

THE WANADA BULLETIN

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

WANADA Bulletin # 37-04

September 13, 2004

EDUCATION-TRAINING UPDATE:

VA Gov. Warner's Education Initiative Calls for More Career Tech Programs, Like WANADA/Ford

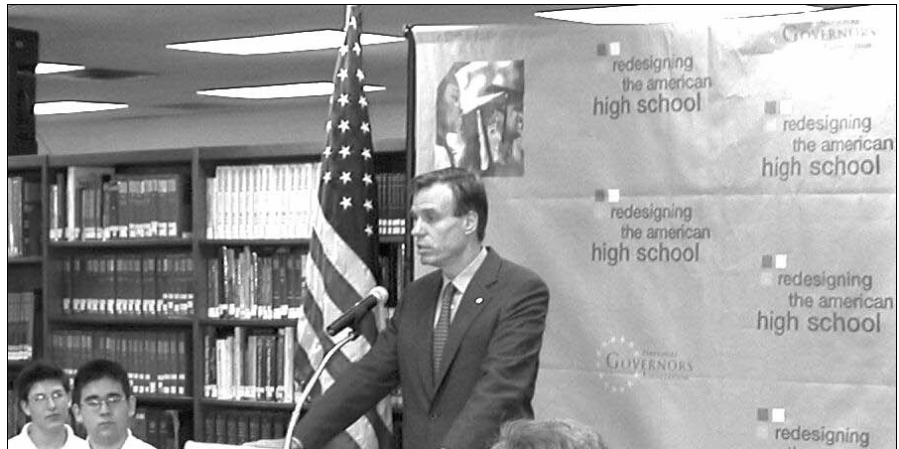
Gov. Cites Marshall Center Programs as Good Example

Public-private partnership programs that train students for industry certification, like the WANADA/Ford Apprenticeship Training Program, will be a key component of a new national education initiative launched last week by Virginia Governor Mark Warner.

Speaking to the media, educators and students at George C. Marshall High School in Falls Church, VA, Warner, who is the new chairman of the National Governors Association (NGA), rolled out plans for a yearlong initiative, "Redesigning the American High School," intended to spur states to enact "real, tangible, system-wide reform of high school."

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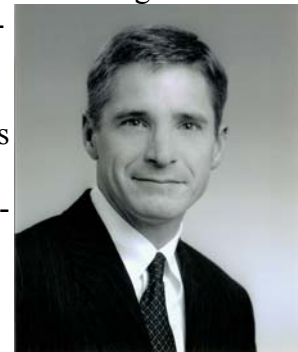


Virginia Governor Mark Warner speaks to the media, educators and students at the launch of a new national education reform initiative at Marshall High School in Falls Church.

DEALERS IN THE SPOTLIGHT

Vince Sheehy Nominated for Northwood Education Award

No one better understands the urgency of stemming the technician shortage crisis in America's automobile industry than Vince Sheehy, president of the Sheehy Auto Stores, a chain of 12 dealerships in Maryland and Virginia. As WANADA Chairman in 2002 and 2003, Sheehy helped develop and roll out the first-of-its-kind apprentice training program in the Metropolitan Washington, DC market that recruits, employs, and trains young adults for careers in auto technology. He led a dealer group effort that resulted in a unique dealer association partnership with Ford Motor Company, premised upon a curriculum that tracks ASE Certification and Ford-specific training of apprentices employed at DC area dealerships in two separate education



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Sheehy

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centers. After three classes of students, the WANADA/Ford Apprentice Program has "home grown" 29 line technicians, with another 22 poised to complete the program this year.

For his consistently active involvement in educational programs, and his role as a change-agent for his industry in automotive technical training, WANADA has nominated Vince Sheehy for the Northwood University Dealer Education Award in 2005. The award has been given annually since 1972 at the NADA Convention in recognition of individuals who have demonstrated substantial dedication over a number of years to the educational process, inside or outside of the industry.

On his watch as chairman of WANADA, an AYES pre-apprentice certification program was established by Washington area dealers which positively focuses high school level technician-training programs for the auto industry. AYES certified high schools and other pre-apprentice programs supported by Washington area dealers act as proving grounds in identifying ambitious, skilled youngsters to become technicians through WANADA's apprentice program. With Sheehy's leadership, WANADA is working to expand its apprentice program to other manufacturers.

Kaiser Survey Shows Employer Health Care Costs Continue to Soar

The Kaiser Family Foundation recently released the results of its 2004 annual survey of employer-sponsored health insurance premiums. The Association Healthcare Coalition, of which WANADA is a member, offered the following key findings of the survey to support the need for Association Health Plan legislation:

- Between the spring of 2003 and spring of 2004, employer-sponsored health insurance premiums rose by 11.2%, down from 13.9% the previous year, but the fourth consecutive year of double-digit premium hikes;
- The average premium for family coverage was \$9,950 annually (\$829 per month) and the average premium for single coverage was \$3,695 (\$308 per month);
- Premiums for this period increased at 5 times the general rate of inflation (2.3%) and wage increases (2.2%);
- Since 2001, premiums for family health insurance coverage have increased by 59%;
- The number of small employers (3-199 employees) providing health insurance fell from 68% in 2001 to 63% in 2004;
- The number of all workers receiving health coverage from their employer was 61% in 2004, down from 62% the previous year, and from 65% in 2001;

John O'Donnell, WANADA's employee benefits coordinator, confirms the grim Kaiser figures, but reports positively that insurance agencies like WANADA which are ahead of the curve have done better by clients. "Our dealers have fared better on premium increases than many small businesses and that's because we do our job with the carriers," he said.

WANADA Presents Auto Show Plans on WMAL AM Car Talk Program

WANADA went on WMAL AM 63 last weekend to outline plans the dealer organization has to take The Washington Auto Show to the next level. Talk show hosts Warren Brown and Bill O'Brien of Weekend Wheels spoke with WANADA President Gerard Murphy about the opportunities now available to The Washington Auto Show as a result of the expanded, world class Washington Convention Center and the new January dates starting in 2006.

"The manufacturers have told us that Washington can become a tier one auto show with the new center and new dates because the products can now be housed in the best exhibits for the benefit of Congress," said Murphy.

Being able to showcase the latest and greatest automobile technology before Congress and the agencies in their hometown is huge and something unique to Washington according to Murphy. "Washington has something no other auto show venue has and that's the situs of its partner, the US government," he said. "We think we've got great potential."

National Education Initiative

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earn postsecondary credit or an industry-recognized credential while still in high school,” Warner said, pointing to Marshall High School's Academy for Vocational Education that has partnerships in place with WANADA and Ford Motor Company, Cisco Systems and Booz Allen Hamilton. On hand to represent WANADA was Nick Champeau.

Warner said states must recognize that good jobs require more skills and education, and that states need a “single educational pipeline that gives students the common, upper level-skills required by colleges and employers today.”

To combat “senior slump” and make the last year of high school more meaningful, he said seniors in every school system should have the opportunity to take college-level courses while still in high school – a move that could save a semester of college tuition and help trim higher education costs. “States need collaborative agreements between high school and postsecondary institutions to assure students' hard work counts toward a college degree or an industry-recognized credential,” said Warner.

As part of his initiative, Warner said NGA would conduct an online nationwide survey of 10,000 high school seniors to solicit their ideas on possible reform proposals, which would then be presented to the nation's governors when they convene in Des Moines, Iowa next summer



“Every student in America should have the opportunity to earn postsecondary credit or an industry-recognized credential while still in high school,”

— Gov. John Warner

for the NGA Annual Meeting. To begin this process, Warner sat down with a 12th grade class to discuss ideas and get their input on his proposals following the press confer-

ence.

The education initiative was driven in part by studies showing only 70 percent of high school students today graduate, and barely half of African American and Hispanic ninth graders complete high school in four years. At nearly 2,000 of the nation's high schools, graduation is no longer the norm, as the senior class is nearly 60 percent smaller than the freshman class that entered four years before. Of those students who do graduate, only three in 10 are ready to attend a four-year college.

Through a series of national and televised town hall meetings around the country, the program will develop a series of best practices and a “Top 10 List” of achievable policy actions that can be put in place by governors and educators.

Area AYES Report: A Summer of Progress

Richard (Ric) Glenn, the AYES Coordinator for the DC area, Maryland, Delaware and West Virginia, reports that, “We did real well getting kids out there in internships [this summer].” DC area, 17; MD, 73; DE, 27; and WV, 16.

“Throughout the summer, I accompanied my 22 AYES school instructors visiting our students and mentors at their dealerships,” said Glenn. “I can tell you first hand that we are positively impacting our industry and significantly helping young people get a start in their career paths. For the first time, we placed students in service advisor, parts technician, collision technician, as well as the customary technician positions. We are beginning to meet the needs of our partners.

Glenn also worked with a number of schools and schools systems in Howard County, Prince George's County, Fairfax County and DC to meet the AYES requirements. “We will see the results of these efforts in new AYES affiliated schools in the coming months,” he added.

Questions or comments about local AYES programs should be directed to Ric Glenn at (301) 730-9960, or rglenn8199@aol.com.

REMINDERS:

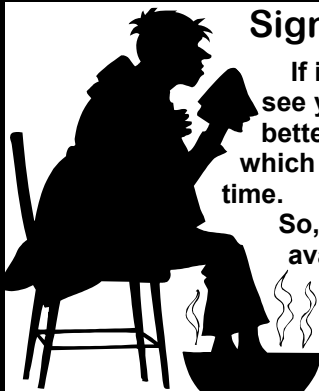
**Last Chance to Sign Up for Environmental Compliance Seminars
Tuesday, Sept. 21 & Thursday, Sept. 23**

Cosponsored by WANADA and MNCTDA, the *Dealership Environmental and Safety Compliance Seminar* is a valuable once-a-year opportunity for dealers and their service managers to ensure your service and risk management team has the right plan in place to run your fixed operations safely.

The DC area seminar will be September 21, from 9 a.m. to 11:30 a.m. at Marshall Academy in Falls Church, the site of WANADA's apprentice training facilities, so attendees will have a chance to see the next generation of auto techs in action.

The seminar will be conducted by Kip Prah! Associates, environmental and safety experts who have worked with thousands of dealers. Attendees will learn about recent EPA and OSHA enforcement actions; waste management opportunities; hazard communication; emergency response and respiratory protection program; how to avoid common safety pitfalls while creating a healthier bottom line; and employee training. The seminar will be repeated at the BWI Marriott in Baltimore on September 23.

For more information and registration, see the flyer and registration sheet enclosed with this WANADA Bulletin, or call Nick Champeau or Barbara Martin at WANADA, (202) 237-7200.



Sign Up Now for WANADA's Dealership Flu Shot Program!

If it feels like we're nagging you, it's only because we love you and don't want to see you or your employees fall victim to a flu outbreak this winter. The sooner the better is the key to protecting your work force this fall and winter from influenza, which last year cost employers 32 million hours of lost productive employee work time.

So, don't put it off! Sign up today for WANADA's dealership flu shot program available through Norvar Health Services — *the only company recognized by WANADA to deliver this onsite flu immunization program.*

For more information on this onsite flu immunization program – see the FAX-back reservation form enclosed with this WANADA Bulletin, or contact John O'Donnell at WANADA, (202) 237-7200.

Staying Ahead...

Under democracy, one party always devotes its chief energies to trying to prove that the other party is unfit to rule. Both commonly succeed, and both are right.

—H. L. Mencken

Enclosures:

- Environmental Compliance Seminar registration and FAX back sheet
- Flu Shot FAX back form
- Universal Underwriters Loss Prevention Series: *Routine Vehicle Maintenance- Opportunity for Profit or Loss*




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