

THE WANADA BULLETIN

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

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BOBBY MITCHELL HALL OF FAME GOLF CLASSIC

Bigger, Better Get On Board !

Six New Hall of Famers Join Classic to Benefit Leukemia/Lymphoma Research July 12 & 13, Lansdowne Resort

The Bobby Mitchell/Toyota Hall of Fame Golf Classic sponsored by WANADA has been a major charitable event for this dealer organization for the past 10 years. It has raised over \$5 million for the benefit of the National Capital Area Chapter of The Leukemia & Lymphoma Society (LLS) to aid in research of these dreaded blood diseases. The event is the opportunity for automobile businesses here to lead a great cause that is important to everyone in this community. This year's Classic, to again be held at the Lansdowne Resort in Leesburg, Virginia, will roll out on July 12 & 13, 2008 and promises to be grander and better than ever!

For the first time in the history of the tournament, all six 2008 Pro Football Hall of Fame inductees will participate in the

18th Annual Classic, and what a line up! Washington Redskins greats Darrell Green and Art Monk; Fred Dean of the San Diego Chargers; Emmitt Thomas, Kansas City Chiefs; Andre Tippett, New England Patriots and Gary Zimmerman, Minnesota Vikings. This Class of



Join Bobby Mitchell and more than 40 Sports Legends at the Nation's Largest Hall of Fame Charity Reunion.

2008 inductees will join tournament veterans such as Oscar

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TECH TRAINING UPDATE:

Graduation Day at MC for WANADA Tech Trainees



It was a milestone event last week for the WANADA technician training program at Montgomery College when four trainees in full cap and gown received their certificates on stage for the first time with the rest of MC graduates. The trainees (from left), Ajantha Gamage, Olujinmi Baiyewu, Charles Nyam, and Danny Arevalo, had completed at least two training modules.

At right, in another notable milestone for ADEI, Olujinmi Baiyewu (center), flanked by DARCARS Lanham Ford, Kia General Manager Hess Darvish (left) and Service Manager Mike Goldberg, receives his Ford certificate for completing the MLR (maintenance and light repair) web base training. The students (there were eleven) who are assigned a Stars ID must take the web training and when they have completed this training in Brakes, Suspension & Steering, Electrical and Climate Control, Ford considers them graduated from their YAATC program. Hearty congratulations to the new graduates!



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BOBBY MITCHELL HALL OF FAME GOLF CLASSIC

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Robertson, Steve Largent, Sonny Jurgensen, and Meadowlark Lemon as part of a field of over 40 pro football and basketball legends who will donate their time to this truly classic event.

WANADA Chairman Tamara Darvish of DARCARS is again serving as co-chairman of the Classic, and is inviting dealer members and other area business leaders to get on board for a fabulous weekend.

"Every once in a while an event comes along with just the right mix of theme, location, purpose and panache to be truly memorable, and I believe we've done exactly that with the Bobby Mitchell Hall of Fame Golf Classic," said Darvish. Last year, the BMC's combined efforts raised \$705,000 for the Leukemia and Lymphoma Society, which Darvish and other organizers are looking to top this year, "on the road to \$1 million."

The exciting two-day event is complete with incomparable networking, lively receptions, world-class celebrities and the Hall of Fame Banquet, along with practice and tournament rounds with the NFL and NBA veterans. Lansdowne Resort, now with two championship golf courses and top shelf facilities, takes the event to a level of high line exclusivity.

Bobby Mitchell has confirmed the following fellow Hall of Fame members who have committed to attending this year's Classic: Lem Barney, Elvin Be-thea, Fred Dean, Joe De-Lamielleure, Bill Dudley, Wayne Embry, Darrell Green, Hal Greer, Marques Haynes, Ted

Hendricks, Ken Houston, Sam Huff, Charlie Joiner, Sam Jones, Sonny Jurgensen, Leroy Kelly, Paul Krause, Willie Lanier, Steve Largent, Dante Lavelli, Meadowlark Lemon, Larry Little, Gino Marchetti, Mike McCormack, Tommy McDonald, Art Monk, Anthony Munoz, Mel Renfro, Oscar Robertson, Charlie Sanders, Billy Shaw, Art Shell, Charley Taylor, Emmitt Thomas, Andre Tippett, Charley Trippi, Paul Warfield, Roger Wehrli, Dave Wilcox and Gary Zimmerman. Bobby predicts the list

will expand by show time..

The Bobby Mitchell Hall of Fame Golf Classic offers a myriad of ways to get involved, including rewarding sponsorships and donations of auction items, golf tournament participation, and special event attendance.

For more information on the Classic and sponsorship opportunities go to www.BobbyMitchell.com or call Tamara Darvish at (301) 622-0300.

NADA Offers Model Key Replacement Form

In a letter to the Automotive Trade Associations across the U.S., NADA reports that it periodically receives inquiries regarding dealership procedures addressing the sale of replacement keys. "We've even seen draft legislation on the topic floating around the halls of Congress, suggesting that dealerships seriously consider instituting procedures designed to help verify the authorization and identity of customers requesting replacement keys," NADA says. As a result, NADA has prepared the enclosed draft model key replacement form designed to assist with papering those transactions.

The NADA model form requires customers and employees to fill in certain basic information. It also provides that customers show picture IDs and documents demonstrating proof of vehicle ownership. Dealership employees involved in key replacement transactions should make copies of these documents. It is recommended that copies of replacement key record forms be kept on file for at least three years.

"When customizing the model replacement key form to suit specific dealership needs, all applicable manufacturer, dealer association, and insurance company guidelines should be reviewed, along with any applicable state or local laws governing replacement key and locksmith activities," says NADA. Please contact NADA Regulatory Affairs at regulatoryaffairs@nada.org with any questions regarding this matter.

NOTE: WANADA also has reports from area police departments that fraudulent identification in obtaining replacement keys for the purpose of theft is an ongoing problem. Dealers are strongly advised to review and/or develop key replacement policies with their parts departments.

School's Almost Out:**Know Your Teen Driving Rules**

Dealerships that hire teens for the summer (or anytime) are reminded of the 1998 "Drive for Teen Employment Act," which sets a minimum age of 17 for any on-the-job driving on public roadways. On-the-job driving by employees 18 and older is not regulated, and 16-year-olds may not drive on public roads, but may drive on dealership property.

According to the Department of Labor, 17-year-olds may drive on public roadways as part of their employment **only if all of the following requirements are met:**

- The driving is limited to daylight hours;
- They hold a driver's license valid for the type of driving involved in the job performed;
- They have successfully completed a state approved driver education course and have no record of any moving violation at the time of hire;
- The automobile or truck is equipped with a seat belt for the driver and any passengers and the employer has instructed the youth that the seat belts must be used when driving the vehicle;
- The automobile or truck does not exceed 6,000 pounds gross vehicle weight.

The driving may not involve:

- Towing vehicles;
- Route deliveries or route sales;
- Transportation for hire of property, goods, or passengers;
- Urgent, time-sensitive deliveries;
- Transporting more than three passengers, including employees of the employer;
- Driving beyond a 30-mile radius from the youth's place of employment;
- More than two trips away from the primary place of employment in any single day to deliver the employer's goods to a customer (other than urgent, time-sensitive deliveries which are prohibited);
- More than two trips away from the primary place of employment in any single day to transport passengers, other than dealership employees;

Such driving is only occasional and incidental to the 17-year-old's employment. This means that the youth may spend no more than one-third of the work time in any workday and no more than 20 percent of use work time in any workweek driving.

The above requirements apply whether the youngster is driving a personal or employer-owned vehicle. Employers can guard against unwitting violations of the new requirements by securing documentation from 17-year-old employees who drive as part of their job. Such documentation would include evidence of the employee's age, completion of a driver education course, clean driving record and appropriate state driver's license.

A violation of these requirements can result in a fine of up to \$10,000. For more information go to the DOL website, <http://www.dot.gov/esa/regs/compliance/whd/wlidfs34.htm>.

ADEI UPDATE**NOTICE:****Tech Trainees
Available,
Dealers Wanted**

WANADA has screened numerous high school auto tech students who are graduating soon and are qualified for our ADEI training program.

These budding techs have excellent potential and are ready now for placement in sponsoring dealerships this summer.

This is an excellent opportunity for dealers to step up and take advantage of this unique training program, designed by and for dealers, with a long-term proven record of success.

For more information, contact WANADA's ADEI staff at (202) 237-7200.

**POSITION WANTED:
General Manager**

A senior management and marketing professional with over 15 years experience in the automotive industry and a proven record of success as General Manager of franchise dealerships is seeking a position in a related capacity. He has extensive experience in sales, operations, finance, service, parts and customer satisfaction. For more information and a resume, contact John O'Donnell at WANADA, (202) 237-7200 or jod@wanada.org.

“State of the Union” Dealer Business Meeting

June 12, 8 a.m. - 12 :30 p.m., Ritz Carlton in Tysons Corner

WANADA has partnered with NADA, Charapp & Weiss, and other government relations advisers to hold a “State of the Union” Dealer Business Meeting to address the many issues and challenges dealers face directly every day in the normal course of business. The meeting is complimentary to all WANADA dealer members (up to 4 per member store), courtesy of AutoTrader.com. Others, including Kindred-Line members, may attend @ \$50 per person.

Significant topics to be addressed include: the upcoming FTC “Red Flags” Rule on ID Theft & the Address Discrepancy Rule; New Vehicle Export Restrictions; Safeguarding Customer Data; UNICAP (New IRS Interpretation); Adverse Action Notices; Cash Reporting & the Prevention of Money Laundering; Rights to Privacy; Truth-in-Lending Compliance; Dealer Rights in Factory Audits; State Taxes & the Transportation Debate; and CAFE & the “Greenhouse” Gas Debate. There will also be an update from WANADA’s chairman on member programs.

Register online at www.wanada.org or use the enclosed information and registration form. For more information and meeting details, contact Kristina Henry at WANADA: (202) 237-7200 or kh@wanda.org.

Northwood University Rolls Out Dealer Exec. MBA

In response to the increased demand for advanced degrees specifically tailored to retail dealership operations, Northwood University’s DeVos Graduate School of Management, in conjunction with the Association of Finance & Insurance Professionals (AFIP), will launch the first-of-its-kind Master of Business Administration (MBA) program for dealer executives. The accredited program is scheduled to begin in 2008 in Midland, Michigan.

This innovative Executive MBA affords working professionals aligned with the retail automobile industry the opportunity to further develop the skills needed to compete in the ever-changing automobile marketplace. Leaders from any undergraduate discipline gain an edge over the competition and become part of a diverse, global network through their DeVos experience. Program highlights include:

- Design in collaboration with the Association of Finance and Insurance Professionals (AFIP)
- Being a fully accredited MBA program of study, 30-months in duration
- A customized dealership and retail automotive curriculum
- Interactive case-based learning
- Capstone project status which demonstrates minimum EBIT savings of \$75,000

What’s more, the new Northwood Dealer MBA offers the following special features:

- A graduate program that meets the time demands of busy executives in the automobile business
- Candidates are only required to be on campus for five separate week-long sessions during the program
- A working executive advisory council with dynamic leaders from all facets of the retail automobile sector
- Traditional on-site academic coursework augmented with interactive online learning
- Customized course content that is relevant and timely to the automobile retail industry
- A diverse and global group learning environment

For more information go to www.northwood.edu or call (800) 622-9000.

In Memoriam- Joan Hisaoka

With this Bulletin is a memorial letter to the WANADA Membership on the passing of Joan Hisaoka of Hisaoka Public Relations who was active in dealer community affairs and the Washington region at large.

Other Enclosures:

- Replacement Key Transaction Form from NADA
- WANADA *State of the Union* Dealer Business Meeting, June 12, registration form
- Northwood University Dealer Executive MBA Program information sheet