



HMDA NEWS

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The Newsletter of the HMDA

• October 2004 •

HOA ●●● Wahoo! Yippee!

The first statewide meeting of the Hawaii Offroad Association has been scheduled! The meeting will be held at the Salt Lake District Park, Multi-Purpose Room, 1159 Ala Liliko'i Pl. The meeting is from 7pm to 9pm. The purpose of the initial meeting is to hold elections for the Board of Directors and make provisions to approve the By-laws. Although the HOA is a user-based organization (as opposed to the HMDA which is dealer-based), I feel it is important for the dealerships to show their support and attend this meeting. **Mark Morrison** will be bringing posters and flyers around to each of the shops.

Please help get the word out and support this very worthwhile organization.

PATRIOT ACT SEMINAR

The informational seminar by the IRS on cash transactions and provisions of the Patriot Act affecting dealers as well as a seminar by Jim Ganther on preventing class action lawsuits for hyper-technical violations of sales procedures is scheduled for Thursday, September 23rd at KCC. The deadline for responding will have passed by the time you get this newsletter, but if you really want to go, give me a call at 536-7023 ext 208 and I'll try and squeeze you in.

TR TRAINING SEMINAR

Check out the enclosed flyer for the training seminar being hosted by **Tucker Rocky** on the **19th of October**. Merchandising and apparel wizard **Jennifer Robison** will be providing valuable information on how to improve your sales.

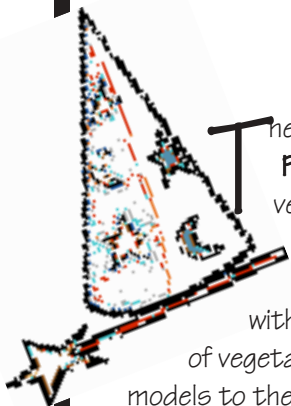
A tip of the hat and a big mahalo to Tucker Rocky for picking up the tab!!

The next meeting of HMDA will be on
**Monday,
October 11th,
at 8:30 a.m.
at the
Airport Plaza
Hotel Coffee Shop.**

GEICO DIRECT NIGHT!

GEICO will be hosting a
**"Dealers
Appreciation Night"**
for
All of our Dealers on
October 20 at 6:00 pm.
Cocktails & Dinner will be at
the **Outrigger Canoe Club.**
You will be receiving details
shortly in the mail.

HMDA Convention



The final bits and pieces are falling into place for the HMDA convention. The good news is that **PUPUS ARE BACK!** Yes, we took so much grief from people last year who showed up early for the vendor show about not having the tasty treats that we made sure to include them this year. **Show up early, get the good stuff!** The menu has been decided for the buffet dinner. We have three choices for entrees, Steamship round, Furikake crusted Mahi Mahi, and Poached Chicken with lemon butter and Pineapple Caponata. As always, the Marriott will provide massive quantities of vegetables, 4 delicious salads, starches, beverages and desserts. Arai helmets is bringing their newest models to the HMDA convention, see it here first. **Brent Durfee** from **Dunlop** will bring their latest and greatest in high performance tires. In addition to being a great guy, Brent just loves to give stuff away. **Lightspeed** will have a demo version of their Windows based software for those of you thinking of upgrading from UNIX. **Jennifer Robison** will bring in two large apparel displays, one from **MotoGP** and one from **River Road**. **661 Apparel** will bring out their line of exciting offroad gear. **Yoshimura** is a first-time vendor to the HMDA convention this year, and promised to bring some trick stuff to show off. **GEICO Insurance** has made a serious commitment to expand their motorcycle insurance operation in Hawaii and will have an informational booth at the convention. The rep from **Kryptonite Locks** is a return guest from last year. They were very impressed with the response they got from last year's convention. The convention starts at 4:30. **See Flyer inside for registration form...sign up NOW and save \$\$\$\$.**

**I encourage everyone to show up as early as possible
and spend some quality time with the vendors.**



Hawaii Motorcycle Dealers Assoc.

P.O. Box 1813 • Kailua, HI 96734
(808) 262-7329; Fax: 263-4982

**Sign up for
the
convention
EARLY and
SAVE**