



THE WANADA BULLETIN

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

WANADA Celebrating 100 Years of Service (1917-2017)

WANADA Bulletin # 20-17

May 26, 2017

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OSHA postpones injury/illness electronic reporting date

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Thought for Memorial Day...

OSHA postpones injury/illness electronic reporting date

The Occupational Safety and Health Administration (OSHA) has postponed the July 1 deadline for certain dealerships to electronically file their 2016 employee workplace injury and illness records. Among WANADA members, the rule applies to light-duty truck dealerships with 250 or more employees at a single location.

Those dealerships are required to record workplace injuries and illnesses. But until a new deadline is announced, dealerships should *not* file any Form 300A's with OSHA. The agency may be considering doing away with the electronic reporting mandate altogether.

For more information on existing federal injury and illness recordkeeping and reporting mandates, visit [NADA's injury and illness recordkeeping page](#). For more information, email NADA Regulatory Affairs, regulatoryaffairs@nada.org.

Washington area sales drop 5% in first quarter; truck percentage grows

Washington area vehicle sales fell 5 percent from a year ago in the first quarter, more than the 1.6 percent drop nationally. Washington area auto sales are generally more stable than in the rest of the country, but the uncertainty of a new administration plus widespread talk of cutbacks in federal jobs could have dampened enthusiasm for buying a new car in some quarters. WANADA Area Report figures are from Polk new-vehicle registration data and can be found through a link at the end of this article. U.S. figures are from *Automotive News*.

In keeping with a national trend, but fairly new regionally, light truck share of sales rose in the



Import CUVs such as the Toyota RAV4 sold well in the Washington area.

Washington, DC region. Regional truck share was 56.7 percent in the first quarter, up from 54.8 percent a year earlier. Nationally, trucks took up 63 percent of light-vehicle sales. Light trucks include crossovers, which are especially popular in our region. Area buyers, like those elsewhere, continue to take advantage of the low price of gas by buying crossovers and SUVs.

The Washington area tracked the rest of the country as car sales fell substantially – 9 percent in our region and 11 percent

nationally. Trucks were a different story, down 1.7 percent locally but *up* 5.4 percent in the country as a whole.

Washington area sales for the 12 localities in the Maryland suburbs and Northern Virginia totaled 68,644 for the first quarter. Sales were highest in March (25,522), with February (21,933) and January (21,043) closely tracking one another.

The non-Detroit Three share of Washington area new-vehicle sales rose to its usual robust showing, at 72.8 percent, up from 69.5 percent a year ago. Though the passenger car market may be shrinking, a whopping 83 percent of it was imports, up from 80 percent last year. Nearly 65 percent of truck sales in our region were imports, down from 70 percent in 2016.

For the complete WANADA Area Report on first quarter Washington market new vehicle sales, WANADA members can click [here](#) and log in with their email and password.

Limited space available at WANADA Open, June 7 at Lansdowne Resort



All WANADA members and guests are welcome at the WANADA Open – but registration will close once the space limit is reached.

Limited space is still available for the WANADA Open Golf Tournament on Wednesday, June 7, at The Golf Club at Lansdowne Resort. Register your foursome today by clicking [here](#).

This popular, annual event is a great way to network with business friends and associates. Those who won't be golfing are

invited to join the cocktail reception and dinner at Lansdowne, which is always an extraordinary occasion in and of itself.

Here is the schedule:

- 9:00 a.m. Registration, sponsored by Penney Design Group
Continental Breakfast, sponsored by M&T Bank and Enterprise-Rent-A-Car
Practice Green, sponsored by Capital Automotive and the Driving Range is open
- 10:00 a.m. Golf Clinic, sponsored by Architects Group Practice
- 11:00 a.m. Tournament Shotgun Start
- 4:00 p.m. Cocktail reception, sponsored by SunDun Office Refreshments and
ACV Auctions
- 5:00 p.m. Awards Dinner, sponsored by Manheim Pennsylvania Auto Auctions

For general questions on the WANADA Open, contact Kathy Teich, kt@wanada.org, (202) 237-7200.

For sponsorship opportunities, Kindred-line members may contact Bob Storin, rs@wanada.org or (202) 237-7200.

Auto theft criminal investigation contacts

Due to the recent increase in auto theft activity in the region, Police Sgt. David Mohr of the Washington Area Vehicle Enforcement Auto Theft Task Force, attended a recent WANADA Board meeting to discuss the concerns. Sgt. Mohr encourages dealers to contact the Task Force in the event of a vehicle theft rather than local police station. His teams are specially equipped to analyze and investigate the crimes, particularly if they are part of a larger trend or the work of a known theft ring.

Sgt. Mohr has provided a list of the Task Force for the region to expedite investigations and combat auto theft in the Washington, DC Region. Contact the corresponding investigator for your locality from the list below.

Maryland

Montgomery County Police Department

Sgt. M. Fergus Sugrue
Centralized Auto Theft Section
Michael.Sugrue@montgomerycountymd.gov
Desk 240-773-6374
Cell: 240-876-8478

Prince George's County Police Department

Sgt. David Mohr
Washington Area Vehicle Enforcement, Auto Theft Task Force
dsmohr@co.pg.md.us
240-695-3352

Virginia

Alexandria Police

Sgt. B.F. Jackson #2159
Criminal Investigations
Property Crimes Unit

703-746-6616

Brendan.Jackson@alexandriava.gov

Arlington Police Department

Detective Chris Dengeles

Fugitive Special Investigations

FBI Violent Crimes Task Force, CR-4

1425 N. Courthouse Road

Arlington, VA 22201

703-228-4233 desk

Fairfax County Police Department

Criminal Investigations Bureau

Major Crimes Division

Supervisor: 2LT Michael Blancke

(703) 887-7233

Michael.Blancke@fairfaxcounty.gov

Office: 703-246-7800

Non-Emergency: 703-691-2131

Virginia State Police

Special Agent Ron Paschal

571-283-3587 Cell

Dealers with questions about the Auto Theft Task Force may contact Joe Koch, jk@wanada.org, [202-237-7200](tel:202-237-7200).

NAMAD elects Irving Williams as new chairman

The National Association of Minority Automobile Dealers (NAMAD) has named auto retailer Irving Matthews as the organization's 13th chairman. He succeeds Chairman *Emeritus* Perry Watson III of Lexus of Mishawaka, IN.

Matthews heads The Matthews Automotive Group, the nation's 22nd largest, black-owned auto dealer organization. Founded by Irving Matthews in 1995, the company is also the fourth largest minority-owned organization in Florida.

"In today's automotive arena, the number of minority dealerships has not fully returned to the peak numbers in 2005 before the economic downturn," said Matthews. "I'm committed to work with NAMAD and its members to help reverse the negative ownership trend." He added that NAMAD will discuss the state of the industry in detail at the group's 37th Annual Meeting in Miami, Fla., July 11-14, 2017.

Ford to cut 10% of salaried workers in North America, Asia

First Ford said it will cut 10 percent of salaried workers in North America and Asia, by attrition and voluntary buyouts. Then a few days later, the automaker announced that its CEO Mark Fields was leaving his position, to be replaced by Jim Hackett, currently head of Ford Smart Mobility LLC. The move is part of a management shakeup that will take effect June 1.

Why the changes?

Ford's sales decreased 7.1 percent in April, and its stock price is 40 percent lower than it was when Fields took over as CEO in 2014. The company has made major investments in future technologies, including artificial intelligence to develop a fully autonomous vehicle, a broader lineup of electric vehicles, and mobility services such as ride sharing. Analysts have said such investments are wise, but current product in the showroom is at least as important.

The F-series pickups continue to score high sales month after month. But one successful model lineup is not enough. Some of its other products are rather dated, says Joann Muller of *Forbes*. The Escape, Explorer and Fusion will not be updated until 2019. And Ford still doesn't offer a small SUV or mid-sized pickup. They are coming in the next few years, but their absence is a problem in the current market, Muller says.

Memorial Day travel forecast at highest level since 2005, says AAA

American Automobile Association (AAA) projects that 39.3 million Americans will travel 50 miles or more from home over Memorial Day weekend. That is one million more travelers than last years taking to the roads, skies, rails and water, creating the highest Memorial Day travel volume since 2005.

"Higher confidence has led to more consumer spending, and many Americans are choosing to allocate their extra money on travel this Memorial Day," said Bill Sutherland, AAA senior vice president, Travel and Publishing.

More than 88 percent of Americans who travel will drive to their destinations, an increase of 2.4 percent over last year. The national average price for a gallon of gas today is \$2.34, which is 11 cents more than last year.

Thought for Memorial Day ...

Those who have long enjoyed such privileges as we enjoy forget in time that men have died to win them.

--Franklin Delano. Roosevelt