8	7.5	0.7
Domestic Brands	25,770	26,698	3.6%	47,020	47,303	0.6%	30.1	30.1	0.0
General Motors	8,719	8,848	1.5%	16,027	16,024	0.0%	10.2	10.2	0.0
Ford	8,696	8,712	0.2%	15,712	15,805	0.6%	10.0	10.0	0.0
Chrysler	8,214	8,978	9.3%	15,095	15,244	1.0%	9.7	9.7	0.0
Other	141	160	13.5%	186	230	23.7%	0.1	0.1	0.0
European Brands	13,876	14,140	1.9%	22,999	23,179	0.8%	14.7	14.7	0.0
Volkswagen	4,483	4,555	1.6%	7,273	7,559	3.9%	4.7	4.8	0.1
BMW	4,351	4,588	5.4%	7,098	7,156	0.8%	4.5	4.5	0.0
Mercedes	3,507	3,451	-1.6%	5,899	5,756	-2.4%	3.8	3.7	-0.1
Other	1,535	1,546	0.7%	2,729	2,708	-0.8%	1.7	1.7	0.0
Korean Brands	8,036	8,148	1.4%	14,149	13,930	-1.5%	9.0	8.9	-0.1

Brands included above: Domestic Brands: GM (Buick, Cadillac, Chevrolet, and GMC), Ford (Ford and Lincoln), Chrysler (Chrysler, Dodge, Jeep, and Ram). Japanese: Toyota (Toyota, Lexus, and Scion), Honda (Honda and Acura), Nissan (Nissan and Infiniti), Other (Mazda, Mitsubishi, and Subaru). European: VW (Audi, Bentley, Porsche, and Volkswagen), BMW (BMW, Rolls Royce, and MINI), MB (Mercedes Benz and smart), Other (Alfa Romeo, Aston Martin, Ferrari, Fiat, Jaguar, Land Rover, Lotus, Maserati, and Volvo). Korean: Hyundai and Kia.
*Figures for April 2015 were estimated by Auto Outlook. Data Source: IHS Automotive.

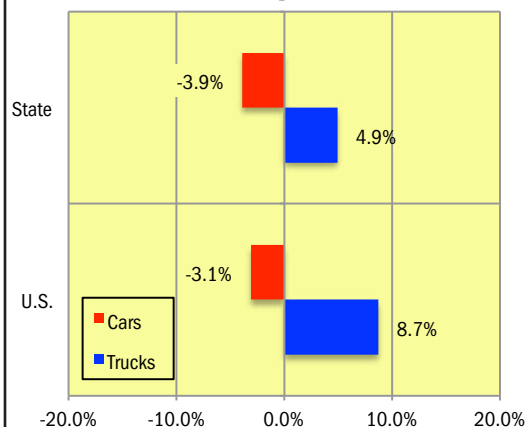
Monthly New Retail Light Vehicle Registrations



Data source: IHS Automotive.

The graph above shows monthly new retail light vehicle registrations in the state for all of 2013, 2014, and thru April of this year. *Figures for April 2015 were estimated by Auto Outlook.

Percent Change in State and U.S. New Retail Light Vehicle Markets YTD '15 thru April* vs. YTD 14



The graph above compares the change in new retail car and light truck registrations in both the area and U.S. markets.

*Figures for April 2015 were estimated by Auto Outlook.

Data Source: IHS Automotive.

Data Information

All data represents new vehicle retail registrations in New Jersey and excludes fleet and wholesale transactions. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results.

Data Source: IHS Automotive.

New Jersey New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '14	YTD '15	% change	YTD '14	YTD '15
	thru Apr.	thru Apr.*		thru Apr.	thru Apr.*
TOTAL	156,393	157,317	1%		
Acura	3,379	3,412	1%	2.2%	2.2%
Audi	3,021	3,383	12%	1.9%	2.2%
BMW	6,487	6,468	0%	4.1%	4.1%
Buick	1,961	1,760	-10%	1.3%	1.1%
Cadillac	2,312	1,834	-21%	1.5%	1.2%
Chevrolet	8,218	8,227	0%	5.3%	5.2%
Chrysler	1,539	1,791	16%	1.0%	1.1%
Dodge	2,738	2,536	-7%	1.8%	1.6%
FIAT	320	240	-25%	0.2%	0.2%
Ford	14,680	14,739	0%	9.4%	9.4%
GMC	3,536	4,177	18%	2.3%	2.7%
Honda	20,252	19,681	-3%	12.9%	12.5%
Hyundai	9,291	8,934	-4%	5.9%	5.7%
Infiniti	2,805	2,935	5%	1.8%	1.9%
Jaguar	212	150	-29%	0.1%	0.1%
Jeep	8,752	8,895	2%	5.6%	5.7%
Kia	4,858	4,965	2%	3.1%	3.2%
Land Rover	899	1,067	19%	0.6%	0.7%
Lexus	4,533	4,948	9%	2.9%	3.1%
Lincoln	1,032	1,037	0%	0.7%	0.7%
Mazda	3,514	3,560	1%	2.2%	2.3%
Mercedes	5,807	5,767	-1%	3.7%	3.7%
MINI	602	710	18%	0.4%	0.5%
Mitsubishi	769	839	9%	0.5%	0.5%
Nissan	14,094	14,045	0%	9.0%	8.9%
Other	371	321	-13%	0.2%	0.2%
Porsche	543	692	27%	0.3%	0.4%
Ram	2,066	2,157	4%	1.3%	1.4%
Subaru	6,394	7,452	17%	4.1%	4.7%
Tesla	152	197	30%	0.1%	0.1%
Toyota	16,475	15,905	-3%	10.5%	10.1%
Volkswagen	3,709	3,483	-6%	2.4%	2.2%
Volvo	1,072	1,010	-6%	0.7%	0.6%

Data source: IHS Automotive.

Top ten ranked brands in each percent change category are shaded green.

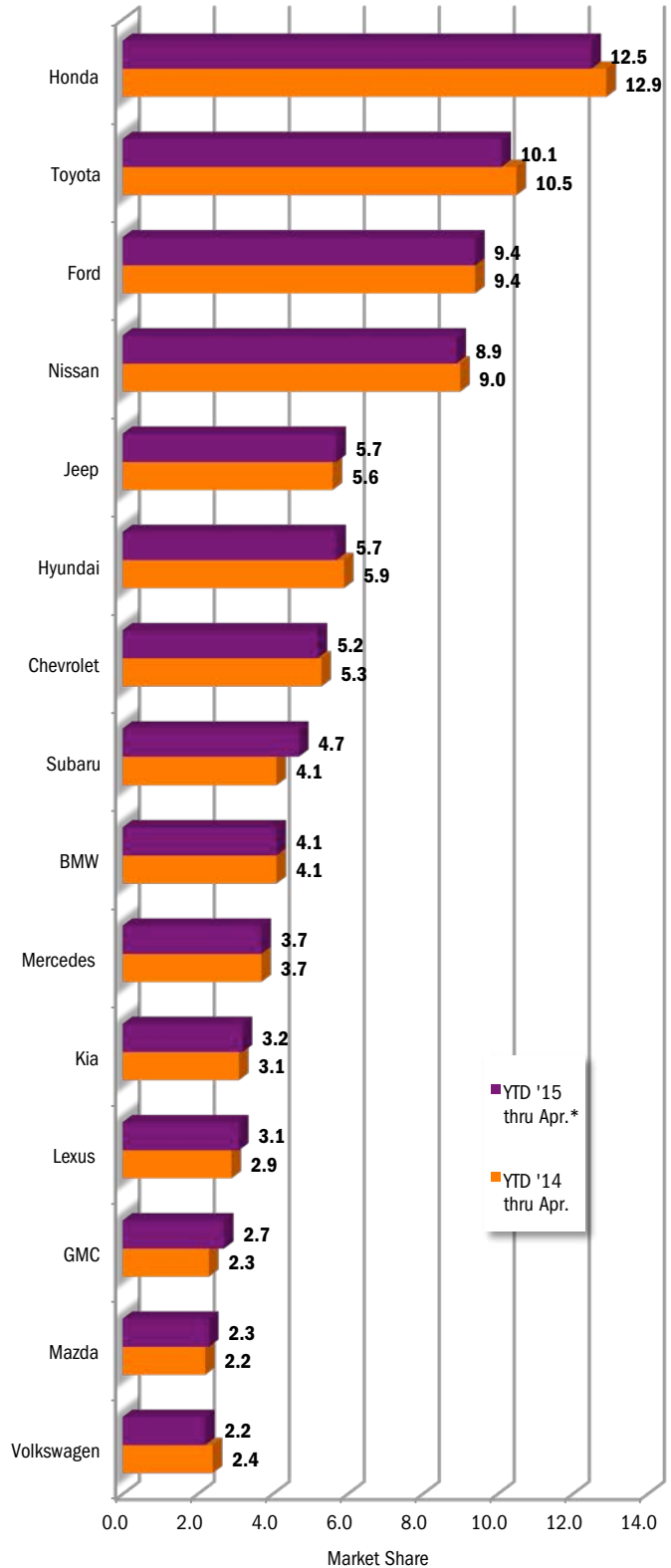
*Figures for April 2015 were estimated by Auto Outlook.

This report is sponsored by NJ CAR (609-883-5056) and produced by Auto Outlook (800-206-0102).

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State Market Share for Top 15 Selling Brands
YTD '15 thru April* vs. YTD 14



Data source: IHS Automotive.

*Figures for April 2015 were estimated by Auto Outlook.