

WANADA Bulletin # 12-08

March 27, 2008

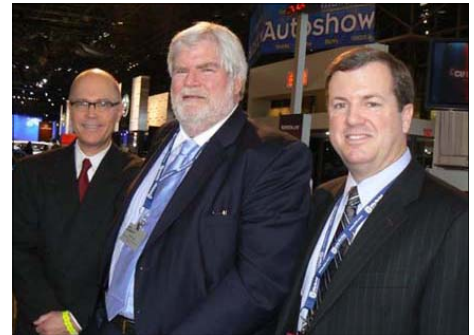
WASHINGTON AUTO SHOW UPDATE

Washington Auto Show Reps in the Big Apple Meet with OEMs at NY Auto Show

While it may seem odd, auto show producers attend each other's auto shows, particularly the world class ones, because there are always important automaker executives on hand, and vehicle design and show exhibit trends are up close and personal. The New York International Auto Show is always a fertile venue for such auto show producer visits, and this year was no exception for WANADA's Washington Auto Show (WAS) representatives who were in the Big Apple last week during the show's media days. "There was no shortage of outside-the-box innovations in high technology and unprecedented consumer value that make major auto shows like New York the exciting destinations they are," said WAS committee member Daniel Jobe of Capital Cadillac and Hummer, "but the color green has become a prominent theme."

Indeed, the latest-and-greatest in automotive advanced technology was amply spotlighted in a

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Pictured above, left, is Chrysler CEO Robert Nardelli (left) with Gerard Murphy of WANADA after Nardelli's remarks to the media at the NY Auto Show. Pictured above, right (from left) is Craig Helsing of BMW/NA's Washington office; Keith Crain, publisher & editor-in-chief, Automotive News; and Daniel Jobe, Capitol Cadillac/Hummer.

MD LEGISLATIVE UPDATE

MD Assembly Passes Legislation to Include Leases in Net-of-Trade Tax Treatment *New Law Retroactive To Jan. 1*

The Maryland General Assembly came through again for vehicle consumers when both Houses last week came to terms and passed legislation that clarifies, once and for all, the absolute applicability of net-of-trade title tax treatment in leased transactions where a trade-in is part of the deal. This measure will ensure that consumers who lease vehicles and put a vehicle they own into the transaction for the trade-in will only have title taxes factored into the lease payment that have been reduced by the value of the trade. Consumers going from one lease to another have no trade-in factor for tax purposes since the lease company, not the consumer, owns the cars.

MADA, with WANADA's support, determined that a "legislative fix" was the way to go on this matter after a lawyer for MVA advised agency staff that leases were not included for purposes of net-of-trade tax treatment, which first became available January 1st of this year. The legislation passed this week also provides that lease customers who were denied net-of-trade tax treatment "be made whole" by the state, which MVA will be sorting out with dealers and lease companies.

More on this positive development as details unfold.

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DEALERS IN THE SPOTLIGHT

Fitzgerald is Finalist for USA Today/NADA Dealer Innovation Award

The recent New York Auto Show was also the scene of yet another honor for Jack Fitzgerald, chairman of Fitzgerald Auto Malls and WANADA's Immediate past chairman. Fitzgerald was one of four national finalists for the 2007 USA Today/NADA Dealer Innovation Award.

The award, won by Jim Hand, Hand Motors, Manchester, Vt., recognizes dealers who have taken a leadership role by implementing effective dealership initiatives to save energy, reduce utility costs, and help protect the environment.

Fitzgerald Auto Malls embarked on a mission last year to track energy use at each of its 12 locations (see WANADA Bulletin 15-07, April 26, 2007). The dealer group also joined the Clean Energy Partnership in Maryland, became the first auto dealer group to become an EPA Green Power Partner (all of Fitzgerald's dealerships in Maryland use wind power) and established an Environmental Management System that encompasses every facet of dealership operations.

For more information on Fitzgerald initiatives, visit www.fitzmall.com, and click on "Fitzgerald Goes Green."

KINDRED KORNER

Planning Solutions Group for Challenging Times

"In today's financial environment, one of the things we understand is how much risk you are comfortable in taking," says Roy G. Dixon, a title partner in Planning Solutions Group. "Our phones are not ringing off the hook with clients nervous about what's taking place. Most of our clients realize that as bad as things look today there are opportunities if your goals are lined up properly. We have people investing with us because they realize that values are down and it's a good time to buy."

Planning Solutions Group, a fee-based financial planning organization affiliated with Lincoln Financial Group, was formed in 2001 by four principal partners – Dixon, Robert Carson, Tim Kvech, and Don Hannahs, with over 70 years combined experience in financial planning. "We felt the needs of our clients would be better met if we combined our strengths and drew off the experience of several top professionals as opposed to an individual planner," says Dixon.

With new facilities in Maple

Lawn, Maryland (just off Rt. 29, near Fulton) Dixon says their goal is to be "the premier financial planning firm to the WANADA members." Several WANADA dealers are already clients, and would agree to be references for the group, he adds.

"We concentrate in two areas," Dixon explains. "One, we try to help preserve the wealth that our successful business owners have created, and in that area we help them with estate planning, business succession planning, and charitable planning. The second area is wealth creation, which includes investments and retirement planning and risk management."

"We tell a client we want to be the architect of their financial plan, then take a look at the pieces they need to accomplish their goals and then work with their existing advisors – attorneys and accountants -- to help make sure the implementation of the plan happens. Once the plan is in place, we are going to be 'professionally persistent' to be sure everything is implemented

and done fairly."

Dixon says Planning Solutions, which has spoken to 20 Groups, became a WANADA Kindred-Line member "because it helps us better understand the needs and objectives of our clients. If we can walk in their shoes and see the kind of challenges they are faced with it helps us do the job. Being associated with WANADA and attending its events helps us keep our finger on the pulse of the industry."

For more information on Planning Solutions Group, visit their website, www.planningsolutionsgroup.com, or contact Roy Dixon or Tim Kvech at (301) 543-6000; e-mail Roy.dixon@lfg.com or Tim.kvech@lfg.com.



Roy G. Dixon

WASHINGTON AUTO SHOW UPDATE

Networking in the Big Apple



Pictured above left, Daniel Jobe (left) catches up with Mark LeNeve at the GM Exhibit. Jobe is co-chairman of the National Cadillac Dealer Council and LaNeve is vice president of GM-NA. sales, marketing and service. Pictured directly above, is Steve Keyes, director, corporate communications, VW of America with Barbara Pomerance, WAS Promotions. Pictured above right, is David Regan, director of legislative affairs at NADA with Gerard Murphy of WANADA.

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number of vehicle introductions or "reveals" by automakers, and presentations by high level automaker spokesmen in New York last week. WANADA's quest going up the auto show circuit, however, is to niche Washington as the public policy show, which any number of OEM representatives and industry observers have and continue to encourage.

"The greening of the industry works to Washington's advantage, since clean power sources, included in the growing array of al-

ternative fuel technologies, are exactly what U.S. policymakers are interested in," said Gerard Murphy of WANADA, who was along with Daniel Jobe in New York.

Doing more events like the Green Car Summit, which premiered at the 2008 Washington Auto Show, is the right direction, WAS reps were told, because show exhibits and activities which encourage dialogue between U.S. lawmakers and industry leaders on public policies impacting vehicle

design is what Washington can deliver unlike any other auto show venue.

Besides Messrs. Jobe and Murphy, John O'Donnell of WANADA was in New York as were WAS operatives Barbara Pomerance and Bob Yoffe.

A WANADA student auto technology team competed in the annual Greater New York student auto technology competition at the auto show earlier this week, which will be reported in the next issue of this Bulletin.

VIRGINIA LEGISLATIVE UPDATE

Some Local Chambers Seek Dealer Support for VA Title Tax Increase

VADA cautions Virginia dealers that some local Chambers of Commerce around the commonwealth have begun soliciting dealer support for their efforts to increase transportation funding. "In the past we have found these chambers to be in support of significant increases in the title tax on the sale of cars and trucks," said VADA. This is more commonly the case with Chambers in the Northern Virginia and Hampton Roads areas.

VADA encourages dealers to be careful about such requests for support from their local Chambers because such support may not be in dealers' best interest. Additionally, dealers who are members of Chambers of Commerce may want to make an effort to determine their Chamber's position. If their Chamber is in support of a titling tax increase, the dealer may want to make it clear that the Chamber cannot suggest their dealer members support a Chamber position to raise title taxes.

Over 200 WRAP *SoberRides* Provided On St. Patrick's Day



The Washington Regional Alcohol Program's (WRAP) *SoberRide* program provided 218 free taxi rides home to would-be drunk drivers last St. Patrick's Day. That was a far cry from the record 602 rides provided last year when St. Patrick's Day came on a weekend as opposed to a working Monday this year. Still, it translates to the removal of a would-be drunk driver from Greater Washington's roadways every three minutes!

WANADA Board Member Kevin Patrick Reilly of Alexandria Hyundai, was again a featured speaker at WRAP's St. Patrick's Day *SoberRide* Kick-Off press conference, where WANADA showed its continuing support of the program with a check for \$7,500.

At left, Kevin Reilly presents a "four leaf clover kit to Virginia Delegate Brian Moran."

DEALER ALERT!

WANTED By Fairfax County Police Grand Theft Auto

Clifton Shawn Clayton, D.O.B 09/18/1973, 5'7"/ 230lbs

One Clifton Clayton is wanted for Grand Larceny by False Pretense in connection with the theft of a 2005 Cadillac Escalade from Moore Cadillac/Hummer in Tyson's Corner. He obtained the vehicle by presenting altered identification in order to take a test-drive. It has since been discovered that Clayton had also obtained another vehicle in Montgomery County, Maryland by the same method. Prince Georges County Police report that Clayton has been using a driver's license issued to Mashama Carrington to test drive vehicles which he does not return. At the time of the Fairfax County theft, Clayton was operating a 1992 BMW bearing 07/MD 9CY-J98 that had been reported stolen from Prince George's County, Maryland.

Police caution that Clayton should be considered dangerous. Call 911 immediately if you see him in or around your business. Anyone with information concerning this person is asked to contact Det. John Carney of the Fairfax County Police Auto Theft Unit at (703) 246-7519, or the Fairfax County Police at (703) 691-2131.



Oh Lord, Won't You *Win Me a Mercedes-Benz!*



Yes, it's probably time to offer Him a special thanks when you get the call that you have won a 2008 C-300 Mercedes. And what you see here is the moment of deliverance as Jim Stohlman (left), general manager of Mercedes-Benz of Alexandria, hands over the keys to ultra-lucky Reginald Bagby of Lorton, VA.

Sponsored by the Greater Washington Area Mercedes-Benz Dealers, contestants had to register for the giveaway at the Mercedes-Benz display at the 2008 Washington Auto Show, or at any of the six area Mercedes-Benz dealerships.

Staying Ahead...

A bank is a place that will lend you money if you can prove that you don't need it.

-- Bob Hope