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INDEPENDENT NEWS



IN LOVING MEMORY OF
Shirlie Slack

October 1, 1933 - September 12, 2019



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VIADA colleague Shirlie Slack



**3 VIADA PAYS TRIBUTE TO
SHIRLIE SLACK**



**12 2019 CONVENTION & EXPO
HIGHLIGHTS**

Check out the highlights
from this year's event!
Congratulate the District
Quality Dealers and this
year's Quality Dealer of
the Year Charles Bryant, Jr.
Please thank all of our event
sponsors and exhibitors, too!

18 NEW & RENEWED MEMBERS



HONORING A FRIEND

IN LOVING MEMORY OF SHIRLIE SLACK
OCTOBER 1, 1933 - SEPTEMBER 12, 2019



DON SULLIVAN, SR.
SULLIVAN AUTO
TRADING
PRESIDENT, VIADA

This edition of our magazine is in honor of a devoted colleague, Shirlie Slack, who passed away in mid-September. Shirlie Slack was a very predictable person. When I would see her, it was always the same: A heartwarming smile and an extremely pleasurable personality every time! She was so sincere when she spoke with you, looking in your eyes without distraction giving you her undivided attention.



Because of her love for integrity and character, being in her presence would change any atmosphere. She had a gift of excellence and was a leader and friend to many. Before I ever knew her personally, she mentored me for years by only watching her. She was a grateful, God-loving woman who can never be duplicated. She may not be physically present, but I will say with a deep-felt sincerity, my memories with her are for eternity - always remembered, never forgotten. ■

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Volunteers Needed!

Want to take on a leadership role? Do you want to help the Association fight against unnecessary and burdensome regulations? And help educate dealers about activities impacting their ability to operate a dealership? Contact Alvin Melendez, Executive Director, (757) 464-3460 or alvin@viada.org

HONORING A FRIEND

IN LOVING MEMORY OF SHIRLIE SLACK
OCTOBER 1, 1933 - SEPTEMBER 12, 2019

A TRIBUTE BY **PATTY SLACK**
DAUGHTER TO SHIRLIE



Lois Keenan called to ask if I could write something about my mother, Shirlie Slack, for the VIADA magazine. In my 62 years of memories there are so many to choose from.

To pick one underlying theme that went throughout my mother's life would be honesty, integrity, and fairness. I am so proud of what my mother and the VIADA members have done to improve our automobile industry - way too numerous to mention.

Recently, Craig Amelung and the kind folks at Fredericksburg Auto Auction did a beautiful tribute to my mother. At that tribute, my sister Laurie reminded us about a particular story that one of the African American dealers had shared with her recently. He commented how much respect and kindness my mother had for him even as far back as 1964. He stated how she treated everyone with the same respect. 1964 was a bit of an ugly time in our country in that many minorities were often mistreated, left out, and disrespected. I remember at a very young age, maybe 7 or so, asking my mother what the sign "whites only" meant. She said they were just stupid signs that needed to be ignored.



*She respected all people
and insisted in our home
for all to do the same.*

At the conclusion of the tribute at Fredericksburg Auto Auction, Craig stated the best way to honor her is for all of us to follow her example by treating each other with respect, honesty, and integrity as she did throughout her life.

I truly know how lucky I was to have her as my mother and my friend! She is missed more than any words can express.

Thank you to everyone who has a hand in honoring my Mom! ♥

A TRIBUTE BY **ALVIN MELENDEZ**
CMD, EXECUTIVE DIRECTOR



It's hard to believe that Shirlie is no longer here with us. I miss her--her immaculate look. I miss her contagious smile and her never ending support of VIADA.

When I opened Melendez Motors in 1998, Shirlie and Tina came to visit my dealership to invite me to become a member of the VIADA and so I did. I frequently called on Shirlie with all kinds of questions, just as dealers call on me now. She was a great teacher, mentor, and friend. She was always there for me, all the way to the end. I remember last July when the Board members were voting me in to become the Executive Director. When the meeting was over, she leaned over to me and whispered, "I voted for you. You are going to do a great job." I have dedicated this time in my career to serving VIADA, and I hope to live up to her expectations and high standard of excellence. ♥



**A TRIBUTE BY CARLA BOUCHER
PRESIDENT, LADIES AUXILIARY**



Shirlie Slack was definitely an icon for the VIADA. She was VIADA's first female president. She has always supported many worthy organizations and, fortunately, she helped and supported the Ladies Auxiliary. She was instrumental in the forming of the Ladies Auxiliary for Virginia. When it was proposed to the executive director at the time to create this organization, it was denied. The ladies then decided to take their request to Shirlie. Well, she championed the idea and that was when the Ladies Auxiliary (helping hands) came into existence!

The Ladies Auxiliary became the helping hands for the VIADA. With contributions from the dealers and associate members,

the Ladies Auxiliary has given thousands and thousands of dollars to Fill-a-Wish for terminally ill children, scholarships to graduating high school seniors, and contributions to other worthwhile causes.

So, because Shirlie was so instrumental in helping to create and support the Ladies Auxiliary for over 30 years, we want to honor her efforts by designating our annual scholarship as the SHIRLIE SLACK Scholarship Achievement Award. She will be greatly missed, and we all feel very fortunate to have known her. ♥

**A TRIBUTE BY TINA ALLMAN
FRIEND TO SHIRLIE**



My friend, Shirlie G. Slack. When my husband and I entered the automobile business (many years ago), I learned of the

name Shirlie Slack. Everyone knew Shirlie Slack, the quality of her automobiles and her ethics in conducting her business. Certainly, she was a name to be reckoned with in a business dominated by men. This made me, as a "new-comer" in the car business, surely take notice.

Her ability, enthusiasm, courage, and vision -- along with her four children by her side, and her husband, as she referred to as "her Stan,"-- made me very proud!

Over the past few years, I was able to meet and get to know Shirlie so much better through VIADA. There, I learned all the wonderful things she had initiated and/or contributed to and continued to contribute to.

With so many wonderful attributes this lady showed us throughout her life, I will just list a few: Friendship, giving, courage, equality, attitude, character, leadership, love, humor, and vision. I could list so many more; however, I will list what I think she would say come first - her faith and her family.

I think we will ALL miss Shirlie and the wonderful gifts she gave us throughout her life.

I know I will. ♥



A TRIBUTE BY **CRAIG AMELUNG**
GENERAL MANAGER,
MANHEIM FREDERICKSBURG



The “Shirlie Slack Way”

In September we lost a member of our family. Shirlie Slack was a leader, mentor, competitor, but most importantly a true friend to all she touched. For 50 years, Shirlie Slack graced the lanes of Fredericksburg Auto Auction/Manheim Fredericksburg selling thousands of vehicles every year. She did this her way, building a loyal base of buyers who came to trust her every time she said “SOLD”. Shirlie always treated everyone with whom she came in contact with respect and dignity, and over the years has mentored new dealers on how to succeed in the business. In what has traditionally been known as a male-dominated industry, Shirlie established herself and her dealership as a true industry leader.

From a personal perspective, I moved to Fredericksburg in 2002 after 10 years working at our Baltimore location. Life at an auction is always filled with things happening that you never expect. Cars can get “misplaced”, they may not start trying to get them through the lanes, and yes, they even suffer some minor damage. Shirlie always considered your effort before she passed judgment on how you may have failed in delivering the service you had promised. It was always easy to give your best effort knowing that if you failed, and everyone fails at some point, Shirlie was going to give you a quick smile and let you know it was okay but don’t let it happen again. She was one who I always looked for every Thursday. When she turned over the selling duties to her daughter Laurie, Shirlie could always be found leaning against one of the safety poles recording the prices of the

vehicles sold each week. It’s hard to believe she is not with us any longer and she will always hold a special place in my heart.

In honor of Shirlie’s support and commitment to our location for 50 years, we have officially named Lane 5 at Manheim Fredericksburg, “Shirlie Slack Way”. While it is not uncommon for streets to be named after prominent individuals, the significance of the name “Way” as opposed to street or lane is how we want to honor Shirlie’s legacy for the “Way” she conducted her business and the “Way” she always treated people with respect, honor, and dignity. ♥

A TRIBUTE BY **LAURIE SLACK**
DAUGHTER TO SHIRLIE



When I was in sixth grade, we girls had autograph books and set out to have the most number of friends sign our books in an attempt to advance our social status (precursor to Facebook friends). As most of our writings were silly, usually predicting someone in a baby carriage, I brought mine home to have my Mom sign it and she wrote: “This above all, To Thine Own Self Be True, and it must follow as the night the day.” At the time I rolled my eyes as most kids do when their parents do something old and archaic, but as I think about my Mom, I realize she was giving me advice to live by—the foundation on which she lived her own life. Shakespearean scholars interpret several meanings from Polonius’s famous line in Hamlet when he said To Thine Own Self Be True and each one encompasses a pillar of my mother’s character.

First, it is easier for a person to judge himself if he has done what he should or could have done—certainly, our heads rest easier at night knowing we have done right in our



actions and relationships. My Mom wasn’t perfect, but she was devout in her faith and strived to do all she should and could do each day, expecting the same from each of her children.

The second meaning is one must be honest in his ways and relations. Perhaps it’s ironic that a used car dealer used honesty and integrity as the bedrocks to build a successful car business, but that’s exactly what she did.

The third, and most prevalent meaning, is to be true to yourself. My Mom forged her own path as a pioneer in a male-dominated industry, being elected the first female President of the VIADA. Even at 85 years old, she bucked the stereotypes—driving her sports cars, traveling the world, enjoying Tom Sietsema’s best restaurant, and traversing Tyson’s Corner for the best sales.

While “Be true to yourself” is the most common meaning of the passage, some scholars believe “true” meant “beneficial” and, therefore, Polonius’s advice to his son was to think of his own benefit first. While not as altruistic as the preceding interpretations, we must all care for ourselves first in order to be our best to care for others. As the matriarch of a large family, and an even larger work family, my Mom had many to care for and heeded this advice in order to be a strong leader for us all.



A TRIBUTE BY **WANDA LEWARK**
FRIEND TO SHIRLIE



Shirlie was responsible for starting her business and was later joined by her husband Stan, her sons Richard and Kirk, and her daughters Laurie and Patty. She became a member of VIADA in 1976 and quickly became involved in the leadership of the Association. During her years with VIADA, she held multiple state and district offices, including being the first female state president in 1979. In 1980 along with Ida Blair, Shirlie began the Ladies Auxiliary for VIADA, which has met the needs of so many with scholarships, Fill-A-Wish presentations and many other gifts through the years. Her service to NIADA covered many years beginning in 1983, where she served as Vice President, Secretary, Bylaws Committee Chairman and Insurance Chairman. She was slated to be the first female president, but stepped down to care for her ailing husband.



Shirlie also received the coveted State Quality Dealer in 1980. She was a mentor to more dealers than we could name, and encouraged membership in VIADA as well as its future leadership. She was a pillar in VIADA. ♥



*Gone from our sight,
but never from our hearts.*

A TRIBUTE BY **LOIS KEENAN**
FRIEND TO SHIRLIE



Shirley was to many the matriarch of female owner-operators in the independent automobile dealer world. She was a highly respected business woman and leader in both the state and national associations who quickly rose to the top because she exemplified high moral standards in business and life. On the national level she became the advocate for other female dealer-operators. When issues arose they

felt were discriminatory, Shirlye, their chosen spokesperson, never hesitated to stand before the 1,000 plus delegates at the National Convention to deliver their compelling issue(s) which always produced positive results!

On the state level she served as President of VIADA in 1979 and remained an active director for life, providing good, sound advice. Her seminars were well attended by dealers prepared to take notes, for she was willing to give details of her reconditioning success, including specific products and techniques.

Beautiful inside and out, she will live on in our hearts and memories for her impeccable business and life principles of grace, integrity, and customer service.

VIADA's most prestigious Free Enterprise Award was presented posthumously during the October convention in honor of Shirlye's dedication to the principles of free enterprise. The award was accepted by her daughters Laurie and Patty. ♥



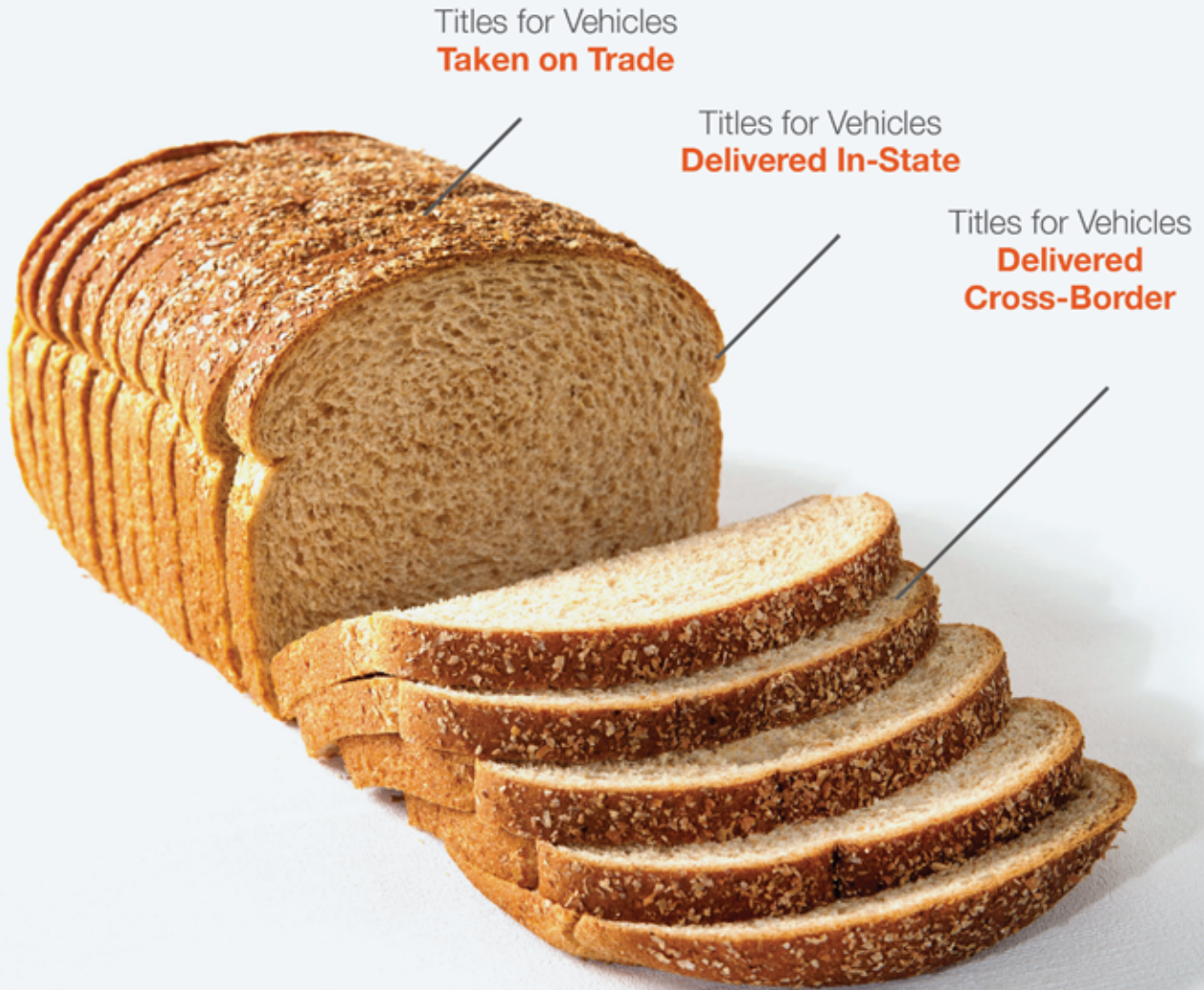
THANK YOU

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 and raise funds for the same purpose. From such funds we can make 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.

This year we have raised close to \$30,000, and because of this contribution we know we will be able to support many that are seeking election or re-election. We want to take this time to thank all the members for your support. In previous years we were able to list all of you, but this year hundreds contributed and that is an amazing accomplishment that can't go unnoticed. Thank you again for your participation in Virginia Independent Auto Dealers PAC.



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A TRIBUTE BY DICK AND BRIGITTE KELLER FRIENDS TO SHIRLIE



I knew Shirlie for many years. During the sixties, I accepted the position of General Sales Manager with a downtown Washington, D.C. Lincoln-Mercury dealership. My new position would required me to frequent the Fredericksburg Auto Auction. I soon became acquainted with Stan and Shirlie Slack, as I began purchasing automobiles from them. I always enjoyed transacting business with

Shirlie Slack Wholesale, and appreciated the integrity and honesty always present in our business dealings. Of course, the quality of their vehicles was a plus. In 1976, I established Dick Keller Automobiles, Inc. in Fairfax, VA, and continued to deal with FAA and Shirlie Slack Wholesale. During this period, Shirlie began encouraging me to join VIADA. She explained the numerous reasons why responsible dealers should join VIADA. I appreciated her comments and did join in 1983. Needless to say, we soon became VIADA buddies. We would often travel together to attend the various Board of Directors meetings where we had the pleasure of serving on many of the same committees. During those years, our conversations were mostly centered around VIADA, the automobile business, current events and, of course, our families. Many times I confessed to Shirlie that I was somewhat envious of her family business, how she worked so well with her husband, Stan, and children, and how she prepared them to continue on the same path. Hers is truly an "American Success Story."

Shirlie, I am truly honored to have had you for a friend all of these years. Together, we had the pleasure of our mutual love for and helping to grow our automobile industry, mainly because of our close association with VIADA and NIADA. Shirlie, your friendship through the years has added many hours of additional pleasure to my life, and I will always be grateful to you for this.

Now, at this time, please allow me to "change gears" a little and recall some thoughts on the lighter side. Every year at our annual convention, we always had the pleasure of sharing some dances together. Of course, our favorite was the Jitterbug. Boy, we made terrific partners and could "we cut a rug"- what fun times!

Shirlie, you have performed well and beyond in every category of your life, both personal and business, and now, your work here is completed. Our friend, we wish you rest in peace. ♥

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<div style="border: 2px solid white; border-radius: 50%; padding: 10px; text-align: center; width: 80%; margin: 0 auto;"> <p style="font-size: 2em; font-weight: bold; margin: 0;">Bel Air</p> <p style="font-weight: bold; margin: 0;">AUTO AUCTION</p> </div> <p style="font-weight: bold; color: red; margin-top: 10px;">TUESDAYS</p> <p style="font-weight: bold;">GOVERNMENT</p> <p>MONTHLY 10:00am</p> <div style="display: flex; align-items: center; margin-top: 10px;"> <p style="font-size: 0.8em;">General Services Administration</p> </div> <p style="font-weight: bold; margin-top: 5px;">OPEN TO THE PUBLIC</p>	<div style="display: flex; align-items: center; margin-bottom: 10px;"> <p style="font-weight: bold; margin: 0;">GM FINANCIAL</p> </div> <p style="font-weight: bold; color: red; margin-top: 10px;">WEDNESDAYS</p> <p style="font-weight: bold;">CLOSED SALE</p> <p>BI-WEEKLY 10:00am</p> <p style="text-align: center; font-weight: bold; margin-top: 10px;">REMARKETING</p>	<p style="font-weight: bold; color: red; margin-top: 10px;">THURSDAYS</p> <p style="font-weight: bold;">BEL AIR LOCATION</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">WEEKLY PUBLIC SALE 8:00am</td> <td style="width: 50%;">WEEKLY SALE 9:00am</td> </tr> </table> <p style="font-size: 0.8em; margin-top: 10px;">GM Financial, Santander, Chrysler Capital, American Credit Acceptance, Exeter, Bank of America, Element, ARI, M&T Bank, Ally, Mile One Automotive Group, BB&T, Credit Acceptance, Hyundai Finance, Kia Finance, Avis Budget Group, Enterprise <i>and many more!</i></p>	WEEKLY PUBLIC SALE 8:00am	WEEKLY SALE 9:00am
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COMMERCIAL VEHICLE SALE 9:00am	OPEN TO THE PUBLIC 11:00am		



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2019 QUALITY DEALER AWARD



Congratulations to
VIADA's 2019 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.



CONVENTION HIGHLIGHTS



CONVENTION HIGHLIGHTS



CONVENTION HIGHLIGHTS



SAVE THE DATE

2020 Convention & Trade Expo
October 2-4
Landsdowne Resort and Spa
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CONVENTION HIGHLIGHTS



Thank you for your support!

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Falls Church • District 4
SpotOn
Glen Allen • District 4
The Platinum Level
Haymarket • District 4
Truck Outfitters
Bristol • District 8
Vmark Cars
Fredericksburg • District 4

RENEWED MEMBERS

360 Trucking Equipment Sales/Auction LLC
Tappahannock • District 2
610 Ultimate Autos Inc
Stafford • District 4
Absolute Motors Inc
Woodbridge • District 4
Action Auto Parts
Hopewell • District 2
Advantage Motors Inc
Newport News • District 1
Alars Inc
Vinton • District 3

All In One Auto
Portsmouth • District 1
Andy Simmons Auto Sales Inc
Pounding Mill • District 8
ASC Warranty
Mountain Home • District 4
Atkins Auto Deals LLC
Luray • District 7
Atlantic Auto & Truck Sales
Norfolk • District 1
Atlantic Union Bank
Henrico • District 2
Auto Center
Front Royal • District 4
Auto City
Portsmouth • District 1
Auto Credit Line Inc
Richmond • District 2
Auto Land Auto Sales Inc
Virginia Beach • District 1
Auto Link Inc
Hamilton • District 4
Auto Plus LLC
Arlington • District 4
Auto Scandia Inc
Herndon • District 4
Auto Villa
Danville • District 5
Auto World of Chester
Chester • District 2
Automobile Exchange Inc
Roanoke • District 3
Autopart International
Norton • District 2
Basic Auto Sales
Ashland • District 2
Bill's Auto Sales
Roanoke • District 3
Bird's Auto Sales
Dublin • District 3
Bob's Car Corner
Roanoke • District 3
Brambleton Imports Inc
Roanoke • District 3
Brian Jones Motorsports Inc
Danville • District 5
Burton Creek Garage Inc
Lynchburg • District 6
C & G Imports Inc
Arlington • District 4
C & P Auto Sales Inc
Richmond • District 2
Callao Car Center
Callao • District 2

Car America
Richmond • District 2
Car Credit Nation Inc
Winchester • District 4
Cardinal Auto Sales LLC
Chester • District 2
Carmax
Lynchburg • District 6
Carmax
Virginia Beach • District 1
Carmax Auto Superstores Inc
Sterling • District 4
Carmax Auto Superstores Inc
Richmond • District 2
Carmax The Auto Superstore
Midlothian • District 2
Carmax The Auto Superstore
Harrisonburg • District 7
Cars "R" Us LLC
Pound • District 8
Century 21 Redwood Realty
Fredericksburg • District 4
Cherrydale Motors
Arlington • District 4
County Auto Brokers Inc
Yorktown • District 1
Cunningham Brothers Used Auto Parts
Rustburg • District 6
Custom Seat Cover Shop Inc
Salem • District 3
DealerRE
Gloucester • District 1
Derrow Auto Sales Inc
Locust Grove • District 7
Divers Motor Co Inc
Boones Mill • District 3
Don's Auto Exchange Inc
Cedar Bluff • District 8
Drive Time Sales & Finance Corporation
Tempe • District 2
East Coast Auto Source Inc
Bedford • District 3
East Coast Truck & Trailer Sales Inc
Portsmouth • District 1
EF Motorsports
Chesapeake • District 1
Enterprise Car Sales
Virginia Beach • District 1
Enterprise Car Sales
Newport News • District 1
Enterprise Car Sales
Richmond • District 2
Enterprise Rent A Car
Roanoke • District 3

NEW AND RENEWED MEMBERS

Enterprise Rent-A-Car
Williamsburg • District 1

Fast Lane Performance LLC
Roanoke • District 3

Five Star Car and Truck LLC
Richmond • District 2

Fred's Executive Auto
Woodbridge • District 4

Freebridge Auto Sales
Charlottesville • District 7

Gravelly Auto Sales & Recycling Inc
Axton • District 5

Green Automotive
Blackstone • District 2

GWC Warranty
Wilkes-Barre • District 1

H & H Auto Sales
Galax • District 8

H & H Used Cars Inc
Purcellville • District 4

H L McGeorge Auto Sales Inc
Tappahannock • District 2

Hampton Insurance Agency LLC
Hampton • District 1

Hampton Roads Harley Davidson Inc
Yorktown • District 1

Harrisonburg Honda Hyundai
Harrisonburg • District 7

Hayes Auto Sales
Hayes • District 1

Henry's Auto Sales Inc
Roanoke • District 3

Heritage Motor Co Inc
Virginia Beach • District 1

Hi-End Auto LLC
Appomattox • District 6

Hillside Motors Inc
Culpeper • District 7

HRFT Finance Inc
Portsmouth • District 1

Ike's Auto Sales
Pulaski • District 3

Import Service dba Chiefs Auto
Virginia Beach • District 1

J & R Auto Parts & Salvage Inc
Saxe • District 5

Jack's Auto Sales Inc
Winchester • District 4

Kenco
Harrisonburg • District 7

Kiser Auto Sales Inc
Stuarts Draft • District 7

Legacy Motorsports LLC
Chesterfield • District 2

Liberty Auto Inc
Roanoke • District 3

London Auto Services Ltd
Falls Church • District 4

Lynn Douglas Motor Co. Inc
N Chesterfield • District 2

MAACO Of Blacksburg
Blacksburg • District 3

Madison Motors
Madison • District 7

Martin's Paint & Body Shop
Amherst • District 6

Meek Motors LLC
N Chesterfield • District 2

Midway Auto Sales
Linville • District 7

Mike Witt Motor Sales LLC
Salem • District 3

MITS of Virginia
Waynesboro • District 7

MobilityWorks
N Chesterfield • District 2

Moss Motor Company Inc
Dillwyn • District 2

MTK Premier Auto Boutique
Richmond • District 2

My Car Outlet LLC
Mt Crawford • District 7

OverDrive Motors LLC
Warrenton • District 4

Overfinch North America Inc
Danville • District 5

Pay Here Used Cars
Hampton • District 1

Prestige Auto Group LLC
Portsmouth • District 1

Priority Buy Here Pay Here
Norfolk • District 1

Quality Auto Sales
Cedar Bluff • District 8

Quality Auto Source Inc
Tappahannock • District 2

Radford Universal Car Care Inc.
Radford • District 3

Richmond Truck Authority
Henrico • District 2

Royal Imports Inc
Roanoke • District 3

Saunders Motor Company LLC
Hampton • District 1

SNS Cars Inc
Front Royal • District 4

Snyder's Auto Sales Inc
Harrisonburg • District 7

Southside Harley Davidson
Virginia Beach • District 1

Spencer Motor Sales Inc
Vansant • District 8

Spencers Special Interest Cars
Rocky Mount • District 3

Stamper Auto Sales
Lebanon • District 8

Starr Motors Inc
Suffolk • District 1

State Line Auto Sales
New Church • District 1

Steele's Auto Sales
Lynchburg • District 6

T K Hughes Auto Sales Inc
Richmond • District 2

The Auto Connection
Norfolk • District 1

The Car Man Company
Henrico • District 2

The Salvation Army
Alexandria • District 4

Toms Truck Sales LLC
Bealeton • District 4

Top Motors LLC
Portsmouth • District 1

Truck World RVA Inc
Oilville • District 2

Ultimate Automotive Group
Winchester • District 4

Ultimate Cycle
Powhatan • District 2

Unique to Chic Auto Sales LLC
Orange • District 7

VA Beach Truck Center
Virginia Beach • District 1

Van Sales by Woodfin LLC
Richmond • District 2

Vans of Great Bridge
Chesapeake • District 1

Vehicle Acceptance Corp
Richmond • District 2

Virginia Auto Inc
Roanoke • District 3

Wagner's Used Cars
Palmyra • District 7

Watson Auto Inc
Galax • District 8

Wayne Talley Auto Sales
Lancaster • District 2

Whitesell Service Inc
Waynesboro • District 7

Woodbridge Auto Sales
Woodbridge • District 4

UPCOMING CALENDAR OF EVENTS



DISTRICT 6 MEETING

Monday, Jan. 13, 2020

DEALER-OPERATOR PRE-LICENSING COURSE - FREDERICKSBURG

Tuesday, Jan. 14, 2020 -
Wednesday, Jan. 15, 2020

DISTRICT 3 MEETING

Monday, Jan. 20, 2020

DEALER-OPERATOR PRE-LICENSING COURSE - DANVILLE

Tuesday, Jan. 28, 2020 -
Wednesday, Jan. 29, 2020

DISTRICT 2 MEETING

Tuesday, Jan. 28, 2020

DEALER-OPERATOR PRE-LICENSING COURSE - HAMPTON

Tuesday, Feb. 11, 2020 -
Wednesday, Feb. 12, 2020

DISTRICT 5 MEETING

Tuesday, Feb. 18, 2020

OTHER EVENTS TO LOOK FORWARD TO IN 2020

Spring Golf Retreat
Education Summit with Exhibitors
Recertification Course
Dealer-Operator Pre-Licensing
Course

REMINDER

ONLINE RECERTIFICATION COURSE

Take this course **at your own pace** at your home or work computer, iPad or even on your mobile phone. A Q&A review at the end of each chapter will make sure you are aware of **key requirements**. You will receive a **completion certificate** once you have finished the entire course.

After completion of your recertification, you may revisit your account to refresh your memory of any course material. You still have access to the instructor who can answer questions about the course content.

NEW REGISTRATION FEES & WEBSITE

VIADA Members: FREE plus \$25 fee for the MVDB
Non-Members: \$25 plus \$25 fee for the MVDB
NEW WEBSITE TO REGISTER for Online Course

www.VADealerRecertification.com

QUESTIONS?

Call 800-394-1960 or Email info@viada.org

UPCOMING VIADA BOARD MEETINGS



January 15-17, 2020
Richmond Hilton Downtown
501 Broad Street
Richmond, VA 23219



April 16-17, 2020
Kingsmill Resort
1010 Kingsmill Rd #5576
Williamsburg, VA 23185



July 9-10, 2020
Homestead Omni Resorts
7696 Sam Snead Highway
Hot Springs, VA 24445

October 2, 2020
Landsdowne Resort
44050 Woodridge Pkwy.
Leesburg, VA 20176

It takes a Member to get a Member!

As a VIADA member you know the benefits this Association has to offer. Share that success with fellow dealers. There is strength in numbers.

DID YOU KNOW?
When you join VIADA, you also have access to NIADA products and services.

MEMBERSHIP BENEFITS

EDUCATION

- Workshops: BHPH / Rental / Title & Registration
- Dealer Day
- The Virginia Independent News
- Used Car Dealer Magazines
- District Meetings
- Annual Convention & Expo
- VIADA Website / Facebook.com/info-viada
- Certified Master Dealer (CMD) Program
- www.VADealerRecertification.com

ADVOCACY / REPRESENTATION

- VIADA represents you AND your interests
- General Assembly Lobbyists
- Congressional Lobbyists
- DMV and MVDB Representation
- Political Action Committee

EXTRA PROFIT CENTERS

- Finance Programs/Manuals
- Service Contracts/Warranties
- Floorplans
- Rental Program
- Certified Program

INSURANCE & PROTECTION

- Dealer Bond
- Garage & Lot Liability
- Rental Fleet Insurance
- Privacy Policy Manual / Red Flag Rule
- Information to help you stay compliant with Federal & State Laws
- \$3,000 Accidental Death and Dismemberment / Health Discount Card / Child Safety Kits

SAVE \$\$\$

- Discounts on Dealership Forms
- Auction Card Discounts
- Access to Member Benefit / Associate Providers
- Advance Auto Parts & Fisher Auto Parts Discounts
- Membership and Services Directory

HELP HOTLINE & LEGAL COUNSEL

- Member Hotline... Immediate Answers to Complex Questions
- Access to Legal Consultation...VIADA retains an industry-knowledgeable Attorney
- One-on-One Consultation Discount

VIADA: LARGE ENOUGH TO SERVE, SMALL ENOUGH TO CARE!

MEMBERSHIP APPLICATION (PLEASE PRINT)

Dealer's Business Name _____ Date of Membership _____

Primary Dealer/Operator Mr. Ms. _____ Phone _____

Address _____ Cell Phone _____

City/State/Zip _____ Fax _____

Email _____ Dealer's License _____

Email 2 _____ Date of Birth _____

Web Address _____

Payment Annual Dues (includes National, State & Local), \$325.00 Auto Renew My Annual Dues

Voluntary VIADA Political Action Committee Contribution, \$25.00 (optional)

Check (payable to VIADA) Cash Visa MasterCard Discover Amex

Total enclosed _____

Credit Card No. _____

Expiration Date _____ Sec. Code _____

Billing Street Address _____ Billing Zip Code _____

Recommended By (Current Member) _____

Signature _____



Virginia Independent Automobile Dealers Association
4700 Thoroughgood Square
Virginia Beach, VA 23455
(800) 394-1960 | info@viada.org

SAVE THE DATE

VIADA 2020 Convention & Trade Expo
October 2-4 • Landsdowne Resort and Spa, Leesburg, VA

