

**DEALERS IN THE SPOTLIGHT**

**Geoff Pohanka Reelected Washington Area NADA Director**

WANADA is pleased to announce that Geoffrey P. Pohanka of the Pohanka Automotive Group has been reelected as the NADA director for Metropolitan Washington.

“I appreciate the confidence WANADA members have placed in me, and I commit to continue working hard to represent the dealer’s views in all matters before the manufactur-

ers and government policy makers,” said Pohanka.

Pohanka currently serves on the NADA Regulatory Affairs and Finance committees. In the industry affairs area, he is the franchise representative for Saturn and serves on the GM Policy Committee, which meets three times a year with top GM sales and service leadership to offer dealer feedback

and make recommendations on current and planned GM programs.

Pohanka also has served on the NADA Public Affairs Committee, as well as the Isuzu National Dealer Council and the Honda Dealer Council’s Service/Parts Subcommittee.



**Geoffrey Pohanka**

Previously, Pohanka was vice chairman on NADA’s Project 2000 Committee, on the NADA/ GM Dealer Advisory Committee from 1993 through 1996, and was a member of the Saturn Franchise Operations Team from 1993 through 1995. Pohanka was chairman of WANADA in 1998-1999.

Pohanka said he will soon be sending a letter to WANADA members outlining his accomplishments in his first term as NADA director and his goals during his second term.

**BACK TALK**

**WANADA Responds to Automotive News Washington Auto Show Article**

WANADA CEO Gerard Murphy sent the following “Letter to the Editor” to Automotive News, which published it in the May 30, 2005 edition:

**“Now a few words on D.C. auto show”**

*Your May 16 article “Washington show wrestles reality” was right about one thing: We who produce it say we’re on track to make our event a top global exposition.*

*How so?*

*Because, for the first time, we have a world-class convention center and show dates when Congress and the rest of official Washington are in town. The 2006 dates are Jan. 24-29.*

*There is, I submit, no other auto show venue like it anywhere else.*

*Rolling out the latest and greatest the auto industry has to offer each year, in the back yard of the U.S. government, is an unprecedented, unparalleled opportunity.*

*We have influential industry partners and public policymakers, including key members of Congress and the mayor of Washington, committed to making it happen in 2006 and beyond.*

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## LAST WEEK IN DC

**DCX Unveils Super Fuel-Stingy Diesel at Innovation Symposium**

Stepping into DaimlerChrysler's "Bionic" concept car, Dr. Thomas Weber, head of DCX research and development, kicked off a 3-day Innovation Symposium at the Washington Convention Center last week. The state-of-the-art 4-cylinder diesel-powered Bionic got its aerodynamic design and body structure inspiration from the lowly boxfish, a small snub-nosed swimmer that DaimlerChrysler engineers discovered has good aerodynamic traits. "Nature showed us the way to a concept car with a fuel economy of 70 mpg," said Weber. DaimlerChrysler is shooting to become the first manufacturer to meet more stringent pollution rules and obtain higher fuel economy from diesel engines. The goal is a 12 percent penetration of diesels in the U.S. over the next 10 years, Weber said.

**VA Dealers Can Now Sign Up For DMV E-Transactions**

The Virginia Motor Vehicle Dealer Board (MVDB) and the Department of Motor Vehicles (DMV) have partnered to provide *FREE* on-line dealer licensing and temp tag authorization transactions.

"Beginning June 2, 2005, only individuals that you, the dealer, authorize will be allowed to purchase temp tags at DMV Customer Service Centers and the MVDB office," according to the board's *Dealer Talk* newsletter. "If you sign-up for E-Transactions you can add or delete names to the list in real-time from the comfort of your office. (If you are not a subscriber, in order to add or delete a name to/from the list you will be required to complete a form and fax or mail it to DMV Headquarters. This may take several days.)

"This service also provides motor vehicle dealers the opportunity to renew their dealer certificates, salespersons licenses, and license plates via the web for *free* and in *real-time* without having to visit our office or mail in renewal applications. Once you submit your applications over the web, your renewal items will be mailed to you within seven business days of the date of your on-line renewal trans-

action," said *Dealer Talk*.

Renewal information goes directly into the dealer's DMV record upon paid (on-line) licensing renewal fee submission. The DMV on-line renewal system accepts Visa, MasterCard, and Discover.

To get started, simply complete and sign an Extranet Transaction Access Application, and return to DMV. Within a matter of days, DMV will send you a memorandum of understanding for signature. After DMV has received your signed MOU, dealers will be sent a user manual and a security device "fob" (free of charge) to begin accessing your records immediately.

Dealers who sign-up for this no-cost service can also submit a salesperson application to the board via the online system.

To sign up, go to the MVDB website at [www.mvdb.virginia.gov](http://www.mvdb.virginia.gov) and click on "On-Line Services" to access an application or contact the Dealer Board Office toll free at (877) 270-0203 x3004 and they'll send you an E-transaction package.

**WANADA's Joyce Roberts Honored for Course Work**

WANADA is proud to announce that the association's bookkeeper, Joyce Roberts, recently received the "Book Award" from her Accounting I/II professor at Montgomery College for achieving the highest grade point average in the class.

An 18-year veteran at WANADA, Joyce has been a valued contributor in various departments of the association having served in the accounting end for most of her tenure.

"Joyce is to be commended for taking courses to make herself better at what she does," said WANADA's CEO Gerard Murphy. "Being top of her class says it all in terms of commitment and talent," he added. "We are lucky to have her."

**NADA NEWS****GMAC Changes Negative Equity Policy**

NADA learned last week that, effective immediately, GMAC will purchase retail installment sales contracts and SmartLease agreements involving negative trade equity (without requiring offsetting cash) in all states (except Vermont) and the District of Columbia. This changes its previous policy, which disallowed the purchase of contracts involving negative trade equity in several jurisdictions. GMAC has forwarded a communication explaining the policy change to GMAC dealers.

This follows several productive communications between NADA and GMAC that sought to clarify GMAC's current policy on purchasing negative equity contracts. It also follows several NADA mailings to its members that summarize the Federal Reserve Board's authorized methods for properly disclosing negative trade equity. These mailings are available at [www.nada.org/regz](http://www.nada.org/regz) (requires member number).

NADA is communicating with other captive finance companies to clarify their respective policies for purchasing negative equity contracts.

**SBA Should Replace Small-Business Size Standards, NADA Testifies**

On June 2, Ed Tonkin, a dealer from Portland, OR, and the chairman of NADA's Regulatory Affairs Committee, testified before the U.S. Small Business Administration in support of a proposal to replace many of its gross-receipts-based small-business size standards with ones based on the number of employees in a company. The proposal would decrease and simplify the number of size standard levels and help reduce the need to update and adjust the levels for inflation, Tonkin said.

The current new-car dealers financial-assistance size standard is \$24.5 million in annual gross receipts. Data from 2004 indicate that only some 41 percent of dealers, accounting for only 17 percent of sales, qualify for this standard. Tonkin urged the SBA to adopt a 100-employee new-car dealer financial-assistance size standard, for which more than 80 percent of dealers would qualify. The standard would better recognize the high gross sales, low net profit nature of new-vehicle retailing, he said.

Adopting a standard based on staff size would help both dealers and the SBA, Tonkin added. It is usually simpler for a dealership to calculate its number of employees versus its annual gross receipts, and because the historic rate of change of a dealership's annual gross receipts is higher than the rate of change for its staff size, moving to a number-of-employees standard for new-car dealers will lessen the need for the SBA to update this size standard periodically.

**New Americans With Disabilities Act Building Standards Under Consideration**

The Department of Justice (DOJ) is considering the adoption of new standards governing businesses' compliance with the Americans with Disabilities Act. New standards governing building features such as work areas, entrances and sales and service counter configurations could place a burden upon businesses required to comply, says NADA. The association submitted comments this week urging DOJ to provide a safe harbor for buildings or retail establishments currently complying with the existing standards and addressing the Compliance Board's suggestions. NADA is also working closely with the Small Business Administration and other interested small-business representatives on this matter.

## REMINDERS

### Soap Box Derby Racers Head for "The Hill" This Saturday!

Winning is the name of the game on Capitol Hill, but you will find no more hotly competitive contest than the one that takes center stage this Saturday: the 64th running of the Greater Washington Soap Box Derby — and this one's totally nonpartisan! Come and root for your favorites among 50 or more kids, 8 to 17 years old, as they silently charge down a quarter-mile course on Constitution Avenue in their hand-built, wildly decorated go-cart racers. As the proud *lead* sponsor of this all-American event since the early '90s, WANADA encourages its members and friends to join the patrons and participants in cheering on these enterprising young competitors. It's family fun for all in the ultimate great American tradition, and in Washington it rolls down Capitol Hill by continuing resolutions of Congress, put in place several years ago by Rep. Steny Hoyer (D-MD).

In addition to WANADA, sponsors include Canon, Case Design/Remodeling and Pepsi. For more information about the race or sponsorships, visit the website, [www.dcssoapboxderby.org](http://www.dcssoapboxderby.org), or contact Tom Mann at WANADA, (202) 237-7200.

### Support the Bobby Mitchell Hall of Fame Classic, July 9 & 10 *Hobnob With Your Favorite Sports Celebrities!*

After setting fundraising records for the past four years as the *primary* sponsor of the Bobby Mitchell Hall of Fame Golf Classic — which raised over \$1.8 million for the Leukemia & Lymphoma Society — WANADA's goal again this year is to eclipse the \$500,000 mark. But there is another reason to attend and that's because it's fun! Sports celebrities the likes of former Redskins Sonny Jurgensen, Sam Huff and John Riggins will be on hand to play golf, share drinks and have dinner. Forty-three in all are now scheduled to come out (see enclosed list).

There are still several sponsorship opportunities available, as well as the need for a wide variety of auction items. For more information on participation in and sponsorship opportunities for this year's Hall of Fame Classic, see the details on the information sheet and donation form enclosed with this Bulletin, or contact Barbara Martin at WANADA, (202) 237-7200 or [bjm@wanada.org](mailto:bjm@wanada.org). And please make your commitment today!

### Sign Up by June 30 for Fall Flu Shots



As part of our agreement with Norvar Health Services, WANADA's selected medical contractor and flu shot provider, **dealerships must indicate their desire to participate in next year's flu program by June 30, 2005** in order to receive immunizations at the guaranteed price per shot. A minimum of twenty (20) participants per location is required to schedule an on-site flu shot program. After June 30, 2005, the price and availability will be subject to change based on the availability and price of flu vaccine. To sign up, dealerships can click on <http://www.wanada.org/calendar/event.php?ID=64&Date=2005-05-26>, or complete the form enclosed with this WANADA Bulletin and fax it back to the attention of Martha Kowalski, WANADA Employee Benefits Programs, Fax: (202) 237-7779. A representative from Norvar Health Services will then contact your designated point of contact about this coming fall's flu shot program.

### Thought for the Week...

*You're smart too late and old too soon.*

**-Mike Tyson**

### Thought for Flag Day...

How many bullets tore through the flag flying over Fort McHenry during the War of 1812 bombardment that inspired Francis Scott Key to write The Star Spangled Banner? **Answer:11**