



Sales and Use Tax Issues for Auto & Truck Dealers

Wed., Feb 25 | 12-1pm EST | Complimentary - No Fee to Attend | Earn CPE Credit

Given today's economic climate, businesses are aggressively looking for ways to increase efficiency and improve the bottom line. One area that's often overlooked is in the administration of sales and use taxes. In fact, the tax laws surrounding auto and truck sales are quite complex and subject to frequent change.

During this webinar, a panel of ADP sales and use tax experts will deal into the sales and use tax issues as they apply to auto and truck dealerships. Specifically, we'll touch upon:

Motor Vehicle Sales

- *Motor vehicle sales tax vs. ordinary sales tax
- *Special vehicle tax rules (hybrids, large vehicles, etc.)
- *Taxability of fees applied to a sale
- *Responsibility for calculating, collecting, and remitting sales and use taxes

Leasing Issues

Short-term Renting

Service Bay Issues

- *Sales of extended warranties and maintenance agreements
- *Taxability of service and parts supplied under those agreements
- *Taxability of parts and service not under a warranty or services agreement

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*Environmental Fees (Motor oil, tires, battery and starter motor core charges, electronic waste fees in CA, others)

During the final 10 minutes of this webinar, the panel will answer questions from the audience.

Auto Dealership Titles Who Should Attend

- CFO/Controller
- Office Manager
- General Manager
- Dealer Principal
- Auto Dealership CPA's & Consultants

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Featured Speakers

Susie Kern

*Product Manager - Sales, Finance & Insurance (F&I)
Dealer Services
ADP, Inc.*



Susie manages the Sales and F&I software applications for ADP's "core" Dealer Management System (DMS) including F&I, Vehicle Management, Sales Management, and Showroom Control. She has been with ADP for over 22 years and has worked in a wide variety of roles including support, training, and product management. Susie is also a member of the Women's Automotive Association International (WAAI).

Matthew Walsh

*Director of Tax Research
ADP, Inc.*



Matthew manages ADP's sales tax research department, and is responsible for the industry-leading tax content that goes into ADP's sales and use tax products. He oversees 50 tax attorneys and researchers. In addition, he provides advice to clients on tax issues and internal tax matters.

Charles Maniace

Tax Manager and Senior Tax Counsel

Earn CPE credit by attending this webinar.

Prerequisite: None

Level of Knowledge: Basic

Advanced Preparation: None

Delivery Method: Group Internet, Q&A

Recommended CPE: 50 minutes = 1 CPE credit

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Win a \$100 TotalPay Card!

One attendee will be randomly selected from the webinar audience to receive an ADP TotalPay Card preloaded with \$100. The TotalPay Card is one of several [payment solutions available from ADP](#), and good anywhere that Visa is accepted.

ADP, Inc.

Charles is a lawyer and a member of the Massachusetts Bar. As a Tax Manager in the Tax Research Group, he is responsible for leading a group of attorneys and other tax professionals responsible for providing the tax content for ADP sales and use tax systems. Charles has written and presented on a variety of tax topics including the Streamlined Sales Tax Initiative, the effect of Sarbanes Oxley on tax management, drop shipment transactions, the growth of sales tax holidays, the new sales tax regime in the Commonwealth of Puerto Rico, and the tax implications of leasing contracts.



Charles holds a BS in business economics from Bentley College, a JD from Boston University School of Law as well as an LLM in Taxation. Prior to joining ADP, he worked as an arbitration attorney for John Hancock Financial Services, specializing in insurance regulation and sales practices.

Dhara Khanna

*Tax Counsel
ADP, Inc.*

As Tax Counsel, Dhara deals with domestic Sales Tax and international Value Added Tax issues at ADP. She completed her JD at Suffolk University Law School and received her LLM in Taxation with a concentration in International Tax from Boston University Law School. Dhara is a member of the Tax Law Committee of the Boston Bar Association. She also serves as a board member of the South Asian Bar Association of Greater Boston.



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