

THE WANADA BULLETIN

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

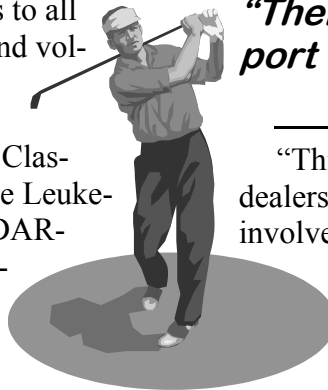
WANADA Bulletin #27-02

July 8, 2002

DON'T MISS OUT!

Bobby Mitchell Washington Auto Dealers Hall of Fame Golf Classic Happens This Weekend, July 13-14

"I want to offer a special thanks to all the dealer sponsors, contributors and volunteers who are helping to make this year's Bobby Mitchell Washington Auto Dealers Hall of Fame Classic a record breaking benefit for the Leukemia & Lymphoma Society," said DAR-CARS Vice President Tamara Darvish, who is co-chairing the event this weekend, July 13 & 14, 2002, at the Lansdowne Resort in Leesburg, Virginia.



"There's still time to add your support to this vital cause"

— Tammy Darvish

"This is an opportunity for Washington area dealers and dealer community supporters to be involved in one of the top, high profile fundraising events of the year," Darvish pointed out. "And to meet our goal we need the

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"And I want to remind all of our dealers and kindred line members that there's still time to add your support to this vital cause," she added. "We still have a few \$2,500 table sponsorships available, we still need auction items, and we would love to sell more raffle tickets to win a new Toyota."

WANADA is the *primary* sponsor of this year's Classic, which has set a goal of raising \$500,000 for the Leukemia & Lymphoma Society. WANADA is committed to raising \$150,000 of the total from our vendors, kindred line members, and dealer members.

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"IDLE" TIME:

DC Area Traffic Congestion Ranks 3rd Worse

The next time a customer trades in that low-mileage vehicle, consider this: Washington area commuters averaged 84 hours a year sitting in traffic in 2000. That's a lot of "idle" time. But it could be worse, according to the Texas Transportation Institute's annual study of 75 urban areas. A rush-hour driver in Los Angeles averaged 136 hours and those in San Francisco averaged 92 hours.

Rounding out the top ten cities with the worst rush hour commutes were: Seattle, 82 hours; Houston, 75 hours; Dallas-Fort Worth, 74 hours; San Jose, 74 hours; New York, 73 hours; Atlanta, 70 hours; and Miami, 69 hours.

All in all, the study found that rush hours last longer and are more widespread. The average urban motorist in 2000 spent 62 hours sitting in

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Hall of Fame Classic *(continued from page 1)*

whole dealer community to step up and show its support and help put us over the top – even if it's just showing up to enjoy the company of *40 NFL and NBA Hall of Famers*."

Returning to this year's classic are such sport legends as Redskins greats Sonny Jorgensen, Sam Huff, Ken Houston and Charlie Taylor, and NBA superstars Bill Russell and Oscar Robertson.

The weekend begins with a "Tournament Practice Round" on Saturday, July 13, 2002, followed



"With new auto dealers as our title sponsor this year, we expect another record breaking year for our fund-raising efforts."

— Bobby Mitchell

by a VIP private reception with all of the Hall of Famers. After the reception, all participants will be hosted at a private banquet, which will highlight all of the sports heroes there and include a silent auction. On Sunday, July 14, 2002, the final "Tournament Round" will be held, followed by an awards luncheon/banquet.

A few opportunities remain to buy a table for the VIP reception and gala dinner. Auction items are still welcome, such as TVs, stereos and DVD players; weekend getaways; gift certificates to restaurants, spas, hotels and stores; jewelry; camera equipment; etc.

For more information on remaining sponsorship and donation opportunities, refer to the flyer and donation information form enclosed with this WANADA Bulletin, or contact Tammy Darvish at (301) 622-0300.

Duncan Announces "Go Montgomery!" Transportation Plan

To the cheers of the business community and the region's Endgridlock coalition, of which WANADA is a member, Montgomery County Executive Douglas M. Duncan recently announced an aggressive and comprehensive new transportation action plan, designed to significantly reduce traffic congestion in the area which currently ranks third worst in the nation.

Under the "Go Montgomery! Transportation Plan for Our Future," the county will invest an additional \$1 billion over the next 10 years to improve its transportation system radically. A key component of the plan is to leverage the federal government, the state and the Washington Metropolitan Area Transit Authority (WMATA) to spend more than \$8 billion for essential transportation improvements, including the InterCounty Connector (ICC), that will benefit Montgomery County.

"We are drowning in traffic congestion," said Duncan. "People are spending more time in traffic and less time with their families. Businesses are suffering, tempers are flaring and absolute gridlock is just around the corner.

"Not only are we stuck in traffic gridlock, but

we are stuck in political gridlock, as well. The time for talk is past ... the time for action is now," said Duncan.

"Go Montgomery!" includes a mix of new transit, new roads, new pedestrian/bike trails, and other measures, and will devote 47% of the \$1 billion dollars in new spending to transit, 43% to roads, and 10% to hiker-biker trails and traffic safety. Several long-delayed, major regional and state transportation initiatives will be jump-started under this plan, by using county funds to forward-fund key projects, and get them moving faster than current state funding pipelines would otherwise allow.

DC Traffic *(continued from page 1)*

traffic – 2 ½ days – compared with 16 hours in 1982. And more than half the major roads in those 75 areas are crowded during rush hours, compared with just a third in 1982. "The congested time is now lengthening and now incorporates more roads and more travel than in the past," said the report. "Even the smaller areas are not able to keep pace with rising demand."

LEGISLATIVE UPDATE

Dems Persist On Arbitration, Republicans Object

Dealers Need to Keep Pressure on Senators

The Senate Democratic leadership tried again on June 27 to consider S.1140, the NADA-backed arbitration bill on the Senate floor. Senate Republican Leader Trent Lott (R- MS.) objected on behalf of Senator Jeff Sessions (R-AL) but publicly indicated this is the last time he will object for him. NADA says this development is significant for two reasons. First, the Senate Democratic leadership, in the midst of an extremely crowded agenda, is making time to consider the issue. Second, although Senator Sessions can still come to the floor on his own to object to S. 1140, it does not appear Senator Lott, who is a co-sponsor of the bill will continue to speak up on his behalf.

Dealers' calls and letters to their Senators are having an impact, according to NADA. "Reinforce the message to both Republican and Democratic Senators that time is running out and we need to have a vote on S. 1140. This bill protects the state legal protections dealers have fought so hard to enact. We need to keep the pressure on!" says NADA. For any questions, please contact the NADA Legislative Office at 800/563-1556.

Bill Would Unlock Cars' Computer Codes

With more cars relying on computers that only dealers can access for repairs, Sen. Paul Wellstone (D-MN) recently introduced legislation (S. 2617) that would require automakers to reveal computer codes that are needed to diagnose, repair or install vehicle parts. "Consumers shouldn't be in a position where the only place they can take the car is the dealership," said Wellstone, who called current practice "anticompetitive," "anti-small business" and "anti-consumer."

NADA and automakers have been informing members of Congress that new laws are not necessary to ensure that the independent service industry, which does 70-80 percent of non-warranty work, can repair vehicles, since automakers are making the information and tools available. In fact, NADA and a cross-industry coalition, the National Automotive Service Task Force, have set up a Web site (www.nastf.org) that provides information on service training and diagnostic tools and equipment.

"While proponents continue to present the legislation as a service equity issue, the bills are largely intended to force automakers to disclose proprietary information, so the aftermarket parts industry can make and market parts without reverse engineering costs incurred when trying to re-create OEM parts," says NADA, which will continue to meet with congressional members to inform them of the bill's implications.

California Legislature Approves Limit On Automobile Emissions

The California legislature passed a bill that would make it the first state in the nation to limit greenhouse-gas emissions by new cars and light trucks, sending the measure to Gov. Gray Davis – and, if he signs it, probably to the courts. The bill authorizes the California Air Resources Board to issue regulations that would limit the amount of carbon dioxide emitted by highway vehicles beginning in 2009. In a small victory for automakers, the measure was amended to stipulate explicitly that California environmental regulators cannot reduce speed limits, restrict vehicle size or impose new taxes or fees — a response to auto-industry ads that suggested the earlier measure might lead to higher gas levies.

However, automakers have mounted a last-ditch campaign urging Gov. Davis to veto the measure. Automakers vow to continue a campaign to alert voters to the possible consequences of the legislation, including fewer vehicle choices. But environmentalists point to a Public Policy Institute of California poll released last week that indicates 62 percent of Californians believe that global warming is real and the government should take action to address it.

NADA NEWS:**NADA, Morgan Stanley To Offer Key Data To Dealers**

NADA and Wall Street giant Morgan Stanley have arranged to make detailed economic analyses and forecasts available to association members. "This is information that is usually available only to Morgan Stanley's auto industry clients," said Andy Koblenz, NADA's chief operating officer of Industry Affairs. "We're excited that they're willing to share it with our members."

To gain access to the research, dealers will be asked to complete a brief survey on trends in their stores. The survey should take about five minutes. New data and a new survey will be posted each month. Dealers can get to the data through www.nada.org: from the home page, click on Member Services, then on Members Only at the bottom of the left column.

NADAguides.com Launches Local Ad Program for Dealers

NADA Appraisal Guides has launched a local advertising program at www.NADAguides.com that allows dealers to gear advertising to local customers through premier placement at the Web site. "Qualified customers are redirected to a dealer's own Web site or showroom," said Lenny Sims, NADAguides vice president. "Our research has shown that this program is more cost effective than newspaper, radio or television advertising, and is easily monitored to gauge success." Open to all dealers, the program requires no set-up fees or long-term commitments. For information, contact (866)357-6584 or marketing@nadaguides.com.

Dealer Attitude Survey In Mail and Online July 9th

The NADA Summer Dealer Attitude Survey will be in the mail and online July 9, (visit www.nadasurvey.com). Members should receive the mailed version on or about July 15. The form is also available at the survey fax-on-demand: (858)712-0362. The final due date is August 13 for online, mailed or faxed responses. Fax responses back to: 301/987-8612. Please note the Web site, fax, and fax-on-demand numbers are for the survey only. The Winter Dealer Attitude Survey had the highest response rate ever; your answers could make the summer survey response even larger, giving added clout to the results.

Staying Ahead...

Americans will put up with anything provided it doesn't block traffic.

— Dan Rather

Enclosure:

- Universal Underwriters Group: Loss Prevention Series
- Bobby Mitchell Hall of Fame Classic sponsorship flyer and donation form