



# THE WANADA BULLETIN

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

WANADA Bulletin # 29-07

August 3, 2007

## WANADA EMPLOYEE BENEFITS

### Good News for WANADA Dental Insurance Participants *New Plan Offers Many Additional Benefits*

**W**ANADA Employee Benefits is pleased to announce a new dental plan offering effective, October 1, 2007. This program replaces the classic DHMO Plan with expanded DHMO coverage *at no additional cost*. It also gives employees a larger network of providers with no “closed panels.” The addition of this new DHMO plan *will not* affect the Access PPO or the Choice PPO plans.

Other improvements in DHMO coverage are as follows:

- NO “sign up” for primary dentists.
- Preventive services FREE.
- Ability to select different dentists for each family member – go to [www.dentaquestdental.com](http://www.dentaquestdental.com) to find participating dentists.
- The ability to change dentists at will, no waiting a month.
- Pediatric dentists are the same as any other dentist.

- NO OSHA fee payments
- Implants covered.
- No claim forms to file.
- The annual max goes to \$1,500 per person, with a roll-over of up to \$450 per person of unused benefits to the next year.

Orthodontia benefits are provided FREE to persons currently enrolled in the Classic Plan but, for those new enrollees, WANADA has negotiated a GREATLY reduced price should they wish to select this benefit.

Special thanks to WANADA’s Insurance Committee consisting:

Charlie Stringfellow (chairman), John Bowis, Dudley Dworcen, Ralph Mastantuono, Joe Mattos and Tom Parsons for making the decision to move forward with this enhanced dental plan.

If you have questions about this new dental coverage or any of the various employee benefit programs WANADA handles, give us a call at (202) 237-7200 and speak with Martha Kowalski, ext 24; Dan Slaughter, ext 31; Charley Spiridopoulos, ext 19; or John O’Donnell, ext 30.

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### IMPORTANT NOTICE!

#### Sign Up Before August 24 for WANADA Dealer Employee, On Site Flu Shot Program

In the dog days of summer, it’s difficult to imagine flu season in the fall. Just the same, you need to know that seasonal influenza infects 35-50 million Americans each fall. In fact, the flu is responsible for 250,000 hospitalizations and 40,000 deaths each year. The average duration of the illness is one week. Influenza is highly contagious and can devastate a workplace. A flu immunization/prevention program can reduce lost employee time by 70%. As such, providing your staff with a seasonal flu shot program increases employee satisfaction as well as your bottom line.

Once again, WANADA has negotiated with Norvar Health Services to provide flu immunizations, on-site at dealerships. What’s more, Norvar assures us that they will have enough flu vaccine (assuming no production/CDC issues) to handle WANADA registrants. The price per shot is \$23, for those registering on or before August 24<sup>th</sup>. An additional requirement for on-site service is no

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**FROM THE CITY DESK****Alert!****Incorrect Vehicle Lease Tax Collection in DC**

WANADA has learned that there are title processing points in the DC DMV which have incorrectly attempted to collect vehicle excise tax on lease transactions. **Leases remain exempt from excise tax at this time.** Some agents at the DC DMV may not have gotten the word that the imposition of excise tax on leases is not in effect, although it may be later.

As WANADA reported recently, a DMV circular last month prematurely stated that the excise tax was applicable to leases commencing July 23, 2007, WANADA is now working with DMV and public policymakers to assess the implications of excise tax on lease transactions that are already subject to use tax. **The DMV will not be implementing excise tax any sooner than September. Accordingly, WANADA members and title processors who hear anything different should contact Trish Frisbee in the WANADA office immediately.**

**AUTO DEALER EDUCATION INSTITUTE (ADEI)****SIGN UP FOR TECH TRAINING!****ADEI Tech Development Opportunities at NoVaCC and MC**

There are still openings in auto technician classes beginning later this month at Northern Virginia Community College (NoVaCC) and in early September at Montgomery College.

At NoVaCC we have room for more students in the brakes class and the suspension/steering class. The registration deadline is August 15.

At MC, we have openings in: electrical/electronics; engine performance; and transmissions. MC classes begin the first week in September. Registration is underway.

All of these class offerings are part of WANADA's Automobile Dealer Education Institute. To learn more about how to enroll current or prospective employees whom you want to train to be line technicians, call one of the WANADA staff listed below. They will make the process fast and easy.

This is a great opportunity to join the many dealers who have already taken advantage of WANADA-sponsored tech training programs. Call today: Bill Belew or Steve Arabia at (202) 237-7200.

**WANADA Offering New Workplace ESOL Class at MC**

As the number of workers whose first language is other than English grows, effective workplace communication encounters new challenges. In response, WANADA's Automobile Dealer Education Institute (ADEI) has developed an English for Speakers of Other Languages (ESOL) class for dealership employees.

The ESOL class is open to *all* WANADA dealership employees, *not just those in ADEI programs*. This is a pilot program offered in cooperation with Montgomery College. Based on the response we receive, we expect to expand the ADEI/ESOL program to Northern Virginia Community College.

The classes will be held two nights a week at Montgomery College's Rockville campus from September to December. The cost is \$500 per student, a portion of which may be shared by the employee at the dealer's option.

Registration is beginning. Dealers are encouraged to identify employees who would benefit from this program and have them contact WANADA staff: Steve Arabia ([sa@wanada.org](mailto:sa@wanada.org)), or Bill Belew ([bb@wanada.org](mailto:bb@wanada.org)); (202) 237-7200.

## FROM THE NATIONAL DESK

### Good News for the Industry! House Puts Off CAFE Debate

Following up on last week's WANADA Bulletin report, the U.S. House of Representatives decided to delay a vote on new, more stringent CAFE requirements. This is good news for the industry.

By delaying a vote on CAFE now, the House avoids a fight over two competing proposals – one sponsored by Rep. Ed Markey (D-Mass), which the automobile industry opposes, and another sponsored by Rep. Baron Hill (D-Ind.) and Rep. Lee Terry (R-Neb.), which the industry supports.

This short reprieve provides automakers and dealers the opportunity to continue enlisting co-sponsors for the Hill-Terry CAFE Alternative (H.R. 2927) in the industry's quest for reasonable CAFE standards.

## INDUSTRY TRENDS

### Diesels Challenge Hybrids

Enthusiasm for gas-electric hybrid vehicles dipped among prospective car buyers during the past year, while interest in new, cleaner diesels was rising, according to a recent survey by J.D. Power and Associates. The survey found that 50% of prospective car buyers are considering a hybrid, down from 57% a year earlier.

By contrast, the arrival of cleaner, diesel-powered vehicles with new emission-lowering technology has heightened interest in this category. A total of 23% of respondents said they were considering a diesel, up from 12% in 2006. Combined, diesel and hybrid sales account for less than 5% of U.S. auto sales. So far this year, about 150,000 hybrids and around 250,000 diesel-powered cars and light trucks have been sold in the United States.

### Ford Hydrogen Cars in Five Years?

Ford has the ability to bring internal combustion hydrogen technology to market in cars within five years, according to Ford's John Lapetz, the company's program manager for hydrogen buses. But that's only if fuel storage limitations can be solved, public fear of hydrogen can be allayed, filling stations set up, and gas prices stay high, Auto Remarketing reports. Ford already produces a parking lot shuttle bus powered by a 6.8-liter hydrogen engine.

### Training a Must for Dealership Employees Who Handle Hazardous Materials

Dealership parts, service and body shops often receive and/or ship hazardous materials, including air bags, seat belt pretensioners, chemicals, solvents, oils, wastes, and batteries (including lithium batteries found in remote, keyless-entry devices, tire pressure monitors, and other equipment).

Dealership employees who receive, ship, or transport hazmat **must be trained every three years** regarding the Department of Transportation's packaging, labeling, and shipping rules. Note: Enforcement actions levying fines have been taken against dealerships that fail to handle their hazmat properly. Help is available:

- Consult NADA's *A Dealer Guide to the Federal Hazmat Transportation Regulations*, L37.
- Check out "Hazmat" on the Regulatory Affairs page of [www.nada.org](http://www.nada.org).
- Call the DOT Hazardous Materials Information Center at (800) 467-4922.
- Visit the Portable Rechargeable Battery Association's website, <http://www.prba.org/> for battery-related information.

## ASE Certification Tests

Automotive Professionals,  
Don't miss the opportunity to take  
ASE's Certification Tests!



Register by Sept. 30, 2007  
Testing on Nov. 8, 13 and 15, 2007  
Over 750 Sites throughout U.S. and Canada

Register by mail, online or by toll-free telephone!

Contact ASE Customer Service at 703-669-6600  
ASE, 101 Blue Seal Dr., S.E., Suite 101  
Loeburg, VA 20175

Toll-free recorded information: 1-888-ASE-TEST (273-8378)  
Register online at [www.ase.com](http://www.ase.com)

## SALES MANAGEMENT SEMINAR

### *WANADA Presents*

## Mark Tewart's High Performance Selling: The Contrarian Auto Concepts Workshop September 25, 2007 – 8:00 am - 5:00 pm McLean Hilton

Internationally renowned automotive sales, marketing and management consultant, Mark Tewart, is coming to the McLean Hilton to put on a customized seminar for WANADA members on Sept. 25. A regular on the NADA Convention seminar circuit, who consistently ranks in the "top ten," Tewart is reputed to be an explosive, cutting-edge speaker who leaves dealer sales managers with success strategies that inform, inspire *and work!* You won't want to miss this dynamic and insightful workshop!

The cost for this day-long program is \$225 per person, which includes continental breakfast, all-day refreshments and lunch. A convenient fax-back registration form is enclosed with "bill me" format, or the form may be returned in the mail with payment.

For more information, contact Kristina Henry at (202) 237-7200 or log on to <http://www.tewart.com/>.

## WANADA Dealer Employee On-Site Flu Shot Program

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fewer than 20 participants at each location. After Aug 24<sup>th</sup>, the price and availability are subject to change, based on the availability and price of flu vaccine.

A fax-back registration form is enclosed. Don't delay! Registrations are first come, first served basis.

Complete the enclosed form and fax it back to the flu shot fax line where it will be forwarded to Norvar Health Services. If you have multiple locations requiring on site programs, please forward an addendum listing the address and information for each location. **A representative from Norvar Health Services** will then contact your designated point of contact about this coming fall's flu shot program.

**Note: This registration is for the seasonal flu shot NOT an H5N1 Avian flu or pandemic flu program.**

For more information, contact Martha Kowalski, Director of WANADA Insurance Programs at (202) 237-7200.

### Staying Ahead...

*The human race has one really effective weapon, and that's laughter.*

—Mark Twain

### Enclosures:

- Flu Shot Registration Form
- Mark Tewart's High Performance Selling Workshop Registration Form
- ASE Registration Booklet, Poster, Tech News Bulletin
- Optional Closing Signs for Labor Day