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Grist for the mill on next week's elections

"We don't like our incumbent"

With the mid-term elections just around the corner, some sobering news arrives for incumbents in the latest New York Times/CBS News poll, which shows that a *majority* of voters say their own representatives do not deserve to return to office.

The national poll found that about 6 in 10 voters say it is time to give someone new a chance to represent their district in Congress, a figure that is higher than it was in 1994, when Democrats last lost control of the House of Representatives to the Republicans during the Clinton administration.

The poll also found that 80 percent of voters say that most members of Congress do not deserve re-election. Six in 10 Republican and independent voters said they did not think that their own representative deserved re-election, while fewer than half of Democrats agreed.

For members of Congress serving constituents in and around the Capital Beltway, however, polling numbers suggest incumbents are highly likely to retain their seats, with the only contest thought to be close being the one between incumbent Democrat Gerald Connolly and Republican challenger Keith Fimian in Northern Virginia.

The nationwide telephone poll was conducted Oct. 21-26 with 1,086 registered voters and has a margin of sampling error of plus or minus 3 percentage points.

WANADA Annual Meeting: Nov. 23, Congressional Country Club

Chris Wallace of *FNS* to keynote the luncheon, sponsored by AutoTrader, Enterprise and CARFAX



As has been publicized, Congressional Country Club is the setting this year for WANADA's Annual Meeting and Luncheon, scheduled for Tuesday, Nov. 23. The Bethesda, MD venue will play host to area dealers and their guests who will hear from keynoter Chris Wallace of *Fox News Sunday (FNS)*, who will be giving

attendees his analysis of the mid-term elections, which will have concluded just shortly before the WANADA member 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 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 at page five, below, 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; or kh@wanada.org.

WANADA is grateful for the generous sponsorships of the 2011 Annual Meeting and Luncheon by AutoTrader, Enterprise and CARFAX.

New car dealers recognized for their leadership in the cause of preventing drunk driving and underage drinking



John O'Donnell of WANADA receives the "WRAPPY" award from WRAP's board chairman Alexa Kaufman for new car dealer support of the program.

WANADA was spotlighted recently for its ongoing support of the Washington Regional Alcohol Program (WRAP) Sober Driving Campaign, which continues to garner national recognition in the ongoing vehicle safety challenge of drunk driving prevention. The association received WRAP's 2010 Corporate Sponsorship Award, just as it has for many years, given the dealers' longstanding connection with WRAP.

"We're pleased to receive this award, but more pleased to be part of a movement that makes a real difference in preventing highway injuries and death," said John O'Donnell of WANADA, who serves on the WRAP Board.

WRAP's SoberRide program provides free taxicab service to individuals at various holiday times as part of a regional effort to prevent vehicle accidents related to drunk driving and, in fact, is gearing up again for Halloween this weekend.

IRS has no answer on the new controversial 1099 rule

Despite repeated requests from the ranking minority member of the House Small Business Committee, Sam Graves (R-Mo.), the IRS continues to decline providing guidance on how it intends to implement the new 1099 reporting rule that requires every business to file a 1099 to the IRS for every purchase above \$600, which raises questions about compliance and law enforcement.

The measure, which was enacted as part of Healthcare Reform, was designed to “capture billions of tax dollars” of unreported income. Just the same, organizations representing small businesses, including NADA, argue the measure is over burdensome for their members.

“Requiring every small business to report any purchase greater than \$600 will be a tremendous burden since most do not have a computerized accounting system or systems that can produce payments by vendors easily,” NADA told the IRS in written comments.

It is anticipated that the new rule would require businesses to track payments by the receiver's employer ID number (EIN) to ensure proper matching of payments to the correct business entity. "Entrepreneurs are unable to plan for the future, expand their operations or hire new employees for fear that this mandate could force them to dramatically change the way they do business," said Rep. Graves in a letter to the IRS. "I respectfully reiterate my request that the IRS provide our small business owners with some much needed clarity on the scope of this rule."

Graves had asked on two occasions for the IRS to provide him implementation guidance on the rule, first back in June and again at the beginning of October. Compliance with the new 1099 rule, however, should be a matter between the business and its tax advisor, notwithstanding any rightful concerns of Congressman Graves.

Labor Dept. Expands Adviser Responsibility for 401(k) Plans

The U.S. Department of Labor (DOL) wants to expand accountability for employer-sponsored retirement plans to investment advisers.

The proposed rule, announced this week by DOL, would broaden the definition of “fiduciary” to further protect 401(k) participants from conflicts of interest, such as investment advisers recommending an option that results in higher fees or that promotes their own firm’s funds. A “fiduciary” under DOL rules must act in the best interest of the worker in the retirement plan.

Employers generally have been held accountable for ensuring that participants in 401(k) plans are given advice and investment choices in their best interest. The DOL regulation would classify advisers as fiduciaries even if they don’t provide advice on a regular basis. The measure would apply to employer-sponsored retirement plans and Individual Retirement Accounts (IRAs). DOL will accept comments on the proposed change until Jan. 20, 2011.

An estimated 72 million Americans have 401(k)-type retirement plans with assets totaling about \$3 trillion, according to the DOL.

DOL also announced regulations that will require 401(k) plan providers to provide investors’ information on administrative and investment fees charged to their accounts in their quarterly statements by Jan. 1, 2012.

2011 gas mileage guides available

All are reminded of the Environmental Protection Agency (EPA) requirement that automobile dealers prominently display and make available to consumers the EPA and Department of Energy (DOE) Fuel Economy Guides at each location where new automobiles are offered for sale. Dealers are also required to have guides available for every new vehicle offered for sale, regardless of the model year. Typically, then, dealers will need to display guides for both 2010 and 2011 model years. WANADA dealer members can download the required guides from the EPA by [clicking here](#).

Second chance for flu shots

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 ready to sign up. The shot protects against the H1N1 virus and two other flu strains and is still available for the low price of just \$23pp. To sign up, complete the registration forms included in this bulletin at page six, below, and fax it to the attention of Martha Kowalski in WANADA's Employee Benefits Department at (202) 237-7779.

2010 Volt Unplugged Tour comes to D.C. area

The final stop of the "Volt Unplugged Tour" will arrive in the Washington area this weekend where consumers will have a chance to test drive GM's much talked about hybrid electric before it goes on sale later this year.

The test drives are being offered in numerous locations in and around the Capital Beltway and mark the end of a 3,400-mile, cross-country marketing event, which was organized by GM to show the capabilities of "the world's first electric vehicle with extended-range capability." The Volt delivers an electric-only driving range between 25 and 50 miles, with an extended range of more than 300 miles, under all weather conditions.

Thought for the week ahead...

Democracy is two wolves and a lamb voting on what to have for lunch.
Liberty is the well-armed lamb contesting the vote.

--Ben Franklin

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, *The New Political Landscape*

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. Joining Mr. Wallace on the program will be NADA's chief economist Paul Taylor, who will provide his 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: Invoice me

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.