



HMDA NEWS

Volume 8 • Issue 6 •

The Newsletter of the HMDA

• July / August / September 2004 •

IMPORTANT SEMINARS

While not as exciting as the UPCOMING CONVENTION, the HMDA has joined forces with the HADA to host two very important seminars. The first will be presented by the IRS and concerns the reporting requirements for cash transactions. Did you know that the fine for non-compliance is \$5,000 per day? Did you know you can also get up to 5 years in jail? The second half of the IRS presentation concerns provisions of the Patriot Act. This was news to me, but according to the Patriot Act, we, as motor vehicle dealers, are supposed to be checking our customers against a list of known threats to the US. My understanding is this presentation is a real eye-opener. The second half of the presentation is

by Jim Ganther of Continental-National Insurance. There is a growing number of lawyers in the US that are willing to bring frivolous class action law suits against dealers for hyper-technical paperwork and compliance violations. When was the last time you had a knowledgeable lawyer check out your forms and procedures? I was amazed at some of the "little stuff" that dealerships are being sued for. Both of these presentations are on **September 23rd at Kapiolani Community College cafeteria**. The cost of both presentations, including a buffet dinner is just \$35 per person. I urge dealer principles, F & I managers and perhaps general managers to attend this seminar.

Please RSVP to Robert at
808-536-7023,
ext. 208,
prior to Sept 4th.

The next meeting
of HMDA will be on
Monday,
September 13th,
at 8:30 a.m.
at the
Airport Plaza
Hotel Coffee Shop.



Everything is in place for the all important first meeting, except for the date. In order to give us enough time to print and distribute posters and otherwise get the word out, the first meeting of the HOA probably won't happen until after the UPCOMING CONVENTION.

AIR FORCE MOTORCYCLING REGULATIONS IN HAWAII CHANGE

Motorcycling members of the Air Force assigned to Pacific Command were recently notified of changes in regulations that will have some impact on the motorcycle industry in Hawaii. The following is a summary of correspondence between me and Mr. James Hammonds, the Chief of Ground Safety for the 15th Airlift Wing.

Air Force military personnel assigned to the Pacific Air Forces command have the following restrictions on the size of motorcycles they may legally own and operate during their first year of verifiable, licensed, on-road motorcycle operation:

The motorcycle must not, in any case of a motorcyclist with less than one year of verifiable, licensed, on-road riding experience, exceed 600cc.

The motorcycle may not be larger than the displacement size of the motorcycle on which they receive their MRC:RSS motorcycle training.

In order to make the second requirement somewhat more palatable, the Safety Office has obtained the cooperation of the LCC Motorcycle Safety Education

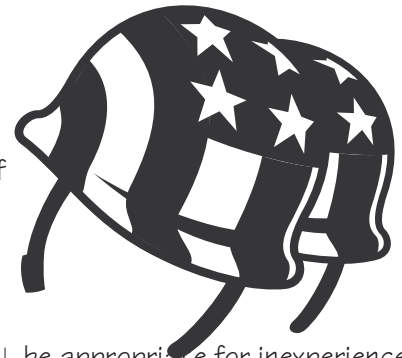
Program to offer one MRC:RSS class a month where privately owned motorcycles, up to a maximum of 600cc, may be used during the riding portions of the class, instead of the small displacement training motorcycles operated by LCC.

Air Force personnel assigned to the Pacific Command that may contemplate purchasing a larger displacement motorcycle and keeping it off base in an attempt to circumvent the requirements will be risking disciplinary actions for disobeying a lawful order or regulation.

In short, Air Force personnel with less than one year's riding experience are limited to motorcycles 600cc and less. While there are V-Twins out there that are larger in displacement (the 800cc class of cruiser, for example) that may also

TREASURER'S REPORT

There is \$11,220.70 in the HMDA checking account. There would be more if everyone was current on their assessments. We have some big checks to write for the UPCOMING CONVENTION, so it would be very helpful if everyone was current. Thanks in advance.



be appropriate for inexperienced riders, the regulation has to be easy to implement and enforce.

I thought it was important for all of us, as motorcycle dealers, to learn about this. I know that the dealerships make a good faith effort to steer the inexperienced rider to the appropriate-sized motorcycle. It is not our responsibility to enforce this new requirement, however, by being aware of it; we can help insure that customer's motorcycle purchase is a positive experience. In the long run, in purely mercenary terms, the dealerships stand to benefit. If your sales team does a good job of selling your dealership, and not just the bike, chances are good that after a year has passed your Air Force customer will be back to purchase a second bike.



STOLEN VEHICLE WEBSITE

We are getting closer to having the HMDA **stolen vehicle website** becoming a reality. GEICO Insurance has graciously stepped up to the plate and donated \$1,000 towards the website. Kryptonite Locks has also expressed an interest in supporting the website. Unfortunately Roby Holland was leaving for his honeymoon so he wouldn't commit to a dollar amount. I guess he has his priorities in the right place. I sent off a packet of information to Dowco, the people that manufacture motorcycle covers. It's entirely possible that the stolen vehicle website could be operational before the UPCOMING CONVENTION.

UPCOMING CONVENTION



The convention is less than 9 weeks away, and approaching fast. We're back at the **Waikiki Beach Marriott**, because none of the dates we wanted were available at the Hawaii Prince. We have assurances from the Marriott that the A/C will be operational this year. Mark Ely is in charge of the convention and he has been working very hard to make this year's convention a real barn-burner. We have commitments from Dunlop tires, GG1 apparel, Kryptonite locks, MotoGP, and River Road. We have been talking to a couple helmet and exhaust manufacturers as well, although none have taken that all important step and made a commitment to attend. Please mark your calendars and start getting the word out to your employees about the convention.

HMDA Convention

Waikiki Beach Marriott
Saturday, October 16th. . .

Details will be revealed
SOON !!

WELCOME TO NEW MEMBERS

GEICO Insurance, Motorcycle Stuffs, and Competition Dirt all became members of the HMDA recently. Welcome, and thanks for your support. One of the benefits of being HMDA members is your ability to attend the (you guessed it) **UPCOMING CONVENTION**.

Welcome



Hawaii Motorcycle Dealers Assoc.

P.O. Box 1813 • Kailua, HI 96734
(808) 262-7329; Fax: 263-4982

Lots of
Important
Announcements
Inside. . .