

THE WANADA BULLETIN

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

WANADA Bulletin # 42-16

Trick or Treat!

October 31, 2016

Headlines...

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Thought for the week...

WANADA Annual Meeting this Wed., Nov. 2, Ritz/Tysons



Former Sen. Scott Brown

The WANADA Annual Meeting and Luncheon takes place this week, on Wednesday, November 2. It will be at the Ritz-Carlton, Tysons Corner in McLean, VA, with keynote speaker former U.S. Senator Scott Brown. Members and their guests will want to hear Sen. Brown's views on the presidential election next week and the aftermath of the bruising campaign. He will speak on the subject "Where is America Heading?" – A timely topic to be sure!

Sen. Brown spent many years in the Massachusetts Legislature before being elected to Ted Kennedy's seat as the first Massachusetts Republican elected to the U.S. Senate in more than 40 years. In the Senate, he was a ranking member on the Armed Services Committee and the Committee on Homeland Security and Governmental Affairs,

and was a member of the Veterans Committee and the Committee on Small Business. In addition to his Congressional career, Sen. Brown is a popular contributor to Fox News and a *New York Times* best-selling author for his book *Against All Odds*.

The meeting will include a state of the automobile business report from WANADA leadership and members will elect WANADA's 2017 Board of Directors. For information on the Annual Meeting contact Kathy Teich, kt@wanada.org, or 202-237-7200.

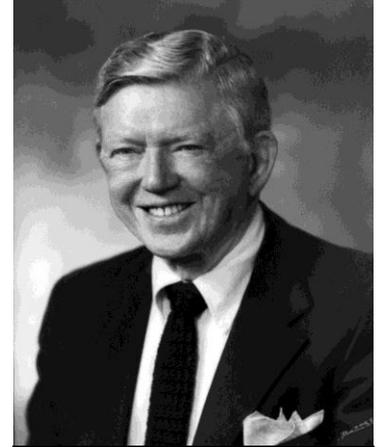
Agenda

- 11:30 a.m. Networking Reception
- 12:00 p.m. Lunch
- 12:30 p.m. WANADA Business Session
 - Association Update
 - 2016-2017 Board Elections
 - Passing the chairman's gavel
- 1:00 p.m. Scott Brown
Keynote speaker
"Where is America Heading?"
- 2:00 p.m. Adjournment

Maryland Auto Dealers to honor former WANADA CEO, Mike Murphy

Recognition to occur at MADAF Annual Gala, Nov. 4, Columbia Country Club

WANADA's esteemed sister organization, Maryland Auto Dealers Association, has announced that its Foundation has selected former WANADA chief executive officer Maurice J. (Mike) Murphy as its 2016 honoree to be admitted into the MADAF *Legends Hall* at its Annual *Unforgettable Gala*, Nov. 4, 2016, at Columbia Country Club, Chevy Chase, Md. The MADAF *Unforgettable Gala*, now in its 7th year, has as its mission to spotlight and preserve "the name and memory of Maryland automobile industry leaders and pioneers." The list of former inductees is impressive, starting with last year's honoree, Jerry Fader, founder of MileOne Automotive in Towson; the year before that longtime MADA CEO Cab Darrell, Mike Murphy's colleague for 25 years; preceded by Fred Bowis of Chevy Chase ChevyLand; Bob Bell of Bob Bell Automotive in Baltimore; Bob Suddith, Hoffman Automotive, Hagerstown; and Wilson Howes, Wilson Pontiac and Honda, Silver Spring, and later Hagerstown Honda.



Maurice J. Murphy
WANADA CEO, 1955-82

Mike Murphy was the second of three Murphy family members to head up the staff at WANADA, a position he held for 27 years, 1955-82. Mike's father, Dick Murphy, preceded him as WANADA's CEO from 1932-55, and his son, Gerry Murphy, succeeded him as CEO in 1982, running WANADA until 2014. Mike passed away in 2004, having stayed active with WANADA as a consultant on The Washington Auto Show until 2000.

Tickets are available for \$250 per person. Register for the *Unforgettable Gala* by clicking [here](#). As noted above, arrangements are set for this Friday, Nov. 4 at Columbia Country Club (*black tie* optional). Questions about the event or registration can be directed to Ethel Biensach, ebiensach@mdauto.org, or (301) 271-1717.

Ralph Mastantuono is WANADA's Time Dealer

WANADA is pleased to announce that Ralph Mastantuono, general manager and a dealer executive at Mercedes-Benz of Arlington, will represent the Metropolitan Washington area as a 2017 Time Magazine Dealer of the Year. The dealers are put forward by auto dealer associations across the U.S. and are recognized at the NADA Convention, which this year is set for January 27, 2017, in New Orleans. The Time Dealer of the Year program honors new-car dealers who exhibit exceptional performance as automotive retailers, industry change agents and community leaders. Mastantuono was nominated by WANADA President John O'Donnell.



Mastantuono is one of 49
dealers nominated
nationally.

"We are excited about the extraordinary group of nominees that are in the running for the 2017 Time Dealer of the Year award," said Tim Russi, president of

auto finance for Ally Financial, a partner with Time in the award program. “These dealers have been recognized for the ways that they ‘do it right’ in their communities, and we look forward to sharing their stories over the next few months and celebrating their accomplishments at the NADA convention in January.”

Mastantuono graduated from Xavier University in Cincinnati with a degree in accounting. After college, he worked at Councilor Buchanan & Mitchell, PC before becoming a dealer executive with one of the firm’s clients, Capitol Cadillac, in 1979.

Mastantuono has since held leadership positions at Koons Automotive in Virginia and American Service Center, which became the first Mercedes-Benz dealer in the Washington, DC metro area in 1957. Today, in addition to his role at Mercedes-Benz of Arlington, he is vice president of Mercedes-Benz of Alexandria.

“I realized early on the nexus that exists between a trained staff and dealership success,” said Mastantuono. “We made sure that training was a requisite so the staff was well-versed in our products and services. This, in turn, positioned customers to make happy purchase decisions that would endear them to us.”

In the spirit of giving back to his industry, Mastantuono designed a weeklong class for general managers based on his successful formula. NADA sent its future Mercedes general managers to his dealerships in Arlington and Alexandria for the program. “This resulted in the launch of many careers, for which I’m most proud,” said Mastantuono.

A recipient of the 2016 Northwood University Dealer Education Award, Mastantuono has worked hard to help others reach their personal goals. “It is important to me because it represents our commitment to training and education as the bedrock of all success in business and the world at large,” he said.

Mastantuono serves on the Executive Committee and Board of Directors of WANADA, and is chairman of the Employee Benefits Committee.

Local and national organizations that Mastantuono supports include Little Sisters of the Poor in Washington DC, the Juvenile Diabetes Research Foundation, Leukemia & Lymphoma Society, Jewish Community Center of Northern Virginia, American Heart Association and Charles E. Smith Life Communities in Rockville.

WANADA wishes Ralph Mastantuono the very best on this high honor!

Finalists for Washington Auto Show’s Green Car Awards to be announced at LA Auto Show

Green Car Journal will announce finalists for its prestigious Washington Auto Show 2017 Green Car Awards™ at LA Auto Show’s AutoMobility LA on November 17. The awards include the Green SUV of the Year™, Connected Green Car of the Year™ and Luxury Green Car of the Year™ awards.

Winners of the three awards will then be identified in Washington, DC, during the 2017 Washington Auto Show’s Policy Day on January 26. These coveted awards recognize the best of the best in three of the fastest growing green segments in the automotive field.



Darin Geese, Chevrolet’s product chief, (left) accepting the award for the Connected Green Car™ from Ron Cogan at the 2016 Washington Auto Show.

“We’re delighted to be announcing finalists for our three Washington Auto Show Green Car Awards in California, one of the most important green car markets in the world,” said Ron Cogan, editor and publisher of *Green Car Journal* and GreenCarJournal.com. “Highlighting the full complement of finalists in Los Angeles and then announcing winners in Washington, DC, the epicenter of policies guiding vehicles to a more efficient and environmentally positive future, is ideally aligned.”

The coordination of Green Car Awards announcements and joint exhibition of finalists is a significant new development between major auto shows on the auto show circuit. This milestone underscores the growing importance of green cars in the auto industry and the way they are in turn creating synergies in complementary areas. *Green Car Journal*’s Green Car of the Year has been a high profile program at Los Angeles Auto Show’s press and trade days since 2005. Beginning in 2008, the Green Car Awards have been a key feature of the Washington Auto Show, the Public Policy Show on the industry’s auto show circuit that puts a priority on safety and sustainability.

“We are proud of our partnership with *Green Car Journal* and Ron Cogan, whose anticipated suite of awards helps shape the national conversation on the innovations that will drive our industry and country forward,” said Geoff Pohanka, chairman of the Washington Auto Show.

“Hosted in a state that sets the environmental benchmark for the nation, LA Auto Show’s AutoMobility LA is a natural fit for automakers to debut green vehicles and organizations to make important announcements,” said Terri Toennies, executive vice president and general manager of LA Auto Show and AutoMobility LA. “We are thrilled that *Green Car Journal* and the Washington Auto Show will add to this year’s green repertoire at AutoMobility LA.”

For more information on the Washington Auto Show, see washingtonautoshow.com.

NHTSA issues cybersecurity guidance for automakers

With cybersecurity sure to be a topic at the 2017 Washington Auto Show’s AutoMobility Talks, the new guidance for automakers from the National Highway Traffic Safety Administration (NHTSA) is timely.

In an unusual approach that is very different from its normal reactive response, NHTSA said it is taking a proactive safety approach to protect vehicles from cyberattacks and unauthorized access by releasing this proposed guidance. The guidance for automakers is voluntary and will go into effect after a 30-day comment period.

“Cybersecurity is a safety issue, and a top priority at the Department of Transportation,” said Transportation Secretary Anthony Foxx. “Our intention with today’s guidance is to provide best practices to help protect against breaches and other security failures that can put motor vehicle safety at risk.”

The guidance includes building cybersecurity into the vehicle design process, making it a priority for industry leadership, sharing cybersecurity information with others in the industry, setting up a response process to cyberhacking, self-auditing and conducting risk assessment.

Automakers are already sharing information through the Automotive Information Sharing and Analysis Center, a consortium of major automakers set up as a clearinghouse for cybersecurity information. It released a set of best practices in July. The Alliance of Automobile Manufacturers, which established the Center, said it is reviewing NHTSA’s guidance.

Senators Ed Markey (D-MA) and Richard Blumenthal (D-CT), frequent critics of the auto industry, said the NHTSA guidance “is like giving a take-home exam on the honor code to

failing students” and that DOT should issue mandatory standards, not voluntary guidance. General Motors applauded the guidance.

Most pickup trucks have poor headlights, IIHS tests show



The 2017 Honda Ridgeline was the only large pickup available with headlights rated “good.”

Drivers of late-model pickups are likely to find themselves squinting into the darkness or temporarily blinding other drivers, the Insurance Institute for Highway Safety (IIHS)’s latest headlight ratings show.

All four small pickups evaluated are available only with headlights rated “poor.” The same goes for 3 out of 7 large pickups. Only one large pickup, the Honda Ridgeline, is available with headlights rated “good,” though all but the most expensive trim levels come with poor ones.

IIHS found a similar pattern in the other groups it rated for headlights earlier this year, midsize cars and small SUVs. “As vehicle safety has improved in recent years, this important equipment has been overlooked,” said Matthew Brumbelow, an IIHS senior research engineer.

IIHS launched its headlight ratings after finding that government standards based on lab tests allow for huge variation in the amount of illumination headlights provide in on-road driving. The Institute evaluates how far light is projected from a vehicle’s low and high beams as the vehicle travels straight and on curves. It also measures glare from low beams for oncoming drivers.

Consumer confidence falls to two-year low

The consumer confidence index from the University of Michigan fell more than 4 percent from September to October to its lowest level in two years.

Half of all consumers anticipate an economic downturn in the next five years for the first time since October 2014, the survey found. The increased pessimism “may simply reflect a temporary bout of uncertainty caused by the election,” said the university’s Surveys of Consumers chief economist Richard Curtin.

“Prospects for renewed spending gains will depend on continued growth in jobs and wages as well as low inflation and interest rates,” Curtin said. He believes the small rise in interest rates expected in December will have a minimal effect on consumer spending. Real personal consumption spending will likely increase by 2.5 percent through mid-2017, said Curtin.

Autonomous cars may not go through automatic car wash

Cybersecurity may be a high-level concern for autonomous cars, but not being able to drive through an automatic car wash could be an everyday irritation. BestRide.com has found 33 vehicles that require owners to manually deactivate computerized safety systems before driving through the car wash.

“Collision detection, auto hold braking and other technologies are coming to every car as standard equipment by 2020,” said BestRide Editor-in-chief Craig Fitzgerald. “Consumers have no idea about the unintended consequences of these technologies on simple, everyday tasks.” The technologies tested covered entry-level to luxury vehicles.

“There’s no standardization in how autonomous and automatic braking systems work, how they’re disabled, or even *if* they can be disabled,” said International Car Wash Association CEO Eric Wulf. He said his group would like to talk to OEMs about a standardized engineering solution.

Thought for the week...

I remember when Halloween was the scariest night of the year. Now it's election night.

--Anonymous

