



TNIADA TODAY

2022 Summer Newsletter
for TN INDEPENDENT AUTO DEALERS ASSOC MEMBERS

Dealer Resources:

Safeguarding and Compliance Online Training:

Offered by Texas Independent Auto Dealers Association, this web based training is only \$75 for the qualified user (manager/owner) and \$49 per employee, Discounted to \$40 for 10+. For information: teresa.orkun@txiada.org

Employee Retention Tax Credit :

Do you need assistance to make sure you understand the ERTC? The federal government signed into law in March 2020 for small business owners. Contact TNIADA member: Kelly Marsh, CPA at KNmarsh6@gmail.com

NEW AUCTION PARTNERS on the TNIADA App

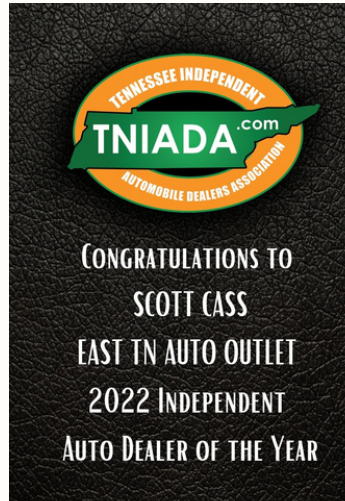
- ACV
- Carolina Auto Auction
- E-BLOCK
- Manheim Atlanta
- Manheim GA
- Manheim Rome

Welcome to TNIADA!

**TNIADA grows to 200
members, Join today**

Karenbrown@tniada.com
TNIADA.com

2022 TN Quality Dealer of the Year



Make Plans to Attend:

- TNIADA is co-hosting a Retail Lender Networking Event DAA East TN Johnson City with PEAK Performance, this Tuesday JULY 12 on "preview day" at 4pm Eastern. Over 15+ lenders will be there to help dealers maximize lending before sale day, July 13, [see flyer on page 2 or contact Karen Brown or DAA East](#)
- Q3 Middle TN Town Hall & Business Match Making -Sept 2022 will be held at MANHEIM NASHVILLE BHPH Recovery Panel and lunch provided after the auction

**The Carolinas- CIADA conference is in
Myrtle Beach, South Carolina August 4-7, 2022**

SPECIAL RATE FOR TNIADA MEMBERS
Get a full access pass to convention for only \$199
[See flyer on page 3, Apply coupon code](#)

TNIADA2022
Register with the QR Code on flyer/website



Join us for this training opportunity brought to you by TNIADA!

Register Now!

ATTRACT MORE LENDERS!

Facilitator Pete Yeo explains how PPT can help!

Retail lenders will be in attendance for intros/discussion:

Lenders: C&F Finance • Cap 1 • Car Capital • Carolinas Financing • Citizens and Loan • City Employee • Consumer Credit • Credito • Dealers Finance • Gateway Financial • Lendmark Financial • Lentegrity • Lowland FCU • Market • Members First • One Main • PFS (Pro) • Tennessee Connect • U of T FCU • Solera Auto Finance • Superior Finance

Floor Plan Lenders: Auto Bank • Automotive Dealers Finance • Car Bucks • Cars Financial • City Auto Finance

Make plans to network with retail lenders to grow your business on the afternoon of Tuesday the 12th, Preview Day, while you review the inventory. There will be a short program at 4 pm with food afterwards (RSVP is appreciated but not required, for food arrangements).



Kindly sign up with the DAA Sales Team, front office, or Karen Brown at 931-265-6143.

July 12, 2022

4 to 5 pm

(Sale date is July 13)

DAA of East Tennessee

207 Princeton Rd

Johnson City, TN 37601



ACV is offering \$350 off fees for first time TNIADA member-dealers See details for discount Found only on TNIADA app coming in July 15, 2022



Coming soon:

- Online Associate Directory
- NAAA Guidelines Review at DAA CHAT
- Clarksville Dealer Day
- Membership Certificates
- Online Trainings

Karenbrown@tniada.com

Reminder:

STATE OF TENNESSEE DEPARTMENT OF REVENUE Vehicle Services – Drive Out Tag Change

This year, the Tennessee General Assembly passed a law (Public Chapter 734) that increases the temporary dealer drive out tag, from 30 days to 60 days. The state fee for the dealer drive out tag will be \$6.50 plus the EZ tag processing fee. The EZ Tag system will reflect this change beginning July 1, 2022.

The EZ Tag System was mandated in November 2021. To participate in EZ-tag program, dealers are required to create a user account. To sign-up for EZ- Tag, visit www.EZDealerTags.com. If you need any assistance signing up or have any questions about the new process for issuing dealer drive out tags, please contact us at 615-532-1137 or at <https://revenue.support.tn.gov>.

Vehicle Services Division

Only \$199 Conference Rate for TNIADA Members, Register Now



Tennessee Dealers Welcome!

We're offering a \$300 discount

to all TNIADA members!

Get a full access pass to
convention for just \$199

Apply coupon code

TNIADA2022

when you register with the QR
Code below!



JOIN THE BIG LEAGUES AUGUST 4-7, 2022 MYRTLE BEACH, SC



Luke Godwin

3rd generation car dealer,
CIADA Past President, Certified
Master Dealer, and the 2016
recipient of CIADA's Quality
Dealer of the Year.



Lyamen Savy

CEO and founder of 321 Ignition,
a well-known industry leader with
a long track record of marketing
breakthroughs.



Tracy Myers

Certified Master Dealer, CIADA
Past President, Quality Dealer of
the Year Award winner, and
Co-founder of Unfair Advantage
Automotive Mastermind Group.

67TH ANNUAL CIADA CONVENTION

Get the home team advantage! Learn from the
pros at the 67th Annual CIADA Convention &
Expo in Myrtle Beach! This event is an intense
and highly interactive learning experience
designed specifically for the automotive industry.

REGISTER HERE:





LEVEL
UP



Join the club



TN Independent Auto Dealers Assoc.

1. 40+ AUCTIONS EXTEND A SAVINGS OFF BUY/SELL FEES EVERY MONTH
2. DEALER EDUCATION + SUPPORT

Not a Member YET?

only \$295 for 12 mo.



"NEW"
FREE & EASY
APP
download/register



NIADA

- ✓ Access to 20 GROUPS
- ✓ National Benefits Program
- ✓ Visit: niada.savings4members.com
- ✓ Your TN Membership includes the NIADA Membership

Q3 Middle TN

Town Hall &

Business Match Making
will be at Manheim
Nashville in Sept.

join, connect & save.

*Dealers: Pay attention
to special offerings
on TNIADA APP
from Affiliate members
auctions partners*

TN Auction Savings Program:

GET \$50 discount off

Buy or Sell fee,

EVERY AUCTION

EACH MONTH at

over 40+ auctions

Abingdon Auto Auction - Virginia
Adesa - Nashville
Adesa - Birmingham
Adesa - Knoxville
Adesa - Memphis
Adesa - Orlando
Adesa - Shreveport
America's Auto Auction - Birmingham
America's Auto Auction - Atlanta
America's Auto Auction Inc. - Pensacola
Anaheim Auto Auction
Auto Auction Inc
BAMA Auto Auction
*Carolina Auto Auction - \$100 off quarterly
Central Arkansas Auto Auction
Charleston Auto Auction
Clarksville Auto Auction
DAA - Chattanooga
DAA - Columbia South Carolina
DAA - East TN
DAA - Huntsville
DAA - Jackson Mississippi
DAA - Memphis
DAA - Mobile
DAA - Murfreesboro
*Dixie Auto Auction- \$100 off
*Jackson Madison Co. AA \$25 off
*Louisiana's 1st Choice Auto Auction- \$100 off
Manheim Mississippi
Manheim Nashville
Manheim New Orleans
Manheim Pensacola
Memphis Auto Auction
*Mid-South Auction - \$75 off
Music City Auto Auction
Shoals-North Alabama Auto Auction
*Request your favorite auction location
Coming this summer:
Manheim Atlanta, GA and ROME
E-Block
ACV

TNIADA Director: Karen Brown
931-265-6143 or Karenbrown@tniada.com



SPECIAL TO THE DPA

Scott Cass stands with his wife Amy after receiving the TNIADA Quality Dealer of the Year award recently.

Receiving recognition

Cass receives statewide award from industry peers

BY DEWEY MORGAN
Editor

Scott Cass received a statewide award recently, nominated and voted on by his peers in the auto industry.

Cass is the owner of East Tennessee Auto Outlet, which has three locations — Etowah, Englewood and Madisonville. He owned his first dealership in 1991 when he bought a space in Englewood. Seven years later, in 1998, he opened his first East Tennessee Auto Outlet and it now stretches over three towns in the local area.

On Friday, June 3 Cass was awarded with the Tennessee Independent Auto Dealers Association's (TNIADA) 2022 Quality Dealer of the Year award during a ceremony in Knoxville. Dealers in all 95 Tennessee counties were eligible for the award.

"It's very humbling," Cass said. "Tennessee is a big state and typi-

cally this would be more something for the Nashville area. For me to be in the middle between Etowah and Athens ... it's just a total shock to me."

Cass is a regular winner of The DPA's Best of the Best award each year, which is voted on by local residents. He said in both cases it's an honor he takes very seriously.

"It's something I never, ever expected," he said of the TNIADA award. "I also never take Best of the Best for granted. It amazes me that we were chosen."

In the nomination letter written for Cass by last year's winner Greg Ingram, it was noted that Cass "doesn't know the meaning of slow down. He works 60-80 hour weeks and always is just a phone call away if needed."

Cass was 9 years old when he sold his first car and he grew up working with his father, Charlie.

"Scott started in the automotive business when he was a young boy, along with his father, Charlie Cass, who operated Charlie's Used Cars," the nomination letter continued. "Scott also has always been very fair in his business with customers and other dealers."

Cass said receiving this recognition is a sign that his efforts in the community are noticed.

"It means a lot to us," he said. "It makes you realize what you do every day is not in vain."

Now that he has earned the award, Cass will make his way to Las Vegas in June of 2023 to represent independent auto dealers across Tennessee.

"I'm sure it'll be a wealth of knowledge," he said. "There will be 49 other people and they were awarded in their state, so for me that'll be a big thing."

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