

THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

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Staying Ahead...

Detroit sets pace for 2017 with world class auto show

WANADA joins media and industry throng at NAIAS opening this week

To be expected, the North American International Auto Show (NAIAS) drew scores of operatives from automotive and journalist sectors from across the globe at the staging of NAIAS Industry/Media Days this week in Detroit. Washington Auto Show representatives from WANADA, who were delighted to be among the notables from everywhere, were impressed with the omnipresent, wide array of high technology on display, not just from automotive, but from the electronics realm as well, which has been the ever growing components part of new cars and trucks in recent years.

Living up to its longstanding reputation as the pace setter auto show on the world wide industry circuit, automakers from the U.S. and abroad revealed their latest and greatest, never-before-seen models and vehicle concepts to the international media attending NAIAS pre-show days, Monday and Tuesday of this week in Detroit.



Carlos Ghosn, chairman & CEO Nissan Motor Co keynoting the NAIAS AutoMobili-D Exposition, Jan. 9.

Among other OEMs, Nissan played a prominent role in NAIAS Industry/Media Days with its chairman and CEO, Carlos Ghosn, keynoting the NAIAS signature AutoMobili-D Exposition. Fresh from the Consumer Electronics Show in Las Vegas, Ghosn spotlighted the integral connection between state-of-the-art electronics and its relative gadgetry to automotive design. Separately, Nissan presented two reveals at the NAIAS, the first being a new version of its popular Rogue model, the Rogue Sport. Additionally, Nissan revealed a sporty sedan concept, the Vmotion 2.0., with its innovative, combined front and backseat entry, that also boasted Nissan’s Intelligent Mobility Technology to hook the driver into the controlled highway system of the future.

Major auto shows on the global industry circuit, like Detroit and Washington, visit each others expositions to stay up with the leading trends and best practices that each embraces, updates and expands upon each year. These visits historically have also included the major European Shows in Frankfurt, Geneva and Paris.

Hot on heels of the NAIAS, the Washington Auto Show launches the last week of this month with its Industry/Media Days commencing Jan. 24 and running through Jan. 25 and 26. Public days for Washington are Friday, Jan. 27 running through Sunday Feb. 5, 2017.



Nissan Rouge Sport, introduced at 2017 NAIAS



Nissan Vmotion, 2.0 concept introduced at NAIAS



From the left: Gerard Murphy, WANADA counsel; Scotty Reiss, president of International Motor Press Assn.; José Muñoz, chairman, Nissan North America; and Barbara Pomerance, WANADA PR.



Auto Show producers, Rod Alberts, NAIAS, with John O’Donnell, Washington.

Expanded MobilityTalks set to debut at Washington Auto Show

The 2017 Washington Auto Show is set to debut a two-day forum of **MobilityTalks InternationalSM** providing an opportunity for public policymakers at the international, national and state level to explore this important topic in depth. Representatives from governments around the world will exchange ideas on best practices related to the emerging trends in transportation surrounding connected and autonomous vehicles. The changing landscape of transportation presents lawmakers and regulators with unique challenges and opportunities that can be more effectively addressed through partnership and collaboration.



2016 Washington Auto Show MobilityTalks panel on Capitol Hill

2017 MobilityTalks International will go for two full days, being sponsored by the Motor Equipment Manufacturers Association (MEMA), Enterprise car rentals, *The Hill* and Starship Technologies.

1. **Day One, MobilityTalks Tue., Jan. 24, 2017** will feature a full day of panel discussions on a wide variety of topics. Here's a rundown:

8:30 to 11:45 a.m. - Overview of the mobility environment.

Welcoming speaker: R. Ryan Posten, U.S. Department of Transportation.

Q&A Moderator: Mike Spector, *Wall Street Journal*.

Speakers: Sen. Gary Peters, U.S. Senate; Ian Yarnold, UK Department of Transport; John Bozzella, Global Automakers; Jean Shiomoto, California DMV; France A. Cordova, National Science Foundation; Brian Kenner, Deputy Mayor for Planning and Economic Development, Washington, DC, and Yukihiro Ezaka, Japanese Department of Transport.

11:45 a.m. to 1:30 p.m. – Toward a better mobility.

The lunch session will feature short, engaging presentations by groundbreaking tech startups from across the widening mobility landscape.

Moderators: Gary Shapiro, Consumer Technology Association; Warren Brown, *Washington Post*.

Speakers: Doug Patton, DENSO; Sascha Simon, Driversiti; Dan Galves, Mobileye; David Zipper, 1776; Rob Grant, Lyft.

2:00 to 3:00 p.m. breakout sessions, to include the following:

Cybersecurity



Gary Shapiro,
Consumer
Technology
Association

The security of autos and consumers is a top priority in the auto industry. Advanced computing and connectivity are critical components of vehicle safety systems and can have many societal benefits. Today's consumer expects to be connected at all times, though continuous connectivity is not without risk. To prepare for an increasingly interconnected future, automakers are anticipating and acting to address the complexities and challenges that the future may bring.

Speakers: Matthew J. Eggers, US Chamber of Commerce; Scott Algeier, IT-ISAC; Alex Manning, Arent Fox; Jen Ellis, Rapid7, and Chris King, Rockwell Automation.

Legal liability and insurance

As the growth of autonomous and connected vehicle technologies continues to outpace regulation, critical questions central to the proliferation of self-driving cars are being asked. Who is responsible in an accident? How will insurance companies survive? Can the number of accidents truly be decreased to near zero? Legal experts from across the government and industry will converge to discuss these questions and more.

Speakers: Brad Miller, NADA; Adam Thierer, George Mason University; Jackie Glassman, King & Spalding.

Digital Cities

As cars and infrastructure become more connected, the landscape of the city is changing. The Digital Cities panel will explore the role of policy in enabling innovative mobility in urban environments. The discussion will cover the economic, safety, environmental and health effects of new transportation technologies.

Speakers: Rob Puentes, Eno Center for Transportation; Henry Harris-Burland, Starship Technologies; Dominie Garcia, Booz Allen Hamilton; Emeka Moneme, Federal City Council, and Jon McBride, Bridj.



Dominie Garcia,
Booz Allen Hamilton

3:15 to 4:15 p.m. breakout sessions, to include the following:

Standards cooperation

As manufacturers and suppliers look toward the connected and autonomous future, one looming question remains: What will the regulators do? Success or failure for many companies and the ease of adoption by the public may depend on whether or not governments in the U.S. and abroad adopt a single, unified standard for mobility components and use, or if each state and nationality adopts its own, creating a national and international patchwork.

Speakers: Jack Pokrzywa, SAE; John Maddox, American Center for Mobility; Ian Yarnold, UK Department of Transport, and Bernard Soriano, California DMV.

Human-machine interface.

As some manufacturers and developers work on producing vehicles with no pedals or steering, others see this plan as foolhardy for bypassing several other important steps in the evolution of self-driving technology. Who is right? How

should connected and autonomous cars be structured, and are we even conceiving of the technologies in the right way? This session will explore these topics with leading experts in the field.

Moderator: Michelle Krebs Autotrader.

Speakers: Dr. Anuj Pradhan, University of Michigan Transportation Research Institute (UMTRI); Dr. Chandra Bhat, University of Texas at Austin; Dr. Stefan Heck, NAuto, and Henry Bzeih, KIA Connected & Mobility Division.

Delivering Connectivity to Transportation

High-tech communications networks are essential to the transportation ecosystem as advanced technologies that deliver services and features to enhance the consumer experience, reduce traffic congestion, improve safety and generate data-driven revenue are being deployed. This panel will explore what next generation network technologies and connectivity are needed to unleash the full potential of intelligent transportation, and what smart spectrum policies are needed to advance these innovations. Speakers will also discuss how to ensure we're taking full advantage of connectivity in the vehicle; what 5G vs DSRC means to ITS, and how increased connectivity and the demands on data affect the network, as more vehicles and infrastructure become connected.

Speakers: David Heard, Telecommunications Industry Association; Mary Brown, Cisco Systems, Inc., and Paul Schomburg, Panasonic Corporation of North America.



Dr. Anuj Pradhan,
University of
Michigan

2. **Day two, MobilityTalks, Wed., Jan. 25**, moves to Capitol Hill for a symposium. “It Depends on What the Regulators Do” is the topic. Taking place in the Russell Senate Office Building, the event includes registration and lunch at 11:15 a.m. and a panel discussion at 12 noon.

Moderator: Joe White, Transportation editor, Reuters.

Panelists: Rep. Debbie Dingell (D-MI) ; John Maddox, American Center for Mobility; Gary Shapiro, Consumer Technology Association, and Ian Yarnold, UK Department of Transport.

An **Interactive Mobility Experience** will be offered in partnership with U.S. DOT from 9:00 a.m. to 5 p.m. on both Jan. 24 and Jan. 25, in the Robert F. Kennedy Memorial Stadium.

For more information and updates, visit <http://www.washingtonautoshow.com/mobilitytalks/>.

Regional Tag and Title Seminar at the Auto Show, Jan. 27

The WANADA Regional Tag and Title Seminar at the Washington Auto Show will take place Friday, Jan. 27, from 10 a.m. to 12 noon, at the Walter E. Washington Convention Center. This important seminar provides the latest motor vehicle rules and regulations for the entire Washington region from the three Motor Vehicle Agencies, DC DMV, MD MVA and VA DMV. This program is a *must* for tag and title coordinators and all staff involved in motor vehicle agency relations.

Tickets are \$75 per person. To register, contact Kathy Teich at 202-237-7200 or kt@wanada.org.

Register now for WANADA Member Reception at the Auto Show

WANADA dealers, Kindred-line members, associate members and their guests will not want to miss WANADA's exclusive networking event at the Auto Show, the WANADA Member Reception. This year WANADA will honor our Time Dealer of the Year nominee, Ralph Mastantuono, Mercedes-Benz of Alexandria, and Northwood University Dealer Education Award nominee, Robert Ourisman, Ourisman Automotive.

The event will take place Thursday, February 2, from 6:00 to 8:00 p.m. at the W. E. Washington Convention Center, Room 201. Tickets are \$50 per person. Complimentary valet parking will be available. Please contact Kathy Teich at kt@wanada.org/202-237-7200 if you have any questions.

The Member Reception is sponsored by Comcast Spotlight and Manheim Pennsylvania Auto Auction.

DOT Secretary Foxx pushes for automated cars in his exit memo



Driverless Toyota Prius modified by Google.

The Washington Auto Show's MobilityTalks are timely, as outgoing Transportation Secretary Anthony Foxx said about the potential of automated vehicles in his exit memo. He talked about their ability to help people with disabilities, elderly drivers and communities where car ownership is prohibitively expensive.

Automated vehicles, Foxx said, "may also have the potential to save energy and reduce air

pollution from transportation through efficiency and by supporting vehicle electrification." Foxx's memo refers to the DOT's Federal Automated Vehicle Policy, a set of voluntary guidelines for manufacturers. Other important initiatives mentioned: vehicle-to-vehicle technology and the Smart City Challenge, in which 78 cities competed for funding to execute their visions for the future of urban transportation.

Self-driving, connected cars at Consumer Electronics Show (CES)

With cars now a major part of the Consumer Electronics Show (CES), vehicles' autonomous and connected technologies were a big topic at this year's show. In light of this, WANADA representatives were on hand for the Las Vegas event commencing last weekend to pick up pointers for the Washington Auto Show. Automakers are looking for ways to be in the forefront and offer the latest high-tech features, partly, perhaps, in case predictions about car sales dropping once vehicles are fully autonomous turn out to be true.

Toyota's concept car Concept-i uses artificial intelligence (AI) to exemplify the philosophy of "kinetic warmth," a belief that mobility technology should be warm, welcoming and fun. The AI robot, nicknamed Yui, welcomes the driver with a "hello" projected on the car door and can adjust the car's temperature and music to suit the driver's previously measured preferences.

The Concept-i can also monitor driver attention and road conditions and increase automated driving support as needed to increase driver engagement or help navigate dangerous driving conditions.

Honda's concept car at the CES, the NeuV, is an autonomous EV mini. The idea behind it is that, with privately owned vehicles sitting idle 96 percent of the time, the NeuV could function like a driverless Uber or Lyft. The NeuV could also sell energy back to the electric grid during times of high demand when the car is not in use.

CPO buyers most likely to buy same make CPO again

Certified pre-owned buyers are the most likely to buy another CPO vehicle of the same make, a recent analysis of repurchase behaviors found. The Experian study looked at new, CPO and non-CPO owners.

“Over the last few quarters, our analysis shows that pre-owned vehicle purchases are on the rise, and becoming more and more popular among consumers across all credit risk tiers,” said Brad Smith, Experian's director of automotive data and analytics. “Auto manufacturers continue to increase sales through higher rates of lease penetration, then channel these off-lease vehicles into certified pre-owned fleets.”

Among groups studied, consumers going from a CPO vehicle to another CPO showed the highest the loyalty rate, at 75 percent. The brands with the most loyal CPO owners were Ford, Mercedes-Benz, Honda, Toyota and Lincoln. Among all makes, SUV and CUV owners were the most loyal.

WANADA offices closed for MLK Day and Inauguration

Following the lead of many business offices, including those of the federal government, WANADA will be closed this Monday, January 16, for Martin Luther King Day and Friday, January 20, for Inauguration Day.

Given the launching of the Washington Auto Show the following week of January 24, a number of WANADA professionals will be in the office on the national holidays next week.

With all the people who've indicated they'll be in Washington for the Inauguration, metro residents are being urged by transportation planners and others to stay out of downtown DC next week.

Staying Ahead...

Dante once said that the hottest places in hell are reserved for those who in a period of moral crisis maintain their neutrality.

—John F. Kennedy

