

WANADA Bulletin #1-08

January 4, 2008

2008 WASHINGTON AUTO SHOW PREVIEW

Getting You Green with Envy

WAS Showcases the Latest in Fuel-Efficient, Environment-Friendly Vehicles



“The timing of The 2008 Washington Auto Show (WAS) is especially important

this year as government and industry together interact on the biggest changes in car design in half a century,” writes Motor Week TV’s John Davis for The Washington Post.

“The pressure to raise fuel economy standards, reduce dependence on foreign oil, and reduce greenhouse gases that can harm the environment, has now grown from a goal to a mandate. These new realities will push car design forward at an historically rapid pace,” said Davis.

That’s why this year’s WAS is themed “Engineered for the Future,” capitalizing on its Washington venue at the intersection of the automobile industry and public policy process. The WAS will include a *green*

symposium for government and industry executives and a “Sneak Peek” for key federal agency leaders and members of Congress sponsored by The Alliance of Automobile Manufacturers.

“Green is no longer just a buzzword, but it’s an imperative,” said John Ourisman, chairman of The Washington Auto Show and principal of Ourisman Automotive.



Fuel-cell Honda FCX Clarity.

“Engineered for the Future” applies as much to streamlined, aerodynamic style as it does to fuel efficiency. Today and

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DEALERS IN THE SPOTLIGHT

Dick Patterson Tapped For Northwood U. Award At NADA

Longtime Washington Area automobile dealer Richard A. Patterson of RRR Automotive will be honored next month by Northwood University with its Dealer Education Award which it bestows each year to select dealers at the NADA Convention.

WANADA nominated Mr. Patterson for the award in recognition of community activities like his substantial commitment to the fight against Leukemia and Lymphoma as evidenced by his leadership of the Bobby Mitchell Hall of Fame Golf Classic. Since Patterson, Mitchell and others first organized the Classic in the 1990s, the event has raised millions of dollars for blood cancer research, while it has enhanced public awareness of the disease.

Patterson has similarly taken the lead in other causes focusing public awareness and community activism, including his sustained involvement in the state of Maryland’s public/private sector



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2008 WASHINGTON AUTO SHOW

Green With Envy (Continued from page 1)

tomorrow's automobiles offer the whole package, and that's what we will feature at the 2008 show."

Special environmental features revealing fuel-efficient construction and engineering will be on display among the more than 800 new cars, trucks, mini-vans and sport utility vehicles from 42 domestic and import automakers. The 2008 Auto Show will run at the Walter E. Washington Convention Center from January 23 - January 27, 2008.

In addition to many new hybrid models on display there will be eco-friendly models, such as the Honda FCX Clarity, the fuel-cell vehicle that uses an electric motor; the Volkswagen Jetta TDI Clean Diesel, a 2.0-liter diesel engine boasting 240 ft-lbs. of torque; and the Mercedes-Benz S400 BLUETEC

Hybrid, the luxury sedan that gets the performance of a V8 engine with 265 horsepower and 465 pound-feet of torque.

According to the Auto Alliance, automakers today offer 60 variations of alternative fuel vehicles, and 100 *plus* models that boast EPA-estimated highway ratings of 30 miles per gallon or more. "The automobile industry is leading the vanguard of innovation for a cleaner environment, whether it's in clean diesel or alternative fuel vehicles or the fact that 95 percent of automobiles retired from use are processed for recycling," said Dave McCurdy, president and CEO of the Auto Alliance and former Congressman from Oklahoma. "The Washington Auto Show will showcase those investments, and we are grateful to the Washington Area New Auto Dealers Association, the

show's producers, for making conservation a cornerstone of the show," he said.

"The importance of The Washington Auto Show for the auto industry cannot be underestimated," said Michael J. Stanton, president and CEO of The Association of International Automobile Manufacturers, which represents 14 international motor vehicle manufacturers whose U.S. market share is 40 percent and growing. "This is a critical opportunity to garner attention and support from the country's regulators and policy makers on the industry-wide priority of going green."

The Washington Auto Show has consistently provided a forum for advanced technologies while spotlighting cutting edge industry efforts to promote fuel efficiency and innovations in energy.

DEALERS IN THE SPOTLIGHT**Patterson**

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initiative to curb domestic violence, which earned him and others in the business community the Governor's "Distinction of Honor" award. Correspondingly, he has been in the forefront of the war on drugs, serving in the leadership of the Corporation Against Drug Abuse, while sponsoring scholarships in career education for disadvantaged youngsters in the District of Columbia.

In dealer operations, Mr. Patterson has been a stalwart proponent of credentialing pro-

grams such as ASE Technician Certification and NADA Sales Representative Certification, while ensuring that vehicle sales and fixed operations teams participate in the full array of manufacturer-specific training.

The Northwood University Dealer Education Award is a time honored tradition at the NADA Convention that has appropriately and consistently singled out successful dealers like Dick Patterson for making the industry and society at large a better place for everyone.

WANADA salutes him on the well deserved recognition.

Don't Miss Out!

**Shelby Mustang
To Be Ruffed At WAS**

Gala, Jan. 22

The much heralded Shelby Mustang will be the grand prize at a raffle for charities at The 2008 Washington Auto Show Congressional Gala, Jan. 22. A limit of 2,500 tickets will be sold @ \$50 for this coveted collector's item. Get a ticket while they last! Contact Ralph Frisbee at WANADA (202) 237-7200, or e-mail rf@wanada.org.

Cash Reporting Notices for '07 Transactions, Due Jan. 31

WANADA reminds dealers that the IRS has been strictly enforcing the filing of Form 8300 cash reports and continues to conduct audits on dealers, including some in our area, for compliance with Form 8300 requirements. A failure to report cash transactions over \$10,000 could result in a minimum \$25,000 fine.

Under IRS regulations, dealers must notify each person identified for transactions of \$10,000 or more during 2007. The FinCEN Form 8300 general instructions and the IRS definition of "cash" are available on the IRS website at <http://www.irs.gov/publications/p1544/ar02.html>

Such notices must be in writing, furnished to the purchaser no later than Jan. 31, 2008.

The notification statement must include the name and address of the dealership, the total amount of cash reported to the IRS during 2007 for that person, and a statement that the information was reported to the IRS. The statement should go to the person's last known address. Dealers are encouraged to review 2007 transactions carefully to be certain that all affected customers are notified in writing and to record a copy of the notice furnished to the customer.

To soften the surprise that some customers may get from receiving this notice, it is recommended that dealerships include a short letter along the following lines: (The exact wording of the customer notification should be reviewed by the dealer's legal advisor.)

Dear (customer name):

We are required by the Internal Revenue Service to report transactions involving more than \$10,000 in cash and "cash equivalent" under the provisions of 26 U.S.C 60501. (Name of dealership) has filed a Form 8300 with the IRS on (month, day, year) indicating that you provided us (\$ amount) in connection with the purchase of your (year, make, model). We wanted you to know that we have complied with this federal requirement. Again, thank you for your patronage.

Sincerely, (dealership name)

Nearly 800 Use SoberRide On New Year's

Operating throughout the holidays, the Washington Regional Alcohol Program's (WRAP) SoberRide program hit its peak New Year's Eve when a near record 787 persons in the Washington-metropolitan area used the free cab ride service. That translates into SoberRide removing a would-be drunk driver from Greater Washington's roadways every 37 seconds this New Year's Eve, according to WRAP President Kurt Gregory Erickson.

In all, WRAP's most recent holiday *SoberRide* offering – which operated between 10:00 pm and 6:00 a.m., December 7, 2007 to January 2, 2008 – provided in total 2,510 free cabs rides to local residents age 21 and older who otherwise may have attempted to drive home after drinking.

Since 1993 alone, WRAP's *SoberRide* program -- a past recipient of the Virginia Governor's Award for Transportation Safety -- has provided 40,626 free cab rides to would-be impaired drivers in the Greater Washington Area. WANADA, a longtime sponsor of WRAP, is extremely proud of this effort.

MD, VA Sales Reps Must Register for 2008 Washington Auto Show

Sales representatives from MD and VA dealerships who plan to be working at The 2008 Washington Auto Show, Jan. 23 - 27, 2008 must register with the D.C. government through WANADA in order to receive a waiver from D.C. automotive sales licensing law requirements. Please fill out the registration form enclosed with this Bulletin with the names and sales license numbers of the dealership and all dealership representatives who will likely work at the show, and fax it to the WANADA office, (202) 237-9090, by Friday, Jan. 18, 2008. Reps who do not register may trigger regulatory scrutiny not only for themselves but for the Auto Show as well. Your immediate attention and cooperation is appreciated!

DEALER OPS. SEMINARS @ THE 2008 WASHINGTON AUTO SHOW**F&I Professional Certification Program Expands To VA !***Wednesday, Jan. 23 for Virginia Dealers; Thursday, Jan. 24 for Maryland Dealers*

The popular Finance and Insurance Professional Certification Program for Maryland dealers developed and sponsored by WANADA and MADA is scheduled on-site at The Washington Auto Show in the Walter E. Washington Convention Center, Thursday, January 24, 2008. The same program, with an emphasis on Virginia matters, will be offered by WANADA for Virginia dealers the day before, Wednesday, Jan. 23, 2008. The day-long program (from 8:30 a.m. to 5:00 p.m.) will be conducted each day by instructor specialists from JM&A to ensure that F&I staff and dealer operations deliver consistent customer value and are compliant with the various laws that affect them.

Lunch coupons will be available for attendees to use at auto show food concession stands in the convention center. Registration fees are \$249 per person. Space is limited and available on a "first come first served" basis.

Sign-up forms are enclosed with this WANADA Bulletin. Contact Kristina Henry at WANADA for more information: (202) 237-7200, ext 18, or email kh@wanada.org.

Washington Area Tag & Title Seminar, Thursday, Jan. 24, 10-12 Noon

WANADA dealer tag and title administrators are cordially invited to attend the annual Washington Area Tag and Title seminar on-site at The Washington Auto Show in the Walter E. Washington Convention Center. Senior motor vehicle agency representatives from DC DMV, Maryland MVA and Virginia DMV will form a panel to review the various operational aspects of motor vehicle titling from the perspective of the three jurisdictions. This year's Washington Area Tag and Title seminar will be especially important with the new title tax scenarios in Maryland and Virginia commencing next month.

Coffee and danish will precede the seminar, and lunch coupons will be available to utilize at convention center food courts. A registration form is enclosed. For more information contact Kristina Henry at WANADA (202) 237-7200, ext 18, or email kh@wanada.org.

WANADA/NADA "Coaching Dealerships to Profitability" Seminars

NADA Management Education and WANADA will partner for the first time to present a new seminar program at the 2008 Washington Auto Show, Jan. 23-27. The series *Coaching Dealerships to Profitability* consists of three seminars designed to help dealers maximize profitability in fixed and variable operations. Each seminar will be held from 8:30 a.m. to 4:30 p.m. at The Walter E. Washington Convention Center, and will be taught by NADA Dealer Academy and 20 Group consultants. The cost is \$249 per person, per seminar (which includes a \$15 lunch coupon and handout material). The three seminars are as follows:

- Eight Critical Concerns for General Managers, January 23.
- Advanced Service and Auto Parts Management. January 24.
- Used Vehicle Department Profits Accelerator, January 25.

Registration forms are enclosed. Contact Kristina Henry at WANADA (202) 237-7200 ext. 18 or email kh@wanada.org.

Staying Ahead...*If you can't convince them, confuse them.***-- Harry Truman****Enclosures**

- Dealer Operations Seminars at the upcoming Washington Auto Show (registration forms enclosed)
- ADEI Update