

THE WANADA BULLETIN

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

WANADA Bulletin #19-02

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DEALERS DOING GOOD:

Crystal Ford/Isuzu Aids Local Tornado Victims

Maryland Dealership Teams Up With the American Red Cross To Raise Money

To aid the victims of the deadly tornado that killed three people, injured more than 100, and caused upward of \$100 million in damages from La Plata in Charles County through Calvert County recently, Crystal Ford Isuzu in Silver Spring has joined forces with the American Red Cross to raise money for the organization's Disaster Relief Fund.

The Red Cross Disaster Relief Fund is an emergency relief fund used to provide shelter, food, counseling and other assistance to victims of widespread disasters such as tornadoes and floods, as well as individuals and families in local communities throughout the country hit hard every day by house fires and other disasters.

Crystal Ford Isuzu will be an official Red Cross drop-off spot throughout the month of May.

Concerned citizens and business owners are encouraged to stop by during regular business hours to drop off cash or checks for the Disaster Relief Fund. The Red Cross will use the money to provide direct assis-

tance to disaster victims in southern Maryland and other national disaster locations.

"We want to do everything we can to help everyone

(See Crystal Ford, page 2)

Cowles Presents \$2,225 Check To Homeless Center



Cowles Ford and Cowles Nissan Chrysler of Woodbridge, Va. recently presented a check for \$2,225 to the Hilda Barg Homeless Prevention Center in Woodbridge. The money was generated as part of February's Cowles 500 promotion in which the two dealers raised funds and awareness for the 30-bed center, which opened in 1990. Gayle Sanders, director of the center, said the money will be used to replace old beds and mattresses, as well as for medical and education needs. Pictured here, from left, are Mickee Cerase, GM, Cowles Ford; Marnita Johnson, AfterShare Coordinator, the Hilda Barg Shelter; Hilda Barg, Prince William County Supervisor (Woodbridge District); Gayle Sanders, director, Hilda Barg Homeless Prevention Center; and Kevin Runey, GM, Cowles Nissan Chrysler.

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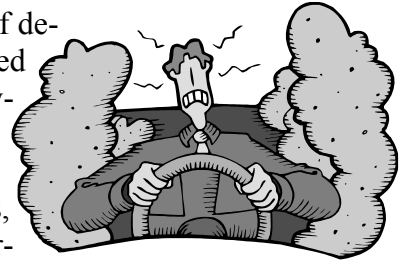
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REMINDER TO DEALERS:**Summer's Coming: Know Your Teen Driving Rules**

With the end of the school year just a few weeks away, dealers looking to hire teens for the summer (or anytime) should remember the 1998 "Drive for Teen Employment Act" that expands the workplace driving privileges of teens, but still sets the following limits for on-the-job driving:

- Employees who are 16 years old may not drive on public roads, but may drive on dealership property.
- Employees who are 17 years old may drive on public roads while on-the-job if they:
 1. hold a valid state driver's license, and have no record of moving violations at the time of hire;
 2. have completed a state-approved driver education course;
 3. have been instructed that seat belts must be worn.
- The motor vehicle driven by the teen must:
 1. not exceed 6,000 pounds gross vehicle weight;
 2. be equipped with a seat belt;
 3. not be used for towing.
- The driving of this motor vehicle is permitted if it is:
 1. restricted to daylight hours;
 2. within a 30-mile radius of the dealership;
 3. "occasional and incidental," (i.e.) no more than 1/3 of an employee's work time on a daily basis nor more than 20% of an employee's work time per week.
- While dealers may not employ 17 year olds as delivery or shuttle drivers, the law allows *limited* daily trips for delivery and passenger transport:
 - Up to two trips may be made to deliver an employer's goods to a customer. The delivery of a vehicle is not subject to this limitation.
 - Transporting of persons is limited to 3 passengers (including other employees).
 - Transporting non-employee passengers is limited to two trips a day.

- Certain types of deliveries are restricted (i.e.) no route deliveries, route sales, urgent or time-sensitive deliveries, or for-hire transportation of property, goods or passengers.



A violation of the Drive for Teen Employment Act can result in a fine of up to \$10,000. On-the-job driving by employees 18 and older is not regulated.

Crystal Ford

(continued from page 1)

affected by the tornado, especially the people in La Plata," said Dean Geber, vice president of Crystal/Ford Isuzu. "I encourage all area residents and business owners to open their hearts and contribute to this worthy cause. We can never replace what these people have lost, but we can help them get their lives back on track."

"The Red Cross arrived at the disaster scene immediately to provide food, shelter and emotional assistance to all those affected by the tornado," said Skip Seitz, senior vice president, Growth and Integrated Development, American Red Cross. "The Red Cross is very grateful for businesses such as Crystal Ford/Isuzu that help us raise money for the Disaster Relief Fund, enabling us to assist disaster victims here in our local community and in communities nationwide."

Crystal Ford/Isuzu is located at 3111 Automobile Boulevard in Silver Spring, Maryland. Donations can be made Monday through Friday from 9 a.m. to 9 p.m., Saturdays from 9 a.m. to 7 p.m., and Sundays from 11 a.m. to 5 p.m. The phone number is 301-890-6100, and the Web site is www.crystalfordisuzu.com.

Note: Donations must be made by check in order to receive confirmation from the Red Cross for tax deduction purposes. Due to logistical issues, in-kind contributions such as food and clothing cannot be accepted.

NEWS NOTES:**NADA Reminder: Dealers Must Follow New Ban on Selling Recalled Parts**

Effective May 23, dealers must comply with a new ban on the sale or lease of motor vehicle equipment that is defective or has been recalled for safety reasons for installation in a motor vehicle, according to NADA. It is the dealer's responsibility to stay informed of recall notices, even if none was received. The ban does not apply to new or used equipment no longer reasonably suited for its original purpose (e.g., tires sold with holes drilled in their sidewalls). While dealers should not install recalled parts on new or used inventory or service vehicles, the ban does not apply to the resale of used vehicles that may contain recalled motor vehicle equipment.

The regulation also clarifies that dealers may sell or lease recalled vehicles to customers, but cannot deliver them until the safety defects or noncompliance problems are remedied. The restriction on delivery applies to vehicles in a dealer's possession when a safety recall notice is received. Vehicles delivered to customers before a notice is received are not restricted.

California Bill to Cut Tailpipe Exhaust Could Force Higher CAFE

The California Senate has passed the nation's first bill to limit carbon dioxide emissions from vehicle exhaust – a bow to fears of global warming, and a move automakers say might force them to sell more fuel-efficient vehicles, according to The Associated Press.

Environmentalists and many senators, hoping to see the idea spread to other states, see the move as a way to get around the federal government's failure to impose tougher fuel mileage standards and reduce greenhouse gases. "Our federal government has let us down by failing to sign the Kyoto Protocol," Democratic state Sen. Debra Bowen told the AP. "California should take the lead when the federal government refused to do what most Californians support."

But Kris Kiser, vice president of state affairs for the Alliance of Automobile Manufacturers said, "We view it as nothing more than a California CAFE (Corporate Average Fuel Economy) standard. It's a back-door attempt at mileage standards that should be handled in Washington."

"It's going to whiplash our California car market without any benefit for our consumers," said Peter Welch, representing the California Motor Car Dealers Association. "We just think it's a dumb idea."

NHTSA Issues Warning on 15-Passenger Vans

NHTSA Administrator Dr. Jeffrey Runge warned consumers and dealers last week that vans with 10 or more occupants have a rollover rate in single vehicle crashes nearly three times that of vans with lighter loads. "Because of these risks, it is vital that users of 15-passenger vans be aware of some safety precautions that will significantly reduce the risk," said Runge. NHTSA urged dealers to communicate the risks and precautions to consumers who buy or lease these vans.

Runge also noted that federal law prohibits the sale of 15-passenger vans for school-related transport of high school age and younger students, but not college students or other passengers. Any new van sold or leased to transport students must meet Federal safety standards for school buses in addition to state regulations. NHTSA offered several sources for more information:

- A safety flyer to prevent rollover of 15-passenger vans is at www.nhtsa.dot.gov/Hot/15PassVans/index.htm.
- An analysis of the rollover characteristics of 15-passenger vans and a consumer advisory are at <http://www.nhtsa.dot.gov/nhtsa/announce/press/index.cfm>.
- Training for consumers or employees driving 15-passenger vans is available from the National Safety Council at <http://secure.nsc.org/onlinecart/>; search for "Coaching the Van Driver II."

CARROLL SHELBY TO MARSHALL KIDNEY FOUNDATION CHILI COOK-OFF, MAY 18

Automotive racing and design legend Carroll Shelby, seen here with admirers in his fabled Ford Cobra, will be in town this weekend to serve as Grand Marshall of the 23rd Annual DC Championship Chili Cook-off, to be held on Saturday, May 18, along Pennsylvania Avenue in Washington, DC, between 14th Street and the FBI Building. As a heart and kidney transplant recipient and founder of the concept of chili cook-offs back in 1967, Automotive Hall of Famer Shelby is a natural to head the annual event, which is sponsored by the National Kidney Foundation of the National Capital Area. Last year's cook-off drew over 25,000 people and raised a record \$725,000 to help fund medical research for kidney disease and treatment, patient and community services, professional and public education, and organ donation programs. This year's goal is to be the first chili cook-off in history to raise over \$1,000,000 in a single day. Dealer reps are invited to come out. For more information, contact event organizer and long time dealer community and WANADA friend, Lou Priebe at (703) 569-0946.

**REGISTER NOW FOR AIADA'S AUTOMOTIVE CONGRESS!!**

Register today for AIADA's Automotive Congress, held May 21-22 at the JW Marriott in Washington. Confirmed speakers headlining this year's event include former Speaker of the House Newt Gingrich and consumer advocate Ralph Nader, who will face off sharing their differing perspectives from the right and the left. Former Dolphins coach Don Shula is the keynote speaker for the All-Star Dealer Awards Banquet, sponsored by the Washington Post and Newsweek. Don't miss it!



For more information, visit AIADA on the Internet at www.aiada.org or call 1 (800)-AIADA.

DARVISH, CHAMPEAU TO JOIN LEADERSHIP WASHINGTON

Tamara Darvish of DARCARS Toyota and Nick Champeau of WANADA have been accepted into the 2002-03 class of Leadership Washington, a network of selected leaders from varied professional backgrounds who connect to improve themselves, their sectors and the Greater Washington region. The program begins in September and runs through June with monthly sessions that provide intensive hands-on study and discussion of issues including health, public safety, arts and humanities, community building, economic development, and diversity. The automotive sector of the business community is certainly well represented. Congratulations Tammy and Nick!

Staying Ahead ...

The statistics on sanity are that one out of every four Americans is suffering from some form of mental illness. Think of your three best friends. If they're okay, then it's you.

—Rita Mae Brown