

Headlines...

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Staying ahead...

New vehicle sales continue trending upward, nationwide and locally

Toyota Motor Corp. predicts U.S. auto sales this year will top out at between 11.2 million and 11.5 million, which is up significantly from the 2009 low of 10.4 million, but less than some analysts had projected earlier this year, and a ways to go to reach the 13 million level of 2008.

Reflecting that reality, new sales figures for the Washington metropolitan region indicate sales are trending upward, here as well with WANADA member dealerships likely to retail approximately 230,000 units by year end. That would be up some 30,000 units from the previous year, but still below levels of four and five years ago when Washington area franchise dealers here retailed just over 300,000 new cars and trucks.

"The bad news is that lingering high unemployment and erratic stock prices are restraining consumer confidence and spending," said Toyota vice president for product communications, Jim Colon, at a meeting of the Washington Auto Press Association on Wednesday.

"Our forecast is for industry sales this year to reach between 11.2 and 11.5 million vehicles," he said, noting that some industry analysts were likely too optimistic a few months ago in predicting sales of 12 million to 13 million.

"The truth is, the industry is on the mend, but the economic recovery is much slower than many forecasted earlier this year," Colon said. "Looking ahead, we expect our industry to continue its steady path to recovery."

Looking further ahead, Colon said Toyota sees significantly improved sales as inevitable, noting that the aging of the vehicle fleet was creating a significant amount of pent up demand. "It's not a matter of *if* but rather *when*," he said.

R.L. Polk figures, comprising the basis of WANADA's Area Report, indicate sales through June are up 13 percent over the same period last year, with import car sales up 10.2 percent and truck

sales up a whopping 35.5%, accounting for most of that gain. (It is noteworthy, also that most of these vehicles are produced in the U.S.).

Market share in the Washington area continued to tilt strongly toward imports with the share rising to nearly 81% compared to approximately 78% for the same period in 2009.

WANADA dealer members can access the full ten localities Area Report at www.wanada.org.

WANADA Annual Meeting: Nov. 23, Congressional Country Club

Fox Newsmen, Chris Wallace, to keynote the luncheon, sponsored in part by:



WANADA's annual membership meeting and luncheon happens just two weeks after the long awaited midterm elections this year, and the association has arranged for veteran journalist and host of *Fox News Sunday (FNS)*, Chris Wallace, to keynote the luncheon.



Wallace worked at ABC News for 15 years before joining *FNS*, and at NBC News, where he served as the chief White House correspondent. He has covered numerous presidential campaigns, as well as the Democratic and Republican Conventions over his long and distinguished career.

In addition to Wallace, NADA chief economist Paul Taylor will weigh-in at lunch with his thoughts on the year ahead for the auto industry.



WANADA will also present its year in review report and members will be electing the association's 2010 - 2011 Board of Directors.

To register for the event, please complete the registration form included with this bulletin and fax it to (202) 237-9090. The form can also be downloaded at www.wanada.org

For questions and meeting details, contact Kristina Henry at: (202) 237-7200, ext. 18.

Second chance for flu shots

WANADA employee benefits program extended until Thanksgiving

By popular demand, WANADA members will have a second opportunity to sign up for flu shots this fall as the association has arranged with Novartis Health Services to make the shots available again between now and the Thanksgiving Holiday.

Dealerships wishing to participate must have a minimum number of 20 employees signed up. This year's shot protects against the virulent H1N1 virus and two other strains of flu. The shot is also still available for the very low price of just \$23pp.

It is worth noting that Maryland registered its first case of H1N1 flu last week and that with cooler weather upon us, flu season has also arrived.

To sign up, WANADA members need simply to complete the registration form included in this bulletin and fax it to the attention of Martha Kowalski in WANADA's Employee Benefits Department at (202) 237-7779.

New EPA spill control plan compliance date pushed back one year

The U.S. Environmental Protection Agency (EPA) has changed the compliance date by which dealerships must fill out the self-certified Spill Prevention, Control, and Countermeasure (SPCC) plan template to November 10, 2011. The old compliance date was November 10, 2010.

The EPA previously amended its SPCC rules in 2008, providing dealerships with regulatory relief by creating a category of "Tier 1" qualified facilities eligible to complete a simple, self-certified SPCC plan template in lieu of a complex written SPCC plan.

Tier 1 qualified facilities must have:

- 10,000 or fewer gallons in aggregate aboveground oil storage capacity and no individual oil storage container of more than 5,000 gallons, and
- Looking back over the last three years, no discharge of oil to navigable waters exceeding 1,000 gallons, and no two discharges of oil to navigable waters within a 12-month period that each exceeded 42 gallons.

The self-certified SPCC plan template can be accessed at <http://www.epa.gov/emergencies/content/spcc/tier1temp.htm>.

EPA schedules free paint shop compliance webinars

First of five set for Thursday, Oct. 28

Dealership body shops must comply with new EPA rules by Jan. 10, 2011, to significantly lessen the amount of Hazardous Air Pollutants (HAPs) released into the environment during paint stripping or surface coating operations.

The rule's objective is to eliminate the most dangerous chemicals, namely, methylene chloride (MeCl), cadmium, chromium, lead, manganese and nickel compounds, which represent significant risk to employee health if proper engineering and administrative controls are not in place.

To help dealers and others comply, the agency is offering five free Webinars on the "6H rules." The first Webinar is on Thursday, Oct. 28, and the last is on Thursday, Nov. 18. Dealers who complete this training will receive a certificate of completion fulfilling the classroom training requirement of the new rule. However, dealers will also need hands-on training, as the Webinars do not cover that required training element.

To register for one of the Webinars, visit www.epa.gov/ttn/atw/area/arearules.html

Caution to Dealers on test drives!

Maryland law on “respect for stopped emergency and police vehicles” is now in effect

WANADA members are reminded that a new Maryland law is now in effect that requires motor vehicle drivers to move over at least one lane when passing a stopped “emergency vehicle” such as a police car with its lights flashing. Where moving over a lane is not possible, drivers must slow down to 40 miles per hour or face a fine of at least \$100.

The law is meant to keep police officers and emergency personnel from being hit by passing vehicles, the same principle that applies in construction zones where the speed limit is reduced and fines are increased for violations.

Maryland joins a list of more than forty states with similar laws. Please advise all sales and service personnel to be mindful of this new law when road testing new and serviced vehicles and of course, in their personal driving behavior as well.

Saab will let buyers watch their cars get built online

Saab buyers will soon have the ability to watch their new car being built in real time. Saab is installing cameras in its Trollhättan factory that will automatically focus on a customer’s car as it rolls through each stage of the assembly line. Customers will receive text messages with photos of their cars as they reach certain points in the assembly line. Eventually, Saab plans to add a real-time video feed of the cars being built.

Saab says it will soon offer customers the opportunity to take delivery of their cars right from the factory as well. It’s all part of the automaker’s plan to build most of its cars to order rather than build volumes that need to be stored. This effort is similar to a smaller scale effort BMW has under way to build its X3 series to order.

Staying ahead...

Men and women who have attained greatness in history never lost their child’s heart.

--Anonymous

WANADA Annual Meeting and Luncheon

Tuesday, November 23, 2010
 Congressional Country Club
 8500 River Road, Bethesda, MD

Featuring
Chris Wallace

Veteran TV Journalist and Host of *FOX News Sunday*



| Agenda |
|---|
| 11:30 a.m - Networking Reception |
| 12:00 p.m. Lunch |
| 12:45 p.m. WANADA Report and Membership Business |
| 1:00 p.m. Paul Taylor, 2011 Outlook |
| 1:10 p.m. Chris Wallace, <i>The New Political Landscape</i> |

The Program: Chris Wallace, the host of *FOX News Sunday*, has been a major media and Washington political presence for years, serving as a journalist for ABC News, senior correspondent for *PrimeTime* and *20/20*, and White House correspondent. He is also the author of *Character: Profiles in Presidential Courage*, which details the tradition of leadership in America's presidency.

Wallace will discuss the implications of the important mid-term elections, which will have just concluded. Joining Mr. Wallace on the program will be NADA's chief economist Paul Taylor, who will brief WANADA members and guests on the auto industry outlook for 2011 and beyond.

In addition, there will be a dealer association report on an extraordinarily eventful year for the auto industry and the

Washington area car market. Members will also elect WANADA's 2010-2011 Board of Directors.

Please join us for lunch with the WANADA leadership in what promises to be a timely, informative and memorable WANADA Annual Meeting!

Sponsored in part by:



Registration Form - 2010 WANADA Annual Meeting & Luncheon Tues. November 23, 2010

Please reserve ___ tickets at \$115 per person, or ___ Table(s) of ten discounted to \$1050 each

Organization: _____

Address: _____ City: _____ State: _____ Zip: _____

Contact: _____ Phone: _____

Email: (please print) _____

Method of Payment:

___ Check enclosed: \$ _____ Make checks payable to: Washington Area New Automobile Dealers Association

___ Credit Card (Visa, Amex, MC, Discover) (Circle one) Credit Card # _____ Expiration Date: _____

Sec. Code _____ Name as it appears on card (please print): _____

Billing Address: _____ City: _____ State: _____ Zip: _____ (If Different from above)

Signature: _____ Amount to be Charged \$ _____

Return form to: Washington Area New Automobile Dealers Association, 5301 Wisconsin Avenue, N.W., Suite 210, Washington, D.C. 20015 or fax to (202) 237-9090. For more information, contact Kristina Henry at (202)237-7200, ext. 18.



**DEALER EMPLOYEE
ON SITE FLU SHOT PROGRAM
FALL, 2010**

Our dealership is interested in participating in this year's on site flu shot program. We understand that shots will be administered on site by NORVAR health services medical professionals at an agreed upon place and date, and that this opportunity is only available until November 24, 2010. We understand that a minimum of twenty (20) participants/location is required to schedule an on-site flu shot program.

DEALER ORGANIZATION

ADDRESS WHERE PROGRAM TO BE HELD

POINT OF CONTACT NAME

PHONE #

FAX#

E-MAIL

ESTIMATED NUMBER OF FLU SHOT PARTICIPANTS

BEST DAY OF WEEK FOR PROGRAM

ALTERNATIVE DAY OF WEEK

BEST TIME OF DAY FOR PROGRAM

ALTERNATIVE TIME OF DAY

WE HAVE NO PREFERENCE FOR DATE(S) OR TIME(S)

OTHER COMMENTS

SUBMITTED BY _____ TITLE

**FAX BACK TO
Flu Shot Fax Line
(202) 237-7779**

AS YOU ARE AWARE, THE CENTER FOR DISEASE CONTROL (CDC) AS WELL AS SLOW AND/OR DISRUPTED MANUFACTURING PROCESSES HAVE INTERRUPTED THE VACCINE SUPPLY SEVERAL TIMES IN RECENT YEARS. WANADA CANNOT BE HELD RESPONSIBLE FOR INTERRUPTION IN THE SCHEDULING SHOULD THIS OCCUR AGAIN THIS YEAR. SHOULD RESCHEDULING BECOME NECESSARY FOR ANY REASON, THE RESCHEDULING IS DONE BY MUTUAL AGREEMENT BETWEEN YOUR DEALERSHIP AND NORVAR HEALTH SERVICES.

WANADA DOES NOT SCHEDULE THE DATES FOR THE SHOT PROGRAM NOR IS WANADA RESPONSIBLE FOR ASSURING SUPPLIES OF THE VACCINE.