

Carousel Epistles III
2021

These are memos that I have written over the years to all my clients.
I thought that I should package the important and still relevant ones into one place.
This is that place.
The memos are listed newest to oldest.
For memos dated before 2021, please see Carousel Epistles I and Epistles II.

Here are the titles of the documents to be found below.

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12/24/21 – Washington Sales Tax on Vehicles

I have had a discussion with several clients recently about sales taxes in Spokane county. This discussion applies to some other counties as well, including Lincoln, Grant, and Yakima, where Carousel has clients.

The following document lists sales taxes for motor vehicle dealerships in Washington.

https://dor.wa.gov/sites/default/files/legacy/Docs/forms/ExcsTx/LocSalUseTx/MVETLSUFlyer_21_Q4.pdf

For Spokane city and Spokane Valley, the data is

| | | | | | | | |
|----------------------|------|------|------|------|------|------|------|
| Spokane (City) | 3210 | 3270 | .025 | .024 | .065 | .090 | .089 |
| Spokane Valley | 3213 | 3273 | .024 | .023 | .065 | .089 | .088 |

The first field is the sales tax code for your location (3213)

The second field is the special sales tax code for vehicles (3273)

The third and fourth fields are the local rate

0.024 is the add on to the state rate for bubblegum and other non vehicle items

0.023 is the add on to the state rate for vehicles

The fifth field is the state rate (0.065 for all counties)

The sixth field is the total sales tax rate for bubblegum(0.089)

The last field is the total sales tax rate exclusive of the 0.03 motor vehicle add on for vehicles (0.088)

Which means for Spokane Valley, the total tax rate with the motor vehicle add on for a vehicle is 0.091.

Spokane city is 0.001 higher, so it is 0.092.

For some crazy reason, Spokane County gives dealerships a 0.01% discount on their sales taxes. I have no way to know why this is. It just is.

All this stuff gets entered on your Sales Tax and B&O report that you do either monthly or quarterly.

A Spokane Valley dealership would enter his values under two different tax codes

3213 for warranties and any other non vehicle sales that are taxable.

3273 for vehicles

And then there is an area for the 0.003 extra tax on vehicles.

The Carousel 900 report should give you pretty good guidance on what your numbers are.

12/6/21 – Idaho Dealers Out of State Sales Tax Question

A client recently said that when he is selling a vehicle to an out of state customer, and when he sets the quick quote sales tax to 0, that it still bills non zero sales tax on the Doc fee.

In Washington, if a Washington dealer sells a car to an Idaho customer, even though he does not bill sales tax on the car, he must bill sales tax on the doc fee and submit that fee to Idaho.

So I assumed that the greedy Idaho tax man would want to bill sales tax on the doc fee for a vehicle sold to a Washington customer, even if not on the vehicle itself.

To find out what the real story was, I asked the Idaho tax guys.

I got the following answer:

=====

No. Idaho includes documentation fees in the taxable sales price of a car, however a documentation fee wouldn't be taxable in Idaho unless it is required as part of the sale of tangible personal property. Since the customer will be taking the car to Washington to pay tax, we feel that we can't tax the documentation fee because it is no longer attached to a taxable sale of tangible personal property.

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Idaho State Tax Commission | Taxpayer Resources Unit

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=====

So my client was correct -- Quickquote should not be billing sales tax on the doc fee for out of state vehicles.

My first thought to fix this was to create an extra sales tax entry box, as the Deal program has. But there is no real good place to put that, and it will confuse people (as the extra box in the Deal program does).

So now, I have modified the Quickquote program to link the two sales taxes together. If you zero out the vehicle sales tax, either manually or in the defaults, then the doc fee sales tax will zero out also.

If you are wholesaling a vehicle in state, there is no sales tax on the vehicle. There probably would be on the doc fee to a wholesale customer, but I presume that you do NOT have a doc fee on wholesale deals.

This answer does suggest that if you are billing sales tax on the vehicle for an out of state customer, that the doc fee should be in there also ("taking the car to Washington to pay tax").

This would probably only apply when there is a bank involved in the transaction.

I have not modified the Deal program. It already does have the two boxes. So if you start the deal with the Deal program, and sell to an out of state customer, zero out both boxes.

To make things a little simpler, zero out the Regular Sales Tax item in the Defaults screen of the Admin program.

Note that this affects only Idaho dealers.

Let me know if you want me to download a revised quickquote program to you.

11/9/21 – Carousel and Microsoft Office

If you use a word processor or a spreadsheet, chances are it is Microsoft Office. Which is very expensive.

If you want to use similar tools, but for *free*, there are alternatives.

Open Office and Libre Office are very good choices.

And there is also Google Docs, which is helpful if you want to collaborate when using these tools.

I have used Open Office for years.

I have the very similar Libre Office on one of my computers, but have not used it as much.

And I have used Google Docs, but only a little.

If you would like to see an article that compares Microsoft Office and Libre Office, please see

<https://www.howtogeek.com/764727/libreoffice-vs-microsoft-office/>

Note that these tools are compatible but not identical.

Google Docs is the most incompatible.

They all require a learning curve since their user interfaces are somewhat different than MS Office.

They can all read and write Word, Excel, and Power Point files (mostly).

They are good enough such that I do not have a recent copy of Microsoft Office on any of my computers.

8/20/21 – WSIADA Eastern Education Fare

WSIADA (Washington State Independent Auto Dealers Association) has held summer conferences for as long as I can remember. Most of them were in far off places, but the last few have been in Spokane, for Eastern Washington dealers, and then another one someplace on the Wet Coast for those guys. This year it was a one day seance at the Doubletree hotel next to the convention center. Last year it was zoom only. Next year it will again be a multi day event at Lake Chelan for both East and West dealers.

Usually there are several of my clients attending. This time there were only two. You should realize that attending this thing gives you five hours of education brownie points.

They have a bunch of guest speakers on various topics. I am not a dealer, so what I am interested in might be different than what a professional dealer would care about. I would like to provide some notes on what was said. My notes from previous fairs can be found on our web site, carouselsw.com, epistles section.

The new WSIADA Executive Director Brian Dassel was introduced. He grew up in Eastern Washington, was in car sales, then got into politics and got elected as a state senator [R]. When the WSIADA ED died last year, Brian got the job.

Session 1: politicians

Since Brian was in the state senate, he knows all kinds of local politicians. So he invited Spokane county commissioner Josh Kerns, and Spokane city councilman Michael Cathcart, to give a talk about how WSIADA can make a difference when such legislation comes up in city, county or state bodies.

Spokane county has 2500 miles of roads, which is why they are not all plowed by 8AM after a major snowstorm. Amazon brought in 5000 jobs at its three locations, and there are more than 3300 other jobs that depend on those jobs. Which is why there is such expensive housing. But all those people need a car to get to work. A discussion was held on the effects will be of lifting the rent moratorium.

Session 2: Assistant Attorney General Mark Worthy, by phone.

He listed a bunch of items where their office gets complaints about car dealers.

- Failure to honor an advertised price.
- Advertised car not available.
- Selling above an advertised price.

He talked at length about what you cannot do in your advertising.

- Cannot advertize an item on sale if it was never for sale at a higher price.
- No teaser payments that get jacked up after a short time.
- Actually have to have the vehicle available.

- Social media advertising has the same requirements as media advertising.
- Disclosures must be clear, conspicuous, and obvious.
- Even if you did not intend to deceive in an ad, If the ad has the Capacity to deceive, the state will be very unhappy with you.

He is not a big fan of AS IS buyers guides. You are asking the customer to waive their Implied Warranty of Merchantability. So he requires that you assure that the customer knowingly agrees to what he is giving up, and gives explicit consent. He said something about the customer having 90 days to get a warranty. He really prefers that dealers use the Implied Warranty version of the form. Note that this is a little different from what they said two years ago, when at that time use of the As IS form had to be an actual negotiation.

Some dealers tell their customers that the Patriot Act requires even cash buyers to go through a credit report. It does NOT. But you must get a valid ID if the purchase is over \$10K. (My note – you also have to fill out Federal form 8800 if it is in the form of a suitcase of cash.)

Session 3: Washington Retail Association

This is an organization that will help you with L&I issues, and sometimes even get you a kickback from your L&I payments. Sales pitch.

Session 4: Shepard Insurance.

Todd Shepard shows up at every one of these things, and writes articles in the Front Line newsletter. In this talk, which was Very Interesting, he talked about all the stuff that your standard dealership insurance does NOT cover, but he happily has answers for most of those issues.

- Unaccompanied test drives – if you hand the keys to a customer, and that customer takes off, it is NOT theft, at least as far as the insurance coverage is concerned. You should get a copy of the customer driver's license (and make sure that it actually belongs to that person), their insurance card, sign a demo permit.
- Vandalism - people stealing catalytic converters, damage to cars on your lot.
- Key Boards – keep them hidden and locked. Each key is considered a separate theft for deductability purposes by the insurance company, and so a separate deductible kicks in for each key.
- On line scams – when you sell a car on line to somebody you never see, and the check bounces.
- Employee Fraud – if they use your insurance card after they quit or are fired. Take them off the policy.
- Employment Practices – discrimination, harassment lawsuits for things that used to be considered SOP.
- Cyber Liability – ransomware, theft of data, harm to reputation.

Session 5 – Department of Revenue, Ken Krous

This guy is now the assistant director for the state DOR auditing.
They are here to help you...

Spent a lot of time on B&O taxes. There are 40 classifications, and 12 rates. You cannot bill the customer for this tax. It is on gross receipts.

- You get an exemption for an out of state sale ONLY if you actually deliver, or have delivered, the vehicle to an out of state location. Selling to a Native American does not get you a B&O tax exemption, even if you deliver to the reservation. That just gets you a sales tax exemption.
- A dual resident of Washington and another state still generates a B&O tax, even if delivered out of state.
- Keep all the documentation for 5 years – Buyer and Seller delivery forms, drivers license, trip permit (to show that the vehicle actually goes out of state, therefore no sales tax).
- Trade ins have to be of like kind to get a sales tax offset.
- No sales tax offset if trade in is Leased, because the customer does not own the vehicle.
- Offset limited to value of purchased vehicle – no negative numbers.
- Truck with slide on camper is a truck for like kindness if sold as a unit.
- Something about farm machinery, but I missed it.
- No double deductions.
- Clean fuel deduction – I wrote a memo on this last year.
- There is now a hydrogen fuel cell deduction, but only for the first 650 vehicles sold in Washington, so Carousel is not going to put code into our systems for that possibility.

Session 6: 321 Ignition

This company's talk was by a lady with a bit of an accent that talked 300 miles an hour. What I was able to understand was that most (young) people now surf websites on their phones, not on a computer with a big monitor. Her company will help you design your web site so that it is phone centric. Sales pitch.

Session 7: New regulations by DOL, presented by Rick Olsen of WSIADA

- The odometer disclosure statement can now *optionally* be signed electronically within the License Express process. DOL still prefers the hard copy green form with the serial number.
- Note that there is a 20 year requirement for odometer statements starting from 2011 vehicles. 2010 and earlier still have the 10 year requirement.
-

House Bill 1049 passed this year and generated some new stuff.

- You can now do the paperwork offsite. The R&R LAW553 form has been changed to reflect that. There is no customer right to cancel when you do that now.
- 45 day permit only valid for Washington customers. Out of state customers have to have a 3 day trip permit. A dealer can sell a customer Three 3-day trip permits, so that the out

of state buyer can tour our wunnerful state. Do NOT need these if the vehicle is being shipped out of state right away.

- Cannot use dealer plates for customer use, like lender vehicles. They are reserved for employees of the dealership only.
- WSIADA has two helpful forms that let customers test drive a vehicle with dealer plates. The Dealer's Permit for Demonstration (Carousel form 80170) and the Test Drive Agreement (80180). The Permit is for when the dealer accompanies the customer on the Test Drive. The Agreement is preferred because there is more legal clout if a tree walks in front of the car during the Test Drive. (Carousel does not have scanned versions of either form, due to copyright issues.)
- There is a Contracted Place Search function in License Express that will look title related information (clean title or branded/salvage/totaled titles, any liens, and registered owners). This costs \$2 / search. Also tells you about Ghost Liens.
- Dealership license moving can now be done by email. This is being done a lot because of Covid issues. This is for new dealers, and existing dealers moving to a new location. NOT for off site sales.
- Because of the license plate shortage (Rick says this is due to a lack of metal, I have heard that covid stopped production of plates) the DMV offices have a process to provide a secondary 60 day permit to allow the dealer to obtain plates when available. Truck plates appear to be available.

8/5/21 – Licence Plates

Recently, a Washington dealer was told by a DMV subagency that he can no longer bring in paperwork to the DMV to get license plates until 30 days after the vehicle is sold. He was told that this was a new state law.

I checked with WSIADA, and they said heck no, no way.

They suggested that this was due to a license plate shortage (see link below) and when the dealer asked the subagency about that, they blushed and said yeah, that was the reason, as they looked at the ground and fiddled with their paperwork.

The license plate shortage is true. Apparently there are not enough crooks in our prisons to make the needed plates, so the state is looking for crooks in other states to help out.

According to WSIADA,
"The Subagency can issue paper plates in lieu of the permanent plates".

Please see
<https://www.wsiada.com/DealerAlert/statewide-license-plate-shortage-workaround>

You might be interested to know that in England, local companies generate license plates, not the government. I imagine that over there all the crooks get their heads chopped off instead of doing hard time behind a plate making machine. You just walk down to your local plate store and say "give me the blue one" or something. And if you have a trailer, it has to have the same license plate number as your pulling vehicle.

8/1/21 – Global Credit Union and the LAW Form

Global credit union has pointed out to one client that they do not like one piece of the LAW forms that Carousel prints out.

Specifically,

IF you sell Gap insurance

THEN

- a) the program has the customer sign on a box in the right center of page 1
- b) the price of the insurance is in line 4c of page 2
- c) AND the gap insurance is listed under Other Optional Insurance on the right side of page 2.

It is this last item (c) that they object to.

The customer has agreed and signed on page 1.

So, the bank asserts that there is no reason for them to agree and sign all over again on page 2.

They want the stuff on the right side of page 2 taken out.

I have done this for the client that is getting grumped on.

As I eventually get around to doing updates on your systems, I will apply this change then also.

HOWEVER, if you do not sell gap insurance, you can ignore all this.

OR if you don't use Global credit union, for now you can ignore all this.

BUT if you do sell gap, and do use Global, maybe you would want me to send you this update sooner rather than later.

6/23/21 – Teamviewer Client tools.

Teamviewer is the software that Carousel uses to dial into our client's systems when they need our help. It has been around since 2005, and every year or so they add a new feature or two, and bump their Version number. The current version in mid 2021 is Version 15.

Carousel started using Teamviewer around maybe Version 5. Since we pay an arm and part of a leg for this software, Carousel gets updated when the versions change. When we started, Teamviewer said that the version you buy will work forever. And that the version that Carousel has will always be able to communicate with an older version on the client side. Well, that might not be completely accurate.

Carousel generates a custom version of Teamviewer to deliver to our clients. When you click the horsy with the telephone in its chest on the Splash screen (the screen with all the horsies), that launches our custom version of Teamviewer on your computer. When you give us your ID and password, we can then make the connection to your computer. We have updated that custom client software tool a couple of times, but what you are currently running is we think Version 11. But since Carousel has Version 15 running, and newer versions can communicate with older versions, all is good.

Until it isn't. Soon, maybe at the end of this year, V11 will no longer be supported by Teamviewer. Which means we have to deliver a V15 custom tool to all our clients.

So, no problem. Except, remember those changes they make every year? Well, this year they fiddled with the client side, and made it almost unusable. The old versions had the client tell Carousel an ID and a password, and Carousel could then make the connection to the client's computer. But Teamviewer is used primarily by huge corporations, with gobs of tech support people, so they made the client side simply broadcast a Session ID (eg a value unique to Carousel) and our Carousel software is supposed to look for anybody broadcasting that Session ID, and connect to it. That way any one of the gobs of tech support people in a big company could connect automatically to whatever random client that needs help.

For companies like Carousel, with only two support people, it is a real PITA. Fortunately, there is another option that looks pretty much like how the old system worked. And that is to grab the Quick Support module directly from the Teamviewer web site and distribute that. With that module, you tell us the ID and password as before, and everything connects.

So, the next time we do a complete update of your systems, we will install Both of these client tools – the custom one, and the generic one. The Splash program will have the capability of selecting which tool to use. By default, we will configure the generic tool for most of our clients. For those clients that, due to their security concerns, do not want to give us a password (eg Ryan), we will configure the custom (eg Session ID) version.

It may be that Teamviewer will kill support for the old version of the client tool before we can

get around to updating everybody. In that case, we will walk you through the method to start up Teamviewer from their web site directly.

3/30/21 – Deposit Receipt for Purchase with Forfeiture Provision

I want to announce that we have created a new form, Deposit Receipt for Purchase with Forfeiture Provision, that is available to all our clients. It does the same thing as the WSIADA Deposit and Forfeiture Agreement. But that one is copyrighted, and I cannot just scan and deliver that form. I have created from scratch our form, and then had it blessed by our lawyer. If you would like to have this form available to your system, let us know.

Speaking of all that, I am not sure that everybody knows all the forms that we have available in scanned format. I update our web page (carouselsw.com) every time we modify or create a form, but somehow I believe that not all of our clients are looking at our web site daily to see what is new. We have scanned versions of all the public domain government forms (for Washington and Idaho, and title apps for Montana, Missouri, and Oregon). And we have created a lot of forms ourselves.

I wanted to make an arrangement with WSIADA to scan their forms, and they (three different executive directors) said it was a great idea, but once they talked to their lawyers or somebody I never heard from them again. So starting several years ago, I decided to create our own unique forms, and have (most of them) them blessed by our lawyer (at considerable expense). We now have pretty much every form that a small dealership would need, such that we are telling our new clients not to buy a hard copy printer any more, just a laser printer.

So, just to update you on what is available, here is a list of forms that Carousel has created:

- Purchase Order for Washington (both with and without financing information)
- Purchase Order for Idaho (both with and without financing information)
- Both of the above have two pages of lawyer stuff attached.
- Customer Recap
- Wholesale Purchase Order
- Dealer to Dealer (may be obsolete)
- Due Bill
- Loan Contract (for buy here pay here) for Washington
- Loan Contract (for buy here pay here) for Idaho
- & & & Both of the above have four pages of lawyer stuff attached

- Authorization for Credit Card Use
- Authorization for Payoff for a bought car
- Authorization for Payoff for a tradein
- Agreement and Acknowledgement of Goodwill Service
- Consignment form
- Disclaimer of Warranties / Implied Warranty (combined on one page)
- Disclosure Form for Recalled Autos
- Bill of Sale
- Customer Choice
- Deposit Receipt for Purchase with Forfeiture Provision

- Envelope for holding Deal Information
- Homeland Security statement
- Non Resident Affidavit (probably obsolete)
- Notice to CoSigner
- Promissory form to pay down/Insurance
- Promissory form to pay pickup payments
- Proof of Insurance
- Receipt for Down Payment
- Receipt for Total Payment
- Receipt for Pickup Payment
- Self Finance program generates a receipt for a payment made there
- Recondition Report
- Request for Payoff Information on a trade in
- Risk Based Pricing Notice(s)
- Salesman report on a Customer (3X5 card size)
- Salvage Title disclosure
- Various credit union membership applications

In addition to those, and to the government forms for Washington and Idaho, there are two forms that we have available from third parties that you would have to pay for:

- Washington Odometer Disclosure (about ten cents)
- R&R LAW Bank Contract (for both Washington and Idaho) (two bucks)

And R&R has a proof of insurance form that a lot of client use that is available in scanned form, but I have not yet done the work (mostly groveling) to get that form into my system.

If you are interested in using any of these forms, let us know and we will set you up. Future created forms will be announced both on our web site and with a gang email.

3/17/21 – Idaho form 3337

I have had several Washington dealers grump about the \$14 title fee that Idaho charges when they do the paperwork for an Idaho customer. I have been told that a) there is no such fee, and/or b) even if there is, the Dealership does not have to collect it.

My job is to do the paperwork correctly, according to what the States want, and not what a dealer that has been listening to rumors from other dealers at the auction seem to think is correct.

SOOOOÂ I called the great Gem State's Idaho Department of Transportation to see what the correct answer is.

And the answer is, a) the \$14 does still exist, and b) the dealership is supposed to collect it.

To be specific, if anybody wants to argue about it, don't yell at me, please call

208 334 8663 and ask for Connie in the title department.

(That is not my Connie, that is some other Connie. Who happens to do title stuff. Small world.)

SOOOOO relative to form ITD 3337 section 7, which just came out with an update dated 3/21, I am adding the total sales tax due to whatever you put into the Filing Fee box (just to the right of the License Fee box) in the Deal screen.

For Idaho customers of a Washington dealership, that value should be \$14. And That is what I default that value to.

If you put a zero in the filing Fee box, I will add that zero , but the bottom line on the form will be wrong, and it aint my fault when somebody complains about the math.

I asked if I could XXXX out the \$14 value hard wired into the Title Fee entry for Section 6, and I was told that the Dealership can cross that value out with a big red pen, but I, the software guy, cannot, because the customer needs to know that the Dealer is going to make the customer fork over the extra \$14 when he goes to get his title work done at the DMV.

2/22/21– Permits and Endorsements

Well, I just learned something last week that I suppose all of you know, or are supposed to know, but I didn't. I got this from WSIADA, who teaches the dealer intro courses.

Since it affects my software, I need to let you know that there will be minor changes to the Inventory, Dealer, and Admin programs. This does not really affect most of you, so there is no need to make a mad rush to upgrade your software at this time.

It has to do with Dealer Permits, or sometimes called Endorsements in Washington.

Carousel's software needs to know what permits you have, so that when you fill out certain government forms, it chooses the correct one from the seven different ones that are available in Washington. This information is entered into the Dealer table in the Admin program.

I had been doing the following selections:

Retail Dealer -- almost anything motorized

Wholesale -- no longer given out, but those who had one prior to 2012 can still have them

Motorcycle -- included ATV and Mopeds

Trailer -- anything not motorized

Vessel -- boats

ORV -- not implemented

Snowmobile -- not implemented

Well, it turns out I got a couple of them wrong.

What I called Motorcycle, but is in fact really called Miscellaneous, includes motorcycles, but also boat and horse trailers and utility trailers. These are NOT included in what I was calling Trailers. What I called Trailers, is really only Travel Trailers (like Airstreams and 5th wheels). Boat trailers, as noted above, go under Miscellaneous.

So, I will be renaming the permit names in the Dealer screen of Motorcycle to Miscellaneous, and Trailer to Travel Trailer.

I will move Boat Trailers to Miscellaneous.

And just Trailer to Miscellaneous.

And add a new class of Travel Trailer to the list of vehicle types.

So, if you are selling boats, you might want to be sure you have both a Vessel endorsement and a Miscellaneous endorsement. if you are selling RV Trailers, then you need the Travel Trailer endorsement.

And, of course, to make all this even more interesting, these classifications have nothing to do with the sales tax offset stuff.

In that case, all motorized vehicles are in one class, boats in another, trailers in another, and snowmobiles in another.

2/6/21 -- Leinholder Payoff for Bought Car

Lets assume somebody comes to your dealership with a car that he wants you to buy.
And it still has a payoff.

You need some sort of Leinholder Payoff form to present to the bank.
I have a number of payoff forms for tradeins, even a Carousel one (80056).
And now I have one for buying a vehicle off the street (80057).
However, entering the data for it is a little complex.
So, of course, I generated a video on how to do this:

https://www.youtube.com/watch?v=1YfcIGv_OSc

Let me know if you think you would need this form, and I will set it up for you.
You will need to have an InventoryS program dated 2/6/21 or later.

See the About box for this date.

2/3/21 Green Vehicles Tax Exemption

I have been informed by a client that in 2019, the State of Washington provided a sales tax exemption for certain Green Vehicles.

There are some rather interesting documents on the Washington gov web site about this:

The following is a short explanation about this exemption:

<https://dor.wa.gov/print/498860>

The following is a much longer document, which happens to be a PDF:

https://dor.wa.gov/sites/default/files/legacy/Docs/Pubs/SpecialNotices/2019/sn_19_CleanAltHybridExmpt.pdf

The following is a web site that tells you which makes and models of vehicles are eligible for this exemption:

<https://data.wa.gov/Transportation/Vehicle-Models-Eligible-for-the-Washington-State-T/aug9-4a7g>

For those eligible vehicles to claim the exemption, they must sell (before any trade ins) for \$30K or less.

You will get a maximum of \$16K exemption.

Which means that vehicles that sell for \$15K are exempt, for \$17K will pay tax on \$1K, and for \$31K will get zippo.

This exemption lasts till July of 2025.

So, if you have been selling electric, plug in hybrid, or some other clean alternative fuel vehicles, you can give your customers the advantage of this sales tax exemption.

I have made several modifications to the Carousel InventoryS, Deal, Quickquote, and Admin programs to honor this function.

It was rather complicated to implement, and for you to take advantage of.

So, of course, I have generated a video on how Carousel works with this:

<https://www.youtube.com/watch?v=fbjY1ckAQMA>

You will need copies of the InventoryS, Deal, QuickQuote, and Admin programs with build dates no earlier than Feb 3, 2021 for these features to work. If you let me know that you are interested, send me an email and I will get you set up.

If you have sold such vehicles already, and collected sales tax on them, the vehicle's owners can apply for a sales tax rebate.

I have made these changes to the best of my knowledge, but some of this was confusing.

So if you are going to have Carousel calculate this for you, you need to review the deal screen and any forms printed for such deals.

1/26/21 – Sales Tax and the 900 report

IF you are using our report 900 to fill out your Sales Tax and B&O report, there is an important issue that you need to be aware of.

And that is, the 900 report gets its sales tax information from the Sales Tax Database Table, NOT from the Sales Tax Defaults.

The Sales Tax Defaults provide the Deal program the sales tax information for this very instant when you are selling a vehicle.

The Sales Tax Database Table provides a chronological history of sales tax changes.

If you only wanted to run the 900 report for this month, for instance, then either source would be OK.

But lets say that the sales tax changed on Jan 1 of this year and went up by 0.1%.

If you do not change the Sales Tax Database Table, and you run report 900 in February for January's sales, the report 900 will continue to calculate based on the previous years values. But the Deal program did generate the correct numbers (since you probably did change the Sales Tax Default values).

The end result is, you collected the taxes based on the extra 0.1%, but you REPORTED the values based on the previous tax rate. (Or even worse, a rate previous to that maybe.)

April of 2019 was the last time that the sales tax changed in Spokane.

Such changes occur all the time, and the govmnt puts out a document each quarter listing those changes, if you did not already know about them from the newspaper. If anybody reads a newspaper any more.

Anyway, in March of 2019 I put out a memo to all our Washinton clients describing how to change your sales tax information in Carousel.

I am attaching that memo to this document. Note that the memo talks specifically about that tax change in Spokane, but the procedure is valid for any change in any county in Washington.

I urge you to make sure that the values in that table match up with the correct historical values, at least for the last few years.

Especially if you rely on our Report 900 to fill out the Sales Tax and B&O Report for Uncle Jay.

1/12/21 – DealScans

The Deal Scans utility has been around since 2013, but only two clients are using it. I think that is because our other 68 clients do not know about it.

This program helps you scan all the documents, including forms, bills, driver's licenses and whatever else you want as long as it is in PDF format), save it away on your server, and easily retrieve these documents using the Deal program's Forms page. That way, once you put a sold car's deal jacket into your filing cabinet, you can forget about finding it there and pull up anything you need in the future using this tool.

The following short video will tell you more about it.

<https://www.youtube.com/watch?v=P1F4A0aFkJs>

1/11/21 – New Odometer Rules

I have had a question about the odometer changes that occurred Jan 1 of this year.

From <https://www.nhtsa.gov/press-releases/odometer-disclosure-requirements-change>

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The U.S. Department of Transportation’s National Highway Traffic Safety Administration is reminding consumers that, starting January 1, 2021, odometer disclosures will be required for every transfer of ownership for the first 20 years, beginning with Model Year 2011 vehicles. Model Year 2010 and older vehicles will continue to be subject to the previous 10-year disclosure requirements and thus are exempt from extended Federal odometer disclosure requirements.

The U.S. fleet of vehicles is, on average, older than ever, and NHTSA finalized this rule late last year to address an increase in odometer fraud involving older vehicles.

Model Year 2011 or newer vehicles will only be exempt from the odometer rules after 20 years. To comply with Federal law, anyone transferring ownership of a Model Year 2011 or newer vehicle will be required to provide an odometer disclosure to the new owner.

Model Year 2010 and older vehicles will continue to be exempt from federal odometer disclosure requirements. Sellers of Model Year 2011 vehicles must continue to disclose odometer readings until 2031.

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So, it is NOT true that as of this year you have to have an odo statement for all vehicles 20 years or older.

This year it remains at 10 years.

Next year it will be 11 years.

Then that keep bumping until 2031, when it flattens out to 20 years at that time.

So, the thing to keep in mind is: 2011 and newer, at least for the next 10 years.

For those of you that have only rarely used an odometer statement because your vehicles are mostly 10 years old or older, that means in the coming years you will have to use this document more and more. I want to remind you that WSIADA now has a laser printer version of the Washington odometer statement, so that you do not have to keep your clunky Okidata printer to print these things, or to do them by hand. Carousel can set you up to use these laser forms when you get them.

1/2/2021 – Inventory Display

The Inventory Display program, AKA the Yellow Horsey, has a lot of functionality that most of our clients are probably not aware of.

So, I have generated a 7 minute video to show off all those neat things.

Please see

<https://www.youtube.com/watch?v=JcvSInq-CbA>

Or, of course, you can always go to our web site
carouselsw.com/clients
and find a link to this video (and all our other videos) there.

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1/9/2021 – Inventory Display update

A client requested a couple of changes to the Inventory Display program after seeing my video of a week or so ago.

Specifically, the ability to print the reports in a bigger font, and to double space the printing. Those were fairly easy things to put in, and it is now available for download if you want it.

To see the changes, please see

<https://www.youtube.com/watch?v=otu3m72bTDs>

and go to the 6 minute 30 second mark.

