

## AUTO TEAM AMERICA OFFERS EXCLUSIVE SERVICES DESIGNED FOR AUTOMOTIVE DEALERS NATIONWIDE

Auto Team America (ATA) is a group of thirteen CPA firms with extensive automotive experience who, sharing their knowledge, meet the unique needs of car dealerships. This experience in the automotive industry will give dealerships, whether a single-point location or a mega-dealer, the assistance they need in meeting their financial goals.

The ATA member firms meet regularly to share dealership specific information and solutions to most effectively

meet the needs of automotive dealers. Because of this, the firms can deliver proven service in auditing, estate and tax planning, profitability analysis, and cost containment. With thirteen firms serving 2,000 dealerships nationwide, this provides an extensive reference base—allowing the firms to concentrate on the specific issues pertinent to dealership operations.

Because of the vast experience of working closely with dealerships, ATA has developed

many exclusive services designed to assist dealers in streamlining operational procedures, developing efficient uses of resources, and maintaining compliance. These services include:

### **Control of Operating Systems and Procedures (COPS):**

COPS is an improvement on the conventional way to check for compliance with procedures. It consists of a series of 20 individual modules, each designed to evaluate the procedures currently in use at your dealership. The modules focus on various departments throughout the dealership as well as best practices in internal control at a dealership.

### **Safeguards Rule – Information Security Program:**

In May 2003, the FTC put into effect a new regulation called the Safeguards Rule. This regulation requires all dealers to develop, implement, and maintain a comprehensive information security program to protect nonpublic personal information collected on individuals.

The ATA Information Security Program is a prototype program that complies with the FTC's Safeguards Rule. It provides dealers with the tools they need to address all the elements of the regulations. The program

### SAVE THE DATE—NADA 2006 CONVENTION

#### LET THE COUNTDOWN BEGIN:

*Driving Leadership and Innovation in the Automotive Industry*

**AutoTeamAmerica**

12TH ANNUAL CFO/CEO FORUM

Friday, February 10, 2006; 2-5 p.m.

Peabody Hotel; Orlando, FL

#### *Featured Keynote Speakers:*

**Lou Holtz**, Legendary Football Coach

**Malcolm Bricklin**, Automotive Entrepreneur

**Michael Bruynesteyn**, Automotive Analyst

Cocktail reception sponsored by **Comerica**  
will immediately follow the program.



Media Resource: **WD&S Publishing**,  
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Watch your mail for registration information or contact your ATA firm to receive an invitation.

**2005 SPECIAL ISSUE**

is delivered in both hard copy format and electronically for easy editing to develop a comprehensive program distinctive to individual dealerships. In addition, ATA member firms also offer a full range of services to assist in the implementation process.

**Retail Product Management (RPM):** This service analyzes inventory and advises dealerships on how to build the most profitable vehicle inventory for their business.

**eMonitor (formerly TASK):** eMonitor is a reporting system that identifies and allows you to examine, in detail, accounting exceptions in your system. eMonitor delivers these important exceptions in a comprehensive electronic format. This format allows your accounting support team to quickly analyze the exceptions and deal with them in the most appropriate and efficient manner.

**FAMAS:** FAMAS is a financial analysis tool specifically designed to analyze dealership financial statements. Financial information can be automatically captured and downloaded via a modem. This tool puts all franchises in a common format so that a multi-store owner can easily compare financial data at all locations. FAMAS highlights areas for improvement and can be run on a monthly, quarterly or other periodic

basis. It also compares a dealer's key financial data to industry standards and budgets.

**Dealership Policy and Procedures Manual:**

A standard policy and procedures manual addresses the recommended control procedures needed to safeguard assets, monitor trends and benchmarks, improve cash flow, and reduce overhead costs. It is organized, concise, and provides flexibility for future changes and updates.

**LIFO – New and Used**

**Vehicles:** Using state of the art technology, relevant vehicle data is downloaded directly from the DMS into the LIFO processing system to produce LIFO computations in compliance with IRS rules and procedures. The LIFO methodology underlying the solution is fully backed and endorsed by the leading dealership tax expert, Bob Zwiers. LIFO significantly reduces the time consuming, extensive preparation and effort necessary to prepare for LIFO processing.

**AUTOSENSE:** Using a dealership's used vehicle sales and inventory data, AUTOSENSE is designed to maximize gross profit and inventory turns, as well as help maintain a necessary supply of current inventory to meet your sales needs and market demands. ATA works with dealerships to achieve these goals through the different AUTOSENSE reports, as well as through follow up telephone or on-site consultation and analysis.

**LightYear Dealer Technologies:**

LightYear is a comprehensive PC-based dealership management software program operating on Windows or Linux, with integrated CRM, Accounting, F&I, Sales, Parts, Service, Payroll and factory interfaces.

**eCOPS (Electronic Financial**

**TAX TIP**

**ATA ASSISTS DEALERS WITH SPECIALIZED TAX STRATEGIES**

Across the country, dealers are facing mounting financial pressures: government compliance issues; hiring, retaining and managing employees; greater customer expectations; and overall increases in the cost of conducting their business.

These specialized issues require CPAs with experience in the automotive business. As your financial services needs extend beyond simple accounting and tax preparation, so should the services supplied by your CPA.

Automobile dealers have a number of tax strategies at their disposal which can either permanently save significant dollars, or defer taxes until a later date. In the latter case, a reduction in taxes paid now can be invested and allowed to build wealth for the dealer. Auto Team America member firms are proficient at putting these strategies to work for dealers.

Effective strategies dealers can use include:

- *trade discounts*
- *treatment of advertising assessments*
- *cost segregation*
- *new and used car and parts LIFO inventory calculations*
- *treatment of prepaid expenses.*

Governmental compliance poses another challenge to dealers on a daily basis. Some of the issues dealers must be aware of and prepared to address relative to their organization include:

- *treatment of demonstrator vehicles*
- *cash reporting requirements*
- *producer-owned reinsurance companies*
- *extended service contracts*
- *tool allowance plans*
- *uniform capitalization calculations*
- *manufacturer assistance payments and incentive bonuses.*

ATA member firms provide invaluable guidance to automotive dealers in the handling of these and other issues. For more information, contact your local ATA member firm.

**Analysis):** eCOPS is an electronically generated solution that provides you with a comprehensive evaluation of the internal controls and operational opportunities at your dealership. eCOPS is designed for management to analyze opportunities and strengths in your dealership and mitigate internal control weaknesses.

**Data Extraction Training for DMS Systems:** One-on-one training of your employees

to help them get the information they need from ADP, R&R, EDS, UCS, ADAM, PBS, Alliance, Auto/Mate, Autosoft, and Arkona databases.

**Summary.** Dealerships do not have to be a client of a member firm to take advantage of any of the services ATA offers. The goal of ATA is to help dealerships become more efficient and profitable. To learn more about these and other services, contact your local Auto Team America member firm.

**NADA Convention & Exposition**  
Orlando  
February 11-14, 2006

**AutoTeamAmerica**

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