



HMDA NEWS

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The Newsletter of the HMDA

• July - September 2005 •



The big day is getting closer, about a month away by the time you receive this newsletter. As always, a lot of hard work and preparation has gone into making this convention successful. We have a comedian/magician act for the entertainment this year. Alan Arita is his name and he's quite good. I have seen a demo DVD with a couple of his illusions on it. Even with the ability to freeze frame and go to super slow motion, I can't figure out how he does what he does. In addition to his stage performance, Alan will be doing some strolling magic during dinner so you will have a chance to see some of his illusions up close. We have quite an impressive lineup of vendors for the convention: **Dunlop tires, Nolan helmets, Onguard locks, Progrid, Thor dirt gear, Icon street apparel, Diamond Power Sports, GEICO insurance (with the gecko and a new batch of giveaway goodies) and NOHYCC (The National Off-Highway Vehicle Conservation Council).** As always, there will be plenty of door prizes, food and fun. The date is **Saturday, October 15th at the Waikiki Beach Marriott Hotel.** If you register BEFORE October 1st the fee is only **\$30 per person.** If you register after the 1st then the price is **\$35 a person.** Please, register early. If memory serves, the price for attending the convention hasn't changed in the past 3 years. The health of the industry is reflected in the vehicles sold assessments. The HMDA can underwrite more of the cost of the convention this year because sales have been good. The vendor show starts at 4:30 again this year. Please consider shutting down a little early on Saturday the 15th so we can have a good turnout for our vendors.

See Convention Flyer and Registration Form Inside !

The
next meeting of
the HMDA will be
on Monday,
September 12,
at 8:30 a.m.
at the
Airport Plaza Hotel
Coffee Shop.

JOIN US!

ROBERT'S SOAPBOX

Since this will be the last year I will hold an office in the HMDA, I thought I would take the opportunity to express my opinions on a variety of subjects.

Noise Pollution in Hawaii

If we don't become proactive and take steps to police ourselves then we will face a long, ugly battle that we will ultimately lose. Last year there were at least 4 pieces of legislation introduced that would have either banned any modification of mufflers on motorcycles and mopeds or established sound level checks as part of the safety inspection process. Maybe it's time to consider supporting legislation that would ban straight pipes on motorcycles. We can give a little on this one, or potentially lose a lot. The behavior of a few has done little to endear the motorcycling community to our non-riding neighbors.

Support the Rider Education Program

The rider education program at LCC is the best opportunity to bring new riders into the sport. Think about it, LCC will graduate almost 3,500 students this year, many of them first time riders. This very successful program consistently feeds a fresh stream of customers into our industry.

Racing Needs To Be Kept Off of the Street

Oahu has a strong need for a safe place for performance vehicles (motorcycles and cars) to play. It seems like a no-brainer: there's no place to race so a few idiots take it to the street. The police crack down on everybody. How much of your business is performance related? There should be a coordinated effort to keep Hawaii Raceway Park open until another track is available for use. There's enough financial savvy among the owners of the largest shops to establish or at least support a plan for the economic backing of a new facility.

We Need More Dirt

We need to insure that there are off-road riding areas available on Oahu, Maui, Kauai, and the Big Island. If we don't having off road riding areas, we don't sell offroad vehicles. The grassroots efforts on the Big Island have paid off and both Kona and Hilo are enjoying very strong vehicle sales. Offer your support to the HOA.

Hawaii Needs a Strong Motorcycle Dealer Association

My greatest concern is the lack of support from the dealers for their association. For the past couple of years, the only people to consistently attend HMDA meetings are myself, **Mark Morrison, Red Proctor,** and **Morgan Keene.** The health of the motorcycle industry in Hawaii is in the hands of 4 people, and 2 of those aren't even dealers. I won't buy the argument that someone doesn't have the time to help the HMDA. We're all busy; that's the nature of being an owner/manager. Think how different your business would be with a nickel tax on every bottle of oil you sell, if emergency locating beacons were required on watercraft, if legislation was passed that prohibited ANY modification of motorcycle or moped exhausts, if new bike customers had to pay a \$250 "advance disposal fee." What about a mandatory helmet law for Hawaii? There have been, and will continue to be, serious threats to the health of our business. There is no excuse not to have a representative from each of the major dealerships attend every HMDA meeting.

PROTECTING YOUR BUSINESS

Red Proctor expressed concern about the increased number of people calling motorcycle shops in Hawaii (and we assume elsewhere) trying to get something for nothing. The first involves placing a large order, usually for spark plugs. Typically this is done over an Internet connection that makes use of the TTD feature offered by the phone company. The service was created for use by deaf or speech-impaired people. Scammers are using it to place bogus orders. The other popular scam involves e-mails from people wanting to purchase vehicles for import into Asia. This one is pretty easy to spot, the English is poor, they want the vehicles shipped to an unspecified location in Asia by Fed Ex. Naturally, they want to pay by credit card. There's also a scam being conducted locally. A third party phone service provider will send you paperwork explaining that since Verizon is now Hawaiian Telecom, the company needs to update their authorization form. By signing and returning the form (which looks completely innocent) you have in fact changed your phone service from Hawaiian Telecom to the third party provider. One last cautionary tale. Make sure your sales staff understands the importance of not taking any shortcuts in your test ride procedures. No driver's license, no test ride. There's a blue Suzuki AN400 Burgman scooter on Oahu that is being used for an "extended test ride." If it happens to come into your shop, we'd appreciate a call.

Oahu Off-Highway Vehicle Recreation Management Workshop

Department of Land and Natural Resources • 2135 Makiki Heights Dr., Honolulu, HI

Friday, October 14th



Contact: Aaron Lowe
808-973-9782
alowe@hawaii.rr.com



Contact: Dana Bell, NOHVCC
562-428-6527
Danafbell@cs.com

The National Off-Highway Vehicle Conservation Council in cooperation with the Department of Land and Natural Resources, Na Ala Hele, Trails and Access Program and the National Park Service Rivers, Trails and Conservation Assistance Program will conduct an Off-Highway Vehicle Recreation Management Workshop in Honolulu on **October 14th**.

The Workshop purpose is to conduct an educational forum on off-highway vehicle recreation management and park development for land managers, private property owners, potential park operators, OHV enthusiasts, and other stakeholder interests that will help to :

- Define Oahu's social, environmental, legal and management issues with OHV recreation activity;
- Build a better understanding of the recreational needs of OHV enthusiasts on Oahu;
- Introduce principles of effective OHV management and identify actions that can:
 - o Reduce trespass on private property and public lands closed to vehicle use
 - o Minimize impacts to natural and cultural resources
 - o Improve the planning, maintenance and management of OHV parks and trails.
- Increase communication and partnerships between land managers, private property owners, local communities, and OHV enthusiasts and
- Identify actions and resources that will help provide legal and well-managed OHV recreational areas on Oahu.

Registration is required and is limited to 25. Registration packets are available electronically on request through the DLNR office.

The National Off-Highway Vehicle Conservation Council is a non-profit educational foundation. For information regarding NOHVCC and its workshop program visit its website at www.nohvcc.org.

Motorcycle Safety

The ever popular mid-week rider training classes have ended with the start of the school year. The next time the mid-week classes will be offered is in December. The schedule for training at Aloha Stadium has been posted through the end of the year. Enrollment in the course remains high, averaging 250-300 students trained per month. **Morgan Keene** is considering another instructor training course after the first of the year. If you know someone that may want to teach please contact her at 455-0307.



Treasurer's Report

There is \$8,652.29 in the HMDA bank account. While this will cover most of the expense of the convention, **it would be nice to have all of the dealerships current on their dues.**

Don't miss the article on
Page 2 - Robert's Soapbox!



Hawaii Motorcycle Dealers Assoc.

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October 15th
Convention News
INSIDE
Register EARLY &
SAVE