

WANADA Bulletin # 44-06

November 1, 2006

WASHINGTON AUTO SHOW UPDATE

Ourisman, Murphy Promote 2007 Show on Warren Brown's Radio Show



Warren Brown

As special guests on "Warren's Pit Stop," *Washington Post Radio*, Oct. 21, 2006, Washington Auto Show Vice Chairman John Ourisman and WANADA CEO

Gerard Murphy gave a full bore pitch on why The Washington Auto Show (WAS) deserves global status. And though host Warren Brown, *The Post's* longtime automotive writer, can be a tough inquisitor, he concurred that elevating WAS to the next level made good industry sense.

Ourisman of Ourisman Automotive Group opened the discussion with praise for Mayor Anthony Williams' "tireless" efforts in promoting Washington and its auto show to manufacturers at the recent Paris Auto Show (see WANADA Bulletin 41-06, Oct. 12, 2006). "I was really impressed," said Ourisman. "At multiple meetings with manufacturers and show officials for two days, he had nothing but energy and great things to say about our city and show."

With federal regulators acting as "design partners" with automakers, Murphy stressed that, "It's only logical to have a global auto show in Washington where cutting edge technology on energy, safety, emissions and alternative fuels – all the things the government has its hands in – are of mutual concern to government and the worldwide auto industry. WAS spokesmen said a tier-one auto show here could act as a "backdrop" for positive discussions between regulators and automakers on vehicle design and

advanced technology.

To that end, Murphy noted that WANADA was working with officials at one embassy to hold a symposium on diesel technology, which is very popular in Europe, at the upcoming 2007 Washington Auto Show. "In the spirit of the world car market we're actively pursuing embassies to gain their support and participation in this year's show, which is an exciting new dynamic here," he added.

Additionally, WAS spokesmen stressed that Washington now

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LEGISLATION

Auto Association Execs Get Legislative Update

Representatives from dealer associations across the country came together recently in Chicago for the 2006 Automotive Trade Associations Legislative Focus Group Meeting. Heading the agenda were issues concerning the level of influence/coercion by manufacturers over dealers compelling them to take unwanted allocations. Association Health Plan (AHP) legislation was also discussed, along with various tax and regulator matters, according to WANADA's John O'Donnell and Patrick Kavanaugh of Hamilton and Hamilton, who represented WANADA at the meeting.

Of special interest to attendees were franchise protection measures passed in the 06 Maryland General Assembly by MADA, with WANADA's support, where dealers gained far greater latitude with franchisors on dealer principal succession and the organization of different franchises in the same location.

In the discussion of other franchise issues, there was talk of developing model state legislation for things like coercion, unfair warranty audits, two-tier pricing, dealership incentive disparities, and arbitrary rebate administration.

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WAS “On the Air”

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has a state-of-the-art convention center and favorable dates (Jan. 24-28, 2007) to better accommodate more manufacturer, U.S., and media participation at both the show and Congressional Gala (Jan. 23, 2007). It was noted that the public has responded with record crowds.

“We are working hard to acquire the same top level exhibits that we saw in Paris,” said Ourisman. “We have a great story to tell internationally and technologically in involving manufacturers and others in our show.”

Brown closed the discussion with a promise to get General Motors to exhibit its prototype Sequel fuel cell vehicle at The Washington Auto Show. “I can and I will bring in the Sequel,” said Brown.

WANADA Promotes Fall Auto Sales

As a sponsor of Warren Brown’s radio show, “Warren’s Pit Stop”, Saturday from 12 a.m. to 2 p.m., WANADA is running the following announcement to help boost area car and truck sales.

It’s a new car buying season, and Washington area franchised dealers are literally brimming with new vehicle bargains of all kind and variety!

It’s clearance time for new 2006 models, and bargain time for the new 2007 models—out with the new and in with the newest!

No other time of year is better than right now to see your Washington area new car dealer while the latest and the best new vehicles the industry has to offer are priced to sell!

Never have so many option-loaded, high tech, state-of-the-art new cars, vans, SUVs and trucks been anymore available or affordable! And don’t forget the vehicle finance values the dealers are offering with unprecedented good terms and low rates!

Act on your vehicle needs today, and drive home the new vehicle that you’ve been planning to get, on your terms. And remember: it’s a buyer’s market in new car sales season!

Don’t miss the opportunity, or you’ll miss out on the best new vehicle values of the year!

This message is brought to you by the Washington Area New Automobile Dealers Association.

Trick or Treat!

WANADA got more treats than tricks this Halloween when it was visited by the local trick or treaters.



Halloween Bummer...

Did you know that adults who live with *trick-or-treaters* steal their candy? In fact, 90% admit they glom their kids’ sweets, with chocolate bars going missing most.

LEGISLATION

Auto Association Execs Get Legislative Update

(Continued from page 1)

Licensing, registration, and title topics included loan payoff title return; lien release; title integrity; bankruptcy; paperwork/disclosure overkill; federal vs. state venues; and industry license requirements.

Mike Stanton of the Association of International Automobile Manufacturers and John Whatley of the Alliance of Automobile Manufacturers led a discussion of proposed vehicle legislation, including: black box disclosure; state CO2 /CAFE emissions; mercury switch; and right to repair.

Also discussed were:

- the problem of finding adequate refueling sites for alternative fuel vehicles,
- the growing problem of negative equity and consumer credit, and
- the spread of California Consumer Bill of Rights legislation to other states.

NADA NEWS

NADA Elects 2007 Chairman, First Female Vice Chairman*Kansas Dealer Dale Willey, Texas Dealer Annette Sykora Take Office at Convention***Dale Willey**

NADA has elected Dale Willey, president of Dale Willey Automotive in Lawrence, Kansas, as its 2007 chairman. Annette Sykora, dealer principal of Smith Ford Mercury in Slaton, Texas, and Smith South Plains Ford, Lincoln-Mercury, Dodge, Chrysler and Jeep in Leveland, Texas, was elected as NADA's 2007 vice chairman. She will be the first woman to hold that office.

"I look forward to working with dealers across the country to build on NADA's strong record of achievement this year and to address the considerable challenges facing the industry in the year ahead," said Willey.

**Annette Sykora**

The election was held at NADA's board of directors meeting in Charleston, S.C. Willey and Sykora will assume office at NADA's Convention & Exposition, in Las Vegas, February 3-6, 2007.

Willey, an automobile dealer since 1970, is a member of the ATAE/NADA Committee and a director on the boards of the N.A.D.A. Official Used Car Guide Company, Insurance Trust, and Retirement Administrators. Willey was a 1993 winner of the Time Magazine Quality Dealer Award, and was named the Lawrence Chamber of Commerce Businessman of the Year in 1995.

Sykora, a new car dealer since 1989, currently serves on NADA's Industry Relations Committee and is a trustee on the National Automobile Dealers Charitable Foundation board. Sykora is past chairman of the Texas Out-state Ford Dealer Advertising Fund. In 1993, she was named "Boss of the Year" by the women's division of the Slaton, Texas Chamber of Commerce.

PEOPLE MAKING NEWS

Mary Peters is New Transportation Secretary: The Senate recently confirmed President Bush's nomination of Mary Peters as the new Secretary of Transportation. Peters will succeed Norman Mineta, who resigned in July. Described by the President an "an innovative thinker," Peters has spent most of her career in government highway jobs, and is a strong advocate of privatizing roads.

McMahon Named AIADA VP of Public & Industry Relations: AIADA recently announced the addition of Lori McMahon as Vice President of Public and Industry Relations, effective October 10, 2006. In this newly-created role, McMahon will head AIADA's communications and marketing efforts. Most recently, McMahon served as White House Liaison and Counselor to the Secretary and Deputy Secretary of the U.S. Department of Transportation, appointed by President George W. Bush.

Stanton Appointed NADA Used Car Guide VP & COO: Michael Stanton Jr., NADA's executive director of industry affairs, will be returning to the N.A.D.A. Official Used Car Guide Co. as its new vice president and chief operating officer, effective Oct. 26. Stanton directed the guide company's sales activities as national sales manager from 2000 to 2002. Stanton replaces Stephen Pugh, who is leaving NADA to pursue other business interests. Scott Lilja, former NADA vice president and COO, will remain as a consultant.

Along with this personnel move, NADA announced that it was forming a strategic partnership with RVI Analytical Services of Stamford, Conn., a leading provider of residual value insurance.

DON'T MISS OUT! REGISTER TODAY!**WANADA Annual Meeting & Luncheon, Tuesday, Nov. 14**

*With World Renowned Finance Commentator
Knight Kiplinger*



For Washington area new car dealers, kindred-line affiliates, key managers, and business friends, WANADA's Annual Meeting and Luncheon, Tuesday, Nov. 14, 2006 at the McLean Hilton in Tysons Corner, VA, is an opportunity to get a live update from one of the foremost commentators on the world of finance, Knight Kiplinger. This should be particularly interesting, hot on the heels of the mid-term elections. It's also the unparalleled annual opportunity to network with peers and associates and get an update on timely market and industry matters in the context of your association's activities and plans for the future.

So get on board today! For more information, see the enclosed detail and RSVP form or call Ruby Gerald at (202) 237-7200.

DON'T FORGET TO VOTE!

Next Tuesday, Election Day 2006, the *entire* US House of Representatives and one-third of Senate seats are up for grabs, with party control of Congress hanging in the balance. There are also important state and local races and questions to be settled, bearing in mind that "all politics is local." These upcoming "mid-term" elections will have a major effect on the fate of dealer legislative initiatives in the 110th Congress, which begins in January 2007, as well as in DC, Maryland and Virginia.

Needless to say, it is imperative that dealers and their employees actively exercise their right to vote in the upcoming elections and support pro-dealer candidates.

If you won't be able to get to the polls on Nov. 7, you may be able to vote early. See www.ezvote.org for information on early voting, absentee ballots, or to find your polling place.

**2006 WANADA Flu Shot Program Rolling Along Smoothly**

Despite some spot shortages of flu vaccine in the region, the WANADA In-Dealership Flu Shot Program is running smoothly and not experiencing any of the difficulties inspired by the national vaccine shortages of last year. In fact, the program may even be able to accommodate dealerships that have not previously signed up. For more information, contact Martha Kowalski at WANADA, (202) 237-7200.

Thought for the Week...

The problem with political jokes is they get elected.

—Henry Cate VII

Enclosure

2006 WANADA Annual Meeting & Luncheon detail and RSVP form