



2022
DIRECTORY

ILLINOIS

Automobile Dealer News

A Publication of the Illinois Automobile Dealers Association

Woodward & Associates, Inc.

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· <http://www.cpaauto.com>

Located in Central Illinois, we serve the entire state.

We specialize in automobile dealers in the following areas:



*Certified Public
Accountants*

Memberships in:

AUTOCPA Group

The American Institute of Certified Public Accountants

The Illinois CPA Society

- Dealership valuations
- Automobile dealer legal support
- Buy-Sells for dealerships
- LIFO inventory computations
- Financial statement analysis
- Corporation Income Tax returns
- Personal Income Tax returns
- CPA prepared financial statements
- Dealer estate planning
- Employee theft consulting
- Internal control studies and audits
- Profit consulting
- Training office managers/CFO's
- 401K Audits

*Serving more than 250 Automobile Dealers
throughout the United States*



**EXCLUSIVE.
STRATEGIC.
RESULTS.**

*Exclusively representing
the unique business
interests of automobile
dealers for over
30 years.*

CONCENTRATIONS:

Dealership Mergers & Acquisitions
Dealership Franchise Law
Business Litigation / Motor Vehicle Review
Board Disputes
Manufacturer / Franchisor Relations
Business & Commercial Law
Advertising Compliance Review
Consumer Complaints
Dealership Succession
Add Points
Real Estate Law
Employment & Labor Law
Federal & State Regulatory Compliance

BACKGROUND:

Principal, Private Law Firm
Former, IADA Legal Counsel
Former, Illinois Assistant Attorney General,
Deputy Chief, Consumer
Protection Division
Drafted Illinois Motor Vehicle Franchise
Act Amendments Creating Motor
Vehicle Review Board
Drafted Illinois Motor Vehicle
Advertising Regulations



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RECONSIDER

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CONSIDER VUE DMS.

“What took me 3 minutes on VUE DMS used to take 45 minutes. Customers will remember that forever. That’s important for customer retention and satisfaction.”

Baxter Howell
General Manager,
Brad Howell Ford



Baxter strives to retain top talent. He needed a system that employees could easily learn, to drive the high customer satisfaction that helps his dealership differentiate itself from online vendors. Baxter also wanted a DMS that was accessible offsite and on mobile devices, so he could run the business from anywhere.

Thanks to the flexibility and ease of use of VUE DMS, his employees have become more productive. Between the improved workflows and mobile capabilities, the dealership has sped up the process between sales and F&I, dramatically decreasing delivery time and boosting customer satisfaction.

CONSIDER VUE DMS
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ABOUT IADA: BENEFITS OF IADA MEMBERSHIP



The Illinois Automobile Dealers Association is an organization of 750 franchised new car and truck dealers founded in 1920. Its purpose is to promote an ethical, favorable business climate and serve the common needs of its members through services, education and representation.

IADA is dedicated to helping its members realize the full potential of their individual dealerships while providing the kinds of services and support that only a strong, central organization can generate.

The Advantages of Membership

Membership in IADA provides vital support to the automotive industry of Illinois, and with this affiliation comes a variety of benefits specially designed and created for IADA members.

Legislative and Regulatory Representation

For a century, IADA has represented Illinois dealers in Springfield, our state's capital, on legislative and regulatory issues. We focus on those issues that will improve your bottom line. We have a dedicated and diligent staff working to meet your needs day in and day out. The primary responsibility of IADA is to represent automobile and truck dealers in the Illinois General Assembly and before the various state regulatory agencies. The mission will always be to aggressively

promote the interests of dealers by educating and persuading policymakers to make pro-business decisions in order to promote prosperity and opportunity for the Illinois dealer industry.

Legal Advocacy and Legal Defense Fund

IADA provides legal counsel and financial assistance through the Legal Defense Fund to assist in judicial and regulatory proceedings that affect the franchised new car and truck retailing industry. IADA also provides members valuable assistance with the Illinois Secretary of State, Department of Revenue, Attorney General's Office and other state agencies, along with interpretations of Illinois and Federal laws and regulations.

Political Action Committee

CAR of Illinois — the Committee of Automotive Retailers (CAR) — was established to collect funds from members to provide financial support to individual candidates for the Illinois Legislature and various elected government positions. Contributions are based on CAR's goal to support government officials who support the business philosophy in general and specifically in the dealership industry.

Industry Public Relations

By forging relationships with the news media, IADA is an information resource, delivering a strong message



that the retail automotive industry is one of Illinois' most important economic engines. If unbalanced, irresponsible stories appear in the media, IADA responds swiftly and aggressively, presenting the dealer viewpoint.

Management Guides

Members of IADA staff are available to provide assistance and research into any aspect of your dealership business. IADA regularly issues bulletins on dealership operation, regulation changes from state and national agencies, and other dealership improvement techniques. IADA counsel regularly issues updates on issues that affect all members.

Information

Association members receive brief and concise IADA Bulletins and other correspondence to keep them abreast of important industry matters and provide the necessary information concerning current laws and regulations affecting the automobile industry.

Conventions and Educational Programs

IADA's Annual Convention, Spring Legislative Conference and free monthly seminars/webinars are valuable opportunities for members to renew acquaintances, make contacts, and most importantly, exchange ideas. Maintaining important business

relationships and providing mutual support is an essential part of membership.

IADA Publications

IADA communicates regularly with its members and offers specialized information through a series of publications produced for Illinois dealers. These publications include:

- IADA Annual Directory
- Illinois Dealer News Magazine, published quarterly
- IADA News Bulletin
- Illinois Advertising Regulations
- IADA Employment Resources Program

Dealer Services

Using the immense group buying power of Illinois automobile dealers, IADA provides very competitive in-house programs and has negotiated discounted rates for services offered by distinguished companies officially recommended by IADA.

Value of Membership

IADA provides unprecedented value for member dealers. Dues are among the lowest of any professional trade association in the country. This low dues schedule is possible because IADA leadership and staff have worked to create a business model that does not rely solely on membership dues to fund the association. To earn non-dues income, IADA recommends companies that provide products and services to member dealers at competitive or discount pricing. This business model keeps membership dues low and returns dividends to members in the form of lower prices on products and services they use every day.

2022 CHAIRMAN'S MESSAGE



SEAN GRANT
IADA Chairman



On behalf of the Illinois Automobile Dealers Association, it is my pleasure to provide you with the 2022 IADA Membership Directory. We hope you find it a convenient and useful aide.

This year IADA celebrates 102 years of promoting the business interests of the automobile and truck dealers in Illinois, and it is my distinct privilege to serve as Chairman and representative for you and the Association this year.

During my term as Chairman, I hope I will help promote the many strengths of our association. During these challenging economic times, IADA is without question our most valuable resource in protecting the interests of our dealerships before the Illinois Legislature and the various Illinois regulatory agencies. In addition, our association staff has developed member programs second to none and will help strengthen our dealerships' bottom lines. With the help of our strong state association, I am confident that we will endure these difficult times and remain a vibrant and driving force in America.

For those of you who have served as the backbone of our Association in terms of continued support over the years, my thanks go out to each of you. Your efforts are noticed, appreciated and could not be for a more important cause. I welcome those of you who have just begun to understand the importance and benefit IADA has on our day-to-day and future dealer existence, and I applaud your decision.

As we move forward, I am sure that many of us will be called on to serve our Association. I invite and encourage you to participate in the activities of IADA. This is your association, and its continued success depends on the leadership and guidance of the membership.

Sincerely,
Sean Grant
Landmark Automotive Group
IADA Chairman

2022 EXECUTIVE DIRECTOR'S MESSAGE



JOE MCMAHON
IADA Executive Director



On behalf of the IADA Board of Directors and Staff, I am pleased to present to you the 2022 IADA Membership Directory on this, the 102nd anniversary of your Association.

Inside is valuable information, including dealership and associate member listings, staff listings, IADA Board and Committee assignments and government contacts, as well as the most updated version of the Illinois Motor Vehicle Franchise Act. Although we inquire several times throughout the year, please review your specific listing and let us know if you have any updates to your dealership information. You may also visit our IllinoisDealers.com website and update your dealership information online.

With the challenging economic times confronting Illinois dealers this year, IADA will aggressively work to manage legislative and regulatory affairs to minimize the negative impact on our members.

I would like to thank the many dealers who contribute to the IADA CAR of Illinois Political Action Fund and participate in the legislative process through their grassroots lobbying efforts. I encourage all dealers to participate in these efforts, as it keeps IADA strong and enables us to be an effective advocate on behalf of dealers at the capitol in Springfield.

As always, the staff of your association remains committed to your success. Together we are a powerful voice in Illinois. And together, we can successfully weather all challenges that lay before us. Lastly, please remember our good friends who advertise in the Yearbook make this publication possible. We encourage you to patronize them.

With best regards,
Joe McMahon
IADA Executive Director

ILLINOIS AUTOMOBILE DEALERS ASSOCIATION BOARD OF DIRECTORS 2022

IADA Officers

Sean Grant, Springfield, Chairman
David Parkhill, Champaign, Vice Chairman
John Alfirevich, Secretary/Treasurer

25 IADA Directors by Districts

District 1

Pat Manning, Dekalb PC
Dave Kieffer, Rockford (24)

District 2 - Chicago Area

John Alfirevich, Tinley Park (22)*
Tom Dolan, Lyons PC
Mike Ettleson, Hodgkins PC
Joe Massarelli, Libertyville (23)
Dan Roesch, Elmhurst PC

District 3

Rick Curia, Dixon (23)*
Rick Yemm, Galesburg (PC) *

District 4

Darrin Bauer, Wilmington (23)
Curtis Pascarella, Frankfort (24)

District 5

Sean Grant, Springfield (23) *

District 6

Brian Dennison, Pekin (22)
Mike Mangold, Eureka PC
(At large Peoria Metro)

District 7

Ryan Gremore, Normal (22)*
Dave Taylor, Bourbonnais PC

District 8

Jamie Auffmanberg Jr. O'Fallon (24)*
(NADA) at large
Bob Federico, Wood River (24)*
Sam Roberts, Alton PC

Jack Schmitt, O'Fallon (22) PC
(at large St. Clair/Madison)

District 9

Bob Ridings, Taylorville (23)

District 10

Gary Knight, Danville PC
David Parkhill, Champaign (23)*

District 11

Mark Ward, Carbondale (24)

Heavy Duty Truck Dealer

Justin Hopkins, Troy (24) *



2022 OFFICERS AND BOARD OF DIRECTORS

IADA OFFICERS

Chairman

***Sean Grant**
Landmark Chry-Jeep-Fiat
2331 Prairie Crossing
Springfield, IL 62711
District 5 Director

Vice Chairman

***David Parkhill**
Sullivan Parkhill Automotive
440 W. Anthony Dr.
Champaign, IL 61822
District 10 Director

Secretary /Treasurer

***John Alfirevich**
Apple Chevrolet, Inc.
8585 W. 159th St.
Tinley Park, IL 60477
District 2 Director

ACTIVE PAST CHAIRMEN

***Rick Yemm, 2021**
Yemm Chev-Bu-GMC-C-J
2195 N. Henderson St.
Galesburg, IL 61401
District 3 Director
1st Past Chairman

Mike Ettleson, 2020
Ettleson Cad-Bu-GMC, Inc.
6201 S. LaGrange Rd.
Hodgkins, IL 60525
District 2 Director

Pat Manning, 2019
Brad Manning Ford
402 Manning Dr.
DeKalb, IL 60115
District 1 Director

Dan Roesch, 2018
Roesch Auto Group
200 W. Grand Ave.
Elmhurst, IL 60126
District 2 Director

Jack Schmitt, 2017
Jack Schmitt Chevrolet
127 Regency Park Dr.
O Fallon, IL 62269
Greater St. Clair /
Madison County
Dealers Ass'n.

Sam Roberts, 2016
Roberts Motors, Inc.
4350 Alby St.
Alton, IL 62002
District 8 Director

Dave Taylor, 2015
Taylor Chry Dodge
Jeep, Inc.
1497 N. Rte. 50
Bourbonnais, IL 60914
Chicago Chrysler Dealers
District 7 Director

Mike Mangold, 2014
Mangold Ford, Inc.
1100 W. Center St.
Eureka, IL 61530
Peoria Auto Dealers
Director

Gary Knight, 2013
Carmack Car Capitol
3724 N. Vermilion
Danville, IL 61832
District 10 Director

Tom Dolan, 2008
Freeway Ford-Sterling
Truck
8445 45th St.
Lyons, IL 60534
District 2 Director & Past
Chairman

IADA DIRECTORS

*Jamie Auffmanberg

St. Clair Auto Mall
105 Auto Ct.
O'Fallon, IL 62269
NADA Director

Darrin Bauer

Arnie Bauer Chevrolet-Buick
901 E. Baltimore St.
Wilmington, IL 60481
District 4 Director

*Rick Curia

Ken Nelson Auto Group
1100 N. Galena Ave.
Dixon, IL 61021
District 3 Director

Brian Dennison

Ray Dennison Chevrolet, Inc.
2320 N. 8th St.
Pekin, IL 61554
District 6 Director

*Bob Federico

Federico Chry-Dodge-Jeep
Ram
1875 E. Edwardsville Rd.
Wood River, IL 62095
District 8 Director

*Ryan Gremore

O'Brien Auto Group
1601 Fort Jesse Rd.
Normal, IL 61761
District 7 Director

*Justin Hopkins

Truck Centers, Inc.
2280 Formosa Rd.
Troy, IL 62294
Heavy Duty Truck Dealer
at large

Dave Kieffer

Anderson Auto Group
5711 E. State St.
Rockford, IL 61108
District 1 Director

Joe Massarelli

Liberty Auto City
1000 E. Park Ave.
Libertyville, IL 60048
District 2 Director
NADA Dir. Chicago Metro

Curtis Pascarella

Phillips Chevrolet
9700 W. Lincoln Hwy.
Frankfort, IL 60423
District 4 Director

Bob Ridings

Bob Ridings Ford
931 Springfield Rd.
Taylorville, IL 62568
District 9 Director

Mark Ward

Ward Chrysler Center, Inc.
1412 W. Main
Carbondale, IL 62901
District 11 Director



* Executive committee members



IADA STAFF

Looking Forward to Serving You!



Joe McMahon
Executive Director



Mark Harting
Director of
Administrative Services



Larry Doll
Legal Defense/Attorney



Mike Healey
Director of Dealer
Services



Ann Jakowsky
Executive Assist. & CVR



Teresa Wright
Executive Assistant
& CVR



Jan Kelso
CVR Administrative
Assistant



Katie Burtle
CVR Processing



Chloe Mulvaney
CVR Processing



Lisa Stoeckel
CVR Processing



Jenny Taylor
CVR Processing

IADA Dealer Committees

EXECUTIVE COMMITTEE

Sean Grant — Springfield — Chairman
David Parkhill — Champaign — Vice Chairman
John Alfirevich — Tinley Park — Secretary/Treasurer
Rick Yemm — Galesburg — Immediate Past Chairman
Jamie Auffenberg Jr. — O'Fallon — NADA Director
Rick Curia — Dixon
Bob Federico — Edwardsville
Ryan Gremore — Normal
Justin Hopkins — Troy

PAST CHAIRMEN'S COUNCIL (Active Members Eligible for Board of Directors)

Rick Yemm — Galesburg — 2021
Mike Ettleson — Hodgkins — 2020
Pat Manning — DeKalb — 2019
Dan Roesch — Elmhurst — 2018
Jack Schmitt — O'Fallon — 2017
Sam Roberts — Alton — 2016
Dave Taylor — Bourbonnais — 2015
Mike Mangold — Eureka — 2014
Gary Knight — Danville — 2013
Tom Dolan — Lyons — 2008

TIME QUALITY DEALER NOMINATING COMMITTEE

Sean Grant — Springfield
David Parkhill — Champaign
Joh Alfirevich — Tinley Park
Rick Yemm — Galesburg

NADA DIRECTOR

Jamie Auffenberg Jr. — O'Fallon

DEALER REPRESENTATIVE DEALER RECOVERY FUND

Steve Phillipos — Chevy of Homewood

IADA offers a sincere thanks to all of the above dealers who volunteer their time and efforts to support IADA and make Illinois a better place to do business.

Get in the passing lane with Zurich



Zurich is the engine that turbocharges your F&I results. Our agility, experienced team, innovative mind-set, and industry knowledge accelerate your evolution and drive you toward a bright future.

Let Zurich accelerate your growth and help protect your legacy. zurichna.com/dealer

Contact Colleen Rogers at 708-846-9061 for more information. zurichna.com/dealer



Universal Underwriters Service Corporation (UUSC), an individual member company of Zurich in North America, is the issuing provider and administrator of Zurich's vehicle service contracts in all states except Florida. In Florida, the issuing provider and administrator is Vehicle Dealer Solutions, Inc. (FL License #60132). In California and New York, UUSC operates under its d/b/a UUSC Service Company (CA License #0C17302). Undue reliance should not be placed on anything herein that might be considered to be a forward-looking statement possibly indicative of future events, trends, plans, developments, results or objectives. As statement such as those, by their nature, are subject to known and unknown risks, unforeseen developments and uncertainties.

IADA Past Board Chairmen

Honoring those who have served with distinction to shape IADA into a solid, dynamic organization. Entries in **bold** are individuals who remain active in IADA today.

1920-23.....H. B. PINKERTON PEORIA
 1924.....PAUL KILLEEN..... GALESBURG
 1925.....C. R. CONSTANT SPRINGFIELD
 1926.....HOWARD AMERMAN CHAMPAIGN
 1927-28.....WILLIAM E. JOHNSON ... PEORIA
 1929-30.....W. E. BUTLER CHICAGO
 1931.....LEONARD PUTNAM..... OTTAWA
 1932-33.....HERMAN WANGELIN BELLEVILLE
 1934-37.....WILLIAM MCKENZIE SPRINGFIELD
 1938-39.....ARTHUR G. MILLER GALESBURG
 1940-42.....K. R. POPPLEWELL..... ROCK ISLAND
 1943.....B. B. BURNS DECATUR
 1944-45.....HARRY A. EGOLF PEORIA
 1946-47.....HARRY B. CRAYCROFT... VANDALIA
 1948-49.....HARRY MITCHELL..... PEORIA
 1950-51.....WILLIS BRODHEAD EAST ST. LOUIS
 1952-53.....LEE D. CRAIG ROCKFORD
 1954-56.....CHARLES ALBRECHT WOOD RIVER
 1957-58.....RALPH YOUNG QUINCY
 1959-60.....GENE BRAGG GALESBURG
 1961.....ALBERT BLAKE MCHENRY
 1962.....DARRELL HANNA..... MT. VERNON
 1963.....HARRY BURGESS..... ALBION
 1964.....LEONARD GIUFFRE..... SPRINGFIELD
 1965.....LEONARD MCBROOM .. KEWANEE
 1966.....JAMES HOLMES MCHENRY
 1967.....JACK STRANDQUIST ROCKFORD
 1968.....FRED EMICH..... JOLIET
 1969.....L. DEAN MCKINLEY BELLEVILLE
 1970.....JOHN KILBORN DECATUR
 1971.....BRAD MANNING..... DEKALB
 1972.....EARL HUBER SPRINGFIELD
 1973.....RAY GREEN MONMOUTH
 1974.....HOWARD KOEHN DANVILLE
 1975.....JOHN P. GREGG JOLIET
 1976.....ARTHUR YOUNG VANDALIA

1977.....GEORGE BERES PEKIN
 1978.....RICHARD MILLER CANTON
 1979.....CHARLES MEYER BELLEVILLE
 1980.....GLENN BROWNING PRINCETON
 1981.....ROBERT BURROW BARRINGTON
 1982.....JERRY HIGGINS..... PEORIA
 1983.....EDWARD HAMLIN..... WOOD RIVER
 1984-85.....LEO LEICHTER..... ELGIN
 1986-87.....CHARLES GREENWAY MORRIS
 1988.....WILLIAM WOLF BELVIDERE
 1989.....LARRY ROESCH..... ELMHURST
 1990.....BILL ABBOTT..... MONTICELLO
 1991.....DOUG ROCKENBACH ... GRAYSLAKE
 1992.....TERRY MONROE PERU
 1993.....DON BROWNING PRINCETON
 1994.....JIM MCCOMB PEORIA
 1995.....RICK GREGG JOLIET
 1996.....BILL TAYLOR SPRINGFIELD
 1997.....JOE ALFIREVICH TINLEY PARK
 1998.....BERGEN PARKHILL CHAMPAIGN
 1999.....LARRY PRAST..... COUNTRYSIDE
 2000.....MARK SAWYER DEKALB
 2001.....RUSTY WAGNER BELLEVILLE
 2002.....MARK FUEHRER ROCKFORD
 2003.....DENNIS YOUNG VANDALIA
 2004.....JOHN PORCELLI MATTESON
 2005.....ROGER SABLES SPRINGFIELD
 2006.....DARRELL REYNOLDS MILAN
2007 MIKE MURPHY MORTON
2008 TOM DOLAN LYONS
 2009.....DAVID GUEBERT SPARTA
 2010.....JOHN WOLF BELVIDERE
 2011.....TIM MOONEY TUSCOLA
 2012.....JIM LOMBARD WILMINGTON
2013 GARY KNIGHT DANVILLE
2014 MIKE MANGOLD EUREKA
2015 DAVE TAYLOR BOURBONNAIS
2016 SAM ROBERTS ALTON
2017 JACK SCHMITT O'FALLON
2018 DAN ROESCH ELMHURST
2019 PAT MANNING DEKALB
2020 MIKE ETTLESON HODGKINS
2021 RICK YEMM GALSEBURG

IADA ENDORSED SERVICES

DIGITAL COMPLIANCE ENFORCEMENT PLAN

DEALER SAFEGUARD SOLUTIONS, INC.

Stop Hoping ... Start Knowing

1. Eliminate Paperwork Liability from your Showroom
2. Eliminate Dead Deal Jackets
3. Reduce Deal Transaction Time
4. Increase Sales Process Efficiencies
5. Improve CSI
6. Appeal to Millennials
7. Reduce Contracts in Transit
8. Proven Ability to Maintain a Compliant Environment
9. Protect Your Dealership, Your Brand, and Your Customer

Compliance is complicated, confusing, and it's here to stay. Training doesn't seem to stick where it matters most: the sales floor. Audits and reviews are historical snapshots. Is it too late to fix? We can help!

Dealer Safeguard Solutions, Inc.
Matt Hanaman, Regional Sales Manager
Phone: 815-414-0886
matt@dsyss.com

ELECTRONIC VEHICLE REGISTRATION

CVR



Computerized Vehicle Registration (CVR) is a General Partnership between CDK Global and the Reynolds and Reynolds Company. Formed in 1992, CVR is the leading provider of Electronic Vehicle Registration and Titling programs in partnership with Motor Vehicle Agencies across the U.S. CVR currently has value-added programs operational in 23 states and over 16,000 clients. CVR pioneered dramatic improvements in the speed, accuracy, efficiency, and security

of the Vehicle Registration and Title process while extending this capability to the point of purchase. CVR processes over 15 million vehicle transactions and over 4 million secure DMV inquiries annually. CVR is dedicated to partnering with Motor Vehicle Agencies and key Dealer Associations to deliver process improvement, financial and operational benefits that translate to alternative delivery services and high-value options offered to the driving public.

The IADA/CVR Program can be found at www.cvrweb.com.

ENERGY PROVIDER

LOWER ELECTRIC



LowerElectric® specializes in helping business clients in deregulated states across the country manage their energy costs. A bidding process that shops many highly rated energy providers ensures our clients get the best prices and best suppliers available.

Since 2001, LowerElectric® has helped thousands of client accounts save money on their energy costs across deregulated states, including but not limited to Illinois, Ohio, Connecticut, Pennsylvania, New York, New Jersey, and Texas. Most of our clients are long-term or repeat clients, and we have excellent references available upon request.

We offer comprehensive services that save you time and money while managing your energy costs, including full-time/in-house customer support, energy benchmarking, demand response, energy reduction/procurement, budgeting, and energy efficiency.

Lower Electric is a founding member of ILEPA, now known as TEPA, a national trade organization that sets ethical standards for the energy industry. We take pride in our reputation for honesty and

integrity. Our goal is to create and foster relationships with our clients to help them save money on their energy costs now and in the future.

For more information, contact
William Schloss
Phone: 847-272-0700, ext. 29
bill@lowerelectric.com
www.lowerelectric.com

ENVIRONMENTAL HEALTH & SAFETY

COMPLYNET COMPLYNET

ComplyNet, the automotive industry leader in end-to-end compliance and risk mitigation solutions, combines intuitive software with auditing services to assist dealerships in achieving regulatory compliance goals, mitigating risks, and retaining talent. Enhance your culture of compliance in an environment that is both collaborative and creative with ComplyNet's Guided Compliance Assistant (GCA) program.

All GCA programming includes quarterly compliance meetings, access to the ABLE cloud-based compliance management system, online trainings, electronic policies, assessments, eTask task management, and dynamic visualizations for valuable insights.

To learn more contact ComplyNet at:
www.complynet.com
(800) 653-1869
requests@complynet.com



FORMS FOR DEALERSHIPS

CDK EasySource Forms



Selling a car is hard enough without the paperwork getting in the way. IADA & CDK EasySource are pleased to offer DealerCAP, a document system that is efficient, cost-effective, and customer-focused to assist you with compliance efforts. While no forms system is a substitute for sound legal advice, DealerCAP forms can help with dealership efforts to prevent some paperwork errors commonly found in a motor vehicle transaction, such as:

- Incorrectly drafted documents
- Conflicting or missing documents
- Missing, incomplete or conflicting disclosures
- Using forms that haven't been updated with the current legal code

Once you have an efficient document system in place, you can devote more time to increasing customer satisfaction and creating additional profit opportunities within your dealership. DealerCAP helps prevent problems and misunderstandings with customers from occurring and ensures that they are satisfied with the entire transaction. In addition, DealerCAP can help your dealership maximize your profit opportunities on each individual transaction.

To place an order on the IADA website, go to <https://illinoisdealers.com/dealer-services/cdk-easysource-products>. No credit card is needed; simply place your order, and a CDK EasySource representative will call you concerning that order.

Or you may contact
Kristin Maynes
Phone: 800-237-2372, option 4
dealercap@taylorcommunications.com

INCOME DEVELOPMENT COMPANY

ETHOS GROUP



Ethos Group partners with retail automotive dealers to promote an ethical, customer-focused approach to the sale, financing, and servicing of automobiles. Our services include consulting, recruiting, training, compliance, technology, product administration, and dealer participation programs. Our technology platform improves efficiency, compliance, profitability, and consumer delivery experience. Our proven approach delivers profit increases while reducing the risk and cost of doing business.

For more information, contact:
Lance Graves
lgraves@ethosgroup.com
(402) 960-0538
www.ethosgroup.com

INSURANCE DISABILITY

AMERICAN FIDELITY



An industry leader in providing disability benefits to dealers across the state and across the country. Pride in their products and quality service exemplifies their personal commitment to you as a dealer. From long- and short-term disability plans to Section 125 administration, American Fidelity offers a wide selection of benefits to your employees.

American Fidelity Insurance
2000 N. Classen Blvd.
Oklahoma City, OK, 73106
Phone: 877-967-5748
www.americanfidelity.com

INSURANCE - PROPERTY- WORK COMP-FINANCIAL PROTECTION

FEDERATED INSURANCE



IADA is proud to announce Federated Insurance as the recommended service provider of property and liability insurance, worker's compensation, and financial protection services to all IADA members. As the association-preferred insurance carrier, Federated Insurance can help you take the smartest, most cost-effective approach to protect your dealership. Federated's field staff are specialists in the auto industry and are committed to excellence when it comes to serving your needs.

For more details, contact
Matthew Specht
Phone: 309-826-8484
maspecht@fedins.com
www.federatedinsurance.com

LIGHTING AND SECURITY

TRYDON

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Orland Park, IL 60467
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Illinois Motor Vehicle Franchise Act



The state's motor vehicle franchise act binds manufacturers and their franchised dealers and protects dealers against unfair competition and practices. Scan the QR code below to review the entire Act, as posted on the Website of the Illinois General Assembly.

Please note, that this information is maintained by the Legislative Reference Bureau. Updating the database of the Illinois Compiled Statutes (ILCS) is an ongoing process. Recent laws may not yet be included in the ILCS database, but they can be found on <https://www.ilga.gov/legislation/publicacts/default.asp> soon after they become law. For information concerning the relationship between statutes and Public Acts, refer to <https://www.ilga.gov/legislation/ilcs/using.asp>.

Because the statute database is maintained primarily for legislative drafting purposes, statutory changes are sometimes included in the statute database before they take effect. If the source note at the end of a Section of the statutes includes a Public Act that has not yet taken effect, the version of the law that is currently in effect may have already been removed from the database and you should refer to that Public Act to see the changes made to the current law.

BUSINESS TRANSACTIONS (815 ILCS 710/) Motor Vehicle Franchise Act.



<https://www.ilga.gov/legislation/ilcs/ilcs3.asp?ActID=2382&ChapterID=67#:~:text=A%20manufacturer%20shall%20not%20require,vehicle%20financing%20affiliate%20in%20order>

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Champaign, IL 61820
(217) 355-5252

Terri Bryant – District 58

M103F Capitol Building
Springfield, IL 62706
(217) 782-8137

1032 W. Industrial Park Rd.
Murphysboro, IL 62966
(618) 684-1100

Melinda Bush – District 31

218 Capitol Building
Springfield, IL 62706
(217) 782-7353

10 N. Lake St., Ste. 112
Grayslake, IL 60030
(847) 548-5631

Cristina Castro – District 22

121D Capitol Building
Springfield, IL 62706
(217) 782-7746

164 Division St., Ste. 102
Elgin, IL 60120
(847) 214-8864
(847) 214-8867 (FAX)

Jacqueline Y. Collins – District 16

M114 Capitol Building
Springfield, IL 62706
(217) 782-1607

1155 W. 79th St.
Chicago, IL 60620
(773) 224-2830
(773) 224-2855 (FAX)

Rachelle Crowe - District 56

311B Capitol Building
Springfield, IL 62706
(217) 782-5247

35 Executive Plaza Ct.
Maryville, IL 62062
(618) 251-9840

Bill Cunningham - District

18329B Capitol Building
Springfield, IL 62706
(217) 782-5145

10400 S. Western Ave.
Chicago, IL 60643
(773) 445-8128

John F. Curran – District 41

105A Capitol Building
Springfield, IL 62706
(217) 782-9407

1011 State St., Ste. 205
Lemont, IL 60439
(630) 914-5733
(630) 796-2658 (FAX)

Donald P. DeWitte – District 33

103A Capitol Building
Springfield, IL 62706
(217) 782-1977

641 S. 8th St.
W. Dundee, IL 60118
(847) 214-8245

Laura Ellman – District 21

M113 Capitol Building
Springfield, IL 62706
(217) 782-8192

475 River Bend Rd., Ste. 500
Naperville, IL 60540
(630) 601-9961

Sara Feigenholtz – District 6

119B Capitol Building
Springfield, IL 62706
(217) 557-0523

3223 N. Sheffield, Ste. A
Chicago, IL 60657
(773) 296-4141

Laura Fine – District 9

121C Capitol Building
Springfield, IL 62706
(217) 782-2119

1812 Waukegan Rd., Ste. A
Glenview, IL 60025
(847) 998-1717

Dale Fowler – District 59

103B Capitol Building
Springfield, IL 62706
(217) 782-5509

2 N. Vine, Ste. 600
Harrisburg, IL 62946
(618) 294-8951
(618) 294-8950 (FAX)

Ann Gillespie – District 27

121A Capitol Building
Springfield, IL 62706
(217) 782-4471

171 W. Wing St., Ste. 202
Arlington Heights, IL 60005
(847) 749-1880

Suzy Glowiak Hilton – District 24

122 Capitol Building
Springfield, IL 62706
(217) 782-8148

17W715 E. Butterfield Rd., Ste. F
Oakbrook Terrace, IL 60181
(630) 785-3177

Don Harmon – District 39

327 Capitol Building
Springfield, IL 62706
(217) 782-8176

6941-B W. N. Ave.
Oak Park, IL 60302
(708) 848-2002
(708) 848-2022 (FAX)

Napoleon Harris, III – District 15

413 Capitol Building
Springfield, IL 62706
(217) 782-8066

1350 E. Sibley Blvd., Ste. 403
Dolton, IL 60419
(708) 893-0552
(708) 566-4108 (FAX)

Michael E. Hastings – District 19

111 Capitol Building
Springfield, IL 62706
(217) 782-9595

20855 S. LaGrange Rd., Ste. 102
Frankfort, IL 60423
(815) 464-5431

Linda Holmes – District 42

321 Capitol Building
Springfield, IL 62706
(217) 782-0422

4255 Westbrook Dr., Ste. 216
Aurora, IL 60504
(630) 820-8650

Mattie Hunter – District 3

619 Capitol Building
Springfield, IL 62706
(217) 782-5966

2929 S. Wabash Ave., Ste. 102
Chicago, IL 60616
(312) 949-1908

Adriane Johnson – District 30

417B Capitol Building
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(217) 782-8181

149 S. Genesee St.
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Emil Jones, III – District 14

108A Capitol Building
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(217) 782-9573

507 W. 111th St.
Chicago, IL 60628
(773) 995-7748

Patrick J. Joyce – District 40

118 Capitol Building
Springfield, IL 62706
(217) 782-7419

179 S. Wall St.
Kankakee, IL 60901
(708) 756-0882
(708) 756-0885 (FAX)

David Koehler – District 46

323B Capitol Building
Springfield, IL 62706
(217) 782-8250

400 NE. Jefferson, Ste. 200
Peoria, IL 61603
(309) 677-0120

Steven M. Landek – District 12

113 Capitol Building
Springfield, IL 62706
(217) 782-0054

6215 W. 79th St., Ste. 1A
Burbank, IL 60459
(708) 430-2510

Kimberly A. Lightford – District 4

329A Capitol Building
Springfield, IL 62706
(217) 782-8505

4415 Harrison St., Ste. 550
Hillside, IL 60162
(708) 632-4500
(708) 632-4515 (FAX)

Meg Loughran Cappel – District 49

M118 Capitol Building
Springfield, IL 62706
(217) 782-0052

2009 S. Rte. 59
Plainfield, IL 60586
(815) 267-6119

Robert F. Martwick – District 10

119A Capitol Building
Springfield, IL 62706
(217) 782-1035

4349 N. Milwaukee Ave.
Chicago, IL 60641
(773) 286-1115

Steve McClure – District 50

309I Capitol Building
Springfield, IL 62706
(217) 782-8206

229 S. Main St., Ste. B
Jacksonville, IL 62650
(217) 245-7456

Dan McConchie – District 26

309G Capitol Building
Springfield, IL 62706
(217) 782-8010

795 Ela Rd., Ste. 208
Lake Zurich, IL 60047
(224) 662-4544

Julie A. Morrison – District 29

108A Capitol Building
Springfield, IL 62706
(217) 782-3650

43 Highwood Ave.
Highwood, IL 60040
(847) 945-5200

Antonio Muñoz – District 1

323A Capitol Building
Springfield, IL 62706
(217) 782-9415

1836 W. 35th St.
Chicago, IL 60609
(773) 869-9050
(773) 869-9046 (FAX)

Laura M. Murphy – District 28

108E Capitol Building
Springfield, IL 62706
(217) 782-3875

1645 S. River Rd., Ste. 7
Des Plaines, IL 60018
(847) 718-1110

Cristina H. Pacione-Zayas – District 20

M120 Capitol Building
Springfield, IL 62706
(217) 782-8191

3140 W. Montrose
Chicago, IL 60618
(773) 278-2020

Diane Pappas – District 23

123 Capitol Building
Springfield, IL 62706
(217) 782-9463

338 Ardmore Ave.
Villa Park, IL 60181

Robert Peters – District 13

124 Capitol Building
Springfield, IL 62706
(217) 782-5338

1304 E. 47th St., Ste. 205
Chicago, IL 60615
(708) 730-4283

Jason Plummer – District 54

309M Capitol Building
Springfield, IL 62706
(217) 782-5755

310 W. Gallatin St.
Vandalia, IL 62471
(618) 283-3000

Sue Rezin – District 38

309J Capitol Building
Springfield, IL 62706
(217) 782-3840

1802 N. Division St., Ste. 314
Morris, IL 60450
(815) 220-8720

Chapin Rose – District 51

309J Capitol Building
Springfield, IL 62706
(217) 558-1006

510 S. Staley Rd., Ste. D
Champaign, IL 61822
(217) 607-1853

Mike Simmons – District 7

M115 Capitol Building
Springfield, IL 62706
(217) 782-8492

5533 N. Broadway
Chicago, IL 60640
(773) 769-1717

Elgie R. Sims, Jr. – District 17

307 Capitol Building
Springfield, IL 62706
(217) 782-3201

8233 S. Princeton Ave.
Chicago, IL 60620
(773) 933-7715
(773) 933-5498 (FAX)

Steve Stadelman – District 34

121B Capitol Building
Springfield, IL 62706
(217) 782-8022

State of Illinois Building
200 S. Wyman, Ste. 301
Rockford, IL 61101
(815) 987-7557

Brian W. Stewart – District 45

105C Capitol Building
Springfield, IL 62706
(217) 782-0180

50 W. Douglas St., Ste. 1001
Freeport, IL 61032
(815) 284-0045
(815) 232-0777 (FAX)

Win Stoller – District 37

105B State House
Springfield, IL 62706
(217) 782-1942

5415 N. University St., Ste. 105
Peoria, IL 61614
(309) 693-4921

Dave Syverson – District 35

105E Capitol Building
Springfield, IL 62706
(217) 782-5413

State of Illinois Building
200 S. Wyman, Ste. 302
Rockford, IL 61101
(815) 987-7555
(815) 987-7563 (FAX)

Jil Tracy – District 47

103C Capitol Building
Springfield, IL 62706
(217) 782-2479

3701 E. Lake Centre Dr., Ste. 3
Quincy, IL 62305
(217) 223-0833
(217) 223-1565 (FAX)

Doris Turner – District 48

108D Capitol Building
Springfield, IL 62706
(217) 782-0228

130 E. Main St., Ste. B
Carlinville, IL 62626
(217) 854-4502

Sally J. Turner – District 44

M103A Capitol Building
Springfield, IL 62706
(217) 782-6216

120 S. McLean St., Ste. A
Lincoln, IL 62656
(217) 651-8291

Patricia Van Pelt – District 5

129 Capitol Building
Springfield, IL 62706
(217) 782-6252

1016 W. Jackson Boulevard
Chicago, IL 60607
(312) 888-9191
(312) 277-3716 (FAX)

Karina Villa – District 25

M121 Capitol Building
Springfield, IL 62706
(217) 782-0471

946 N. Neltnor Blvd., Ste. 108
West Chicago, IL 60185
(630) 326-9319

Celina Villanueva – District 11

623 Capitol Building
Springfield, IL 62706
(217) 782-5304

2501 S. Central Park Ave., Front Ste.
Chicago, IL 60623
(773) 565-4661

Ram Villivalam – District 8

127 Capitol Building
Springfield, IL 62706
(217) 782-5500

3851 W. Devon Ave.
Chicago, IL 60659
(872) 208-5188

Craig Wilcox – District 32

105D Capitol Building
Springfield, IL 62706
(217) 782-8000

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