

THE WANADA BULLETIN

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

WANADA Bulletin # 27-04

July 6, 2004

BOBBY MITCHELL HALL OF FAME CLASSIC

Last Call! On a Thoroughly Enjoyable Sports and Networking Evening

For those WANADA members who want to be involved in one of the Washington area's most popular mid-summer events, the place to be is the Bobby Mitchell Toyota Hall of Fame Golf Classic, to be held this weekend, July 10-11, at the Lansdowne Resort in Leesburg, VA, FBO the Leukemia and Lymphoma Society.



Last Year's Mitchell Classic reception and dinner drew over 600 guests, that included sports celebrities, to benefit the Leukemia and Lymphoma Society.

Meet and golf with sports legends. Over 600 guests and sponsors are expected at Saturday's reception and dinner where they'll have the opportunity to hobnob and dine with over 40 Hall of Famers, including sports legends like Sonny Jurgensen, Deacon Jones, Oscar Robertson and Bill Russell. The final tournament round and awards luncheon/banquet is on Sunday.

Opportunities still exist for WANADA members, vendors and friends to show their support for their community and a great cause! Sponsorships at various dollar levels are still available as well as advertising opportunities and the need for more donations for the silent auction.

As a principal sponsor, WANADA leadership, headed up by Tammy Darvish of DARCARS, is looking to eclipse last year's record fundraising by surpassing half a million dollars.

For more information on participation in and sponsorship opportunities for this year's Hall of Fame Classic, see the details in the flyer and donation form enclosed with this Bulletin, or contact Barbara Martin at WANADA, (202) 237-7200 or bjm@wanada.org.

Please make your commitment today!

Fax Bill Clears Committee NADA Pushing for Passage this Year

Before closing up shop for the July 4th recess, the House Energy and Commerce committee voted unanimously in favor of H.R. 4600, the Junk Fax Prevention Act of 2004, legislation aiming to restore the "established business relationship" provision governing fax communications. The measure would block pending Federal Communications Commission (FCC) rules, scheduled to take effect January 1, 2005, that will require anyone who sends a business fax to get written permission in advance from all recipients.

A coalition of organizations, including NADA, American Society of Association Executives (ASAE) and the National Federation of Independent Business, has been working on this issue for well over a year now.

In earlier testimony to the committee, NADA President Phil Brady called the FCC's rule "unworkable" and urged Congress to rescind it before it takes effect Jan. 1. Without legislative action, Brady said "there will be severe disruption to trade associations in communications with their members and businesses responding to their cus-

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SAFETY BULLETIN

NADA Proclaims October "Booster Seat Safety Month" Dealers Nationwide Will Conduct Child Safety Seat Events

NADA's board of directors has proclaimed October "National Child Booster Seat Safety Month." The decision, which was made at the June meeting of its board of directors in Amelia Island, Florida, supports NADA's growing commitment to child passenger safety. New-car dealers in all 50 states will host booster seat safety events at their dealerships during the month of October as part of a national public awareness campaign.

"The majority of America's 20 million children who should be riding in booster seats are not," said NADA chairman Charley Smith. "This is a huge public safety issue. I'm pleased that new-car dealers will be helping to save lives and reduce needless injuries."

The national awareness campaign, called "Boost for Safety," actually will kick off at a special booster seat event near Houston, Texas, on Sep-



tember 23. The administrator of the National Highway Traffic Safety Administration, Dr. Jeff Runge, will participate in the event that is designed to bring the issue of booster seat usage to the forefront of public attention.

"Create excitement and media coverage at your dealership and have fun with your customers at the event, all while providing a valuable community service" said Smith. "NADA has the resources to make it easy and convenient for dealerships to host an event."

Join with other dealerships and safety organizations or go solo, using NADA's "tool kit," *Building Child Passenger Safety in Your Community: A How-to Guide for Automobile Dealers*, available for download from www.nada.org/toolkit.

Fax Bill Clears Committee

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tomers' needs."

NADA says the FCC rules would create impossible record-keeping burdens for businesses. Anyone who violates the rules would be subject to lawsuits and FCC fines of as much as \$11,000 per incident, according to Automotive News.

Dawn P. Latham, ASAE director of public policy, pointed out that H.R. 4600, as it comes out of Committee, reestablishes the established business relationship provision.

"The bill also requires a mandatory 'opt-out, for unsolicited faxes," said Latham. "However, the legislation does allow for the FCC to make the decision to waive the opt-out provision for tax-exempt organizations faxing members on issues related to their exempt purpose.

"The Committee also agreed to allow the FCC, after three years time, to reevaluate whether a time limit on the EBR provision is needed," she said.

Following the committee's vote, the bill will now move onto the floor of the House, and a similar bill is expected to be introduced in the Senate. Lawmakers on both sides of the aisle show support for the bill.

NADA is optimistic that the bill's bipartisan backing means the measure has a good chance of becoming law this year, despite election-year politics that keeps most legislation bottled up.

WANADA President Gerry Murphy serves on the ASAE Public Policy Committee, which, as mentioned, works closely with NADA on this issue.

IMPORTANT REMINDER!

MD Vehicle Registration Increases, but Title Tax Handling Fees restored to 2002 level, Effective July 1

Registering a car or truck in Maryland just got more expensive. Effective July 1, owners of big cars, SUVs and trucks will pay a two-year registration fee of \$180 (up from \$108), and drivers registering cars and small SUVs will pay \$128 (up from \$81.)

The good news for licensed dealers is that no legislation was passed in this year's Maryland General Assembly to extend the reduction to the excise tax collection discount on cars and trucks, which had been cut in half two years ago. Thus, effective July 1, 2004, the rate reverted back to 1.2% (up to \$24) for collecting and remitting the sales excise tax on vehicles on behalf of the MD MVA.

New Fees for Registration Plates

Effective July 1, 2004 the vehicle registration fees for the classes identified below will be increased as follows: Please note that vehicles will be registered for two (2) years at time of titling or at the time registration is renewed. The following fees include the yearly \$13.50 surcharge for the EMS system, except where noted otherwise.

- Class A Passenger Cars (shipping weight up to 3,700 lbs.): \$128.00
- Class A Passenger Cars (shipping weight over 3,700 lbs.): \$180.00
- Class M Multi Purpose Vehicle (shipping weight up to 3,700 lbs.): \$128.00
- Class M Multi Purpose Vehicle (shipping weight over 3,700 lbs.): \$180.00
- Class B Passenger Vehicle Operated for Hire: \$327.00
- Class C Funeral Vehicles and Ambulances: \$227.00
- Class D Motorcycles: \$97.00
- Class L Historic Vehicles: \$51.00*
- Class N Street Rod Vehicles \$51.00*
- Class Q Limousine: \$397.00

* Registration fee does not require a surcharge.

Light Trucks

- Class E Trucks (3/4 ton or 7,000 lbs. or less) \$154.50
- Class E Trucks (10,000 lbs. GVW [1/2 or 3/4 ton]) \$207.00

Note: Detailed registration fees on heavy duty trucks, trailers, school buses & vans, and farm vehicles is available on the Maryland Motor Vehicle Administration's website, <http://mva.state.md.us>.

IN MEMORIAM

Harry Martens, Jr., Martens Cars of Washington

It is with sadness that WANADA reports the passing of longtime Washingtonian and dealer Harry Martens, Jr. He died peacefully Saturday, July 3, 2004. He was 86.

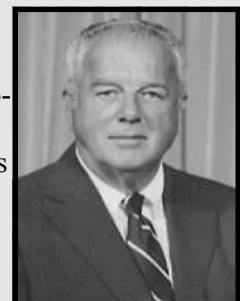
Harry was out of the renowned LP Steuart organization starting his career in the automobile business with his father-in-law LP Steuart. The LP Steuart operation was omnipresent in the Washington Automobile business for many years with Harry having much to do with its expansion in the post World War II era to become one of the area's first mega dealer organizations. In addition to dealerships of which there were a number, the LP Steuart organization had a thriving parts business here, which supplied much of the Chrysler market.

In his early years Harry attended the University of Wisconsin and was commissioned in the US Army during World War II. Later in his automotive career Harry served on WANADA board of directors and represented Washington area dealers on the NADA board. His five children are all engaged with Martens Cars of Washington, Harry's business and personal legacy.

Besides Harry III, Steuart, Chris, Dana and Ginger, Harry is survived by his wife of 58 years, Virginia, and 10 grandchildren.

Contributions to his memory can be made to the Alzheimer's Association, National Capitol Area, 11240 Waples Mill Road, Suite 402, Fairfax, VA 22030.

To Harry's family and many friends over the years WANADA extends its sincerest sympathy.



FACTOIDS, FOOTNOTES & THOUGHTS

WANADA Updates Dealer Business Ad with Summer Theme On 630 WMAL's *Weekend Wheels with Warren Brown*

A new 60-second WANADA ad for summer promoting area franchised dealers began airing last Saturday on 630 WMAL's *Weekend Wheels with Warren Brown*. The show, of which WANADA is a sponsor, runs from 1 pm to 2 pm every Saturday. Co-hosted by Warren Brown, *The Washington Post's* long time auto editor, and Bill O'Brien, radio veteran and car aficionado, the show focuses on consumer tips, best buys and the culture of cars. WANADA's summer theme ad is as follows:

Summer is here with warm weather and blue skies beckoning all of us to the great outdoors and America's highways for those long awaited vacations. Your motor vehicle needs to be in top mechanical shape and ready to roll. Summer heat around town and long highway trips can put your vehicle through its paces and test its full capacity. You don't need problems. Your franchised dealer is the place to go for service because they have the facilities, equipment and trained personnel to service your vehicle the way the manufacturer intended it to be serviced. Everything from routine maintenance to the most complicated of service repairs, your franchised dealer can get you and your vehicle off to an enjoyable summer. And it's easy: most light maintenance can be done while you wait and the more complex servicing and repairs can usually be done in a day with alternative transportation options readily available. Make no mistake about it: franchised dealers want your vehicle service business and will do what it takes to make it easy and reliable so you and your vehicle can hit the road with confidence this summer! This message brought to you by the Washington Area New Automobile Dealers Association

The show is also available online at www.wmal.com.

FACTOID: On June 29, 1776, the Virginia state constitution was adopted, and Patrick Henry was made governor.

Insurance Bright Spot: WANADA's insurance executive John O'Donnell offers this "bright spot in the sea of ever rising health insurance premiums:" Industry observers are predicting that this coming year's renewal season will see single digit increases versus the 14% plus for each of the past two years.

"This prediction is grounded in what we're seeing at WANADA with our own clients' recent experiences," says O'Donnell. "While premiums are not going down, competition among the carriers is increasing after a three year lull. That's good for our members, and their employees."

For more information on all of WANADA's dealership-tailored insurance plans, contact John O'Donnell at WANADA, (202) 237-7200, jod@wanada.org.

DEALER ALERT: Wheels & Tires Theft: Detective Debra Keyser of the Montgomery County Police in Rockville, MD has alerted WANADA to a crime trend that has occurred in the Rockville and Bethesda area involving the thefts of wheels and tires from new car dealerships. The thieves, who have already struck 7 or 8 times along Rockville Pike, apparently use a large vehicle to put target vehicles up on blocks so the rims and tires can be easily removed. Dealers are advised to take extra precautions in protecting their new vehicle stock. For more information, Det. Keyser can be reached at (301) 610-7125.

Thought for the Season...

I'd rather be in the boat with a drink on the rocks, than in the drink with a boat on the rocks.

Enclosure

Bobby Mitchell Hall of Fame information sheet & donation form