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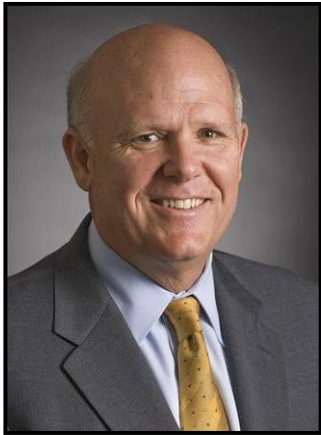
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Reminder - flu shots still available

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Thought for the week...

GM's new CEO to keynote the 2011 Washington Auto Show Dan Akerson to speak on Public Policy Day, Jan. 27, 2011



GM CEO Dan Akerson

Amid the highly-anticipated revitalization of General Motors, Dan Akerson, the company's recently-appointed CEO, will keynote the 2011 Washington Auto Show® Public Policy days on Jan. 27, 2011.

As General Motors aims for sustained profitability and market success with critical new products like the Buick Regal, Chevrolet Cruze and the Chevrolet Volt extended-range electric vehicle, the man at the center of the action is Akerson, who was elected CEO of General Motors on Aug. 11, 2010.

"GM will always be one of America's iconic companies, and we will hear firsthand from the new CEO himself as to where the company is headed after the turbulence of the last two years," said Charles Stringfellow, CEO of Brown Automotive and Washington Auto Show chairman.

Akerson's presentation in Washington on Jan. 27, sponsored by the Washington Automotive Press Association (WAPA), should set the pace for Public Policy Days at the Auto Show, which opens to the public on Jan. 28.

Advancing the 10-day public show, Public Policy Days will feature a lineup of press announcements and special preview opportunities and culminate in a "Sneak Peek" Preview for government and media officials to experience the latest advances in automotive design and innovation.

Being established as the industry's "public policy" auto show on the global circuit for its convergence of industry innovators with lawmakers, The Washington Auto Show has become the premiere staging ground for announcements and future directions on U.S. policies that impact automotive design.

"There are few better venues than The Washington Auto Show to talk about how a strong automotive industry and U.S. manufacturing base benefit the nation's long-term economic strength and global competitiveness," said Akerson.

The Washington Auto Show keynote address is traditionally opened by leadership of major automobile manufacturers, like GM's Akerson, which makes serious industry news. Past speakers have included such CEO luminaries as DaimlerChrysler's Dieter Zetsche, Volkswagen's Stefan Jacoby and Alan Mulally of Ford. At the same time, the Public Policy Preview Day *onsite* at the Washington Convention Center historically has drawn much of "official Washington," including cabinet members, White House staff, members of Congress, U.S. agency regulatory heads and ambassadors.

A member of the GM Board of Directors, Akerson was managing director of The Carlyle Group and the head of global buyout, serving on the firm's executive committee. He is a seasoned corporate executive with extensive operating and management experience, having served as a leader in top corporations including General Instrument, MCI, Nextel, and XO Communications.

Akerson graduated from the U.S. Naval Academy in 1970 with a bachelor of science in engineering and he earned a master's degree in economics from the London School of Economics.

Washington area voters prove "bullish" on their incumbents

Reps. Hoyer, Van Hollen and Sen. Mikulski, retain their seats, but in the face of the dramatic Republican resurgence, lose power

The great Republican election resurgence notwithstanding, Washington area voters stuck with their incumbents in the mid-term elections concluded this week. Most incumbents from Metropolitan Washington locations were Democrats, who, in the House of Representatives, will be losing the power base that led to passage of legislation like Health Care Reform and Finance Reform, but also the industry bail out and important dealer protections.

Democrats Steny Hoyer, majority leader in the House, and his colleague Chris Van Hollen, along with Senator Barbara Mikulski, came back strong, having been especially helpful to the auto industry. In addition, Reps. Donna Edwards of Maryland and Jim Moran in Virginia were reelected handily. Northern Virginia Congressman Gerry Connolly as the Democrat is likely to have his election subject to a recount because it was so close with his Republican counterpart Keith Fimian. Rep. Frank Wolf, the lone Republican incumbent in Northern Virginia and around the Capital Beltway, was also reelected.

Come 2011, Republicans will chair all the committees in the House and bring with them a lawmaker mentality that is at odds with the "big government" legislation passed in this Congress. The most prominent committee chair to watch will be the House Energy and Commerce Committee, with its oversight of the auto industry. The committee is currently headed by Rep. Henry Waxman (D-CA), a longtime thorn in the side of the auto industry, and business in

general. Likely to replace Waxman is Rep. Fred Upton (R-MI), who should have a fluid and favorable auto industry perspective.

With the changeover at the Energy and Commerce Committee, it is likely that any push for further regulation of the industry, like higher fuel economy or tougher safety standards, will fail.

Meanwhile, indications from the White House and returning Democrats suggest that action may be forthcoming within the “lame duck” session to repeal or significantly amend the controversial 1099 tax reporting rule that was included in Health Care Reform. The controversial measure requires businesses to issue a 1099 to any vendor with whom they do more than \$600 in business and had been used as a prime example of government overreach during the elections.

For more on the meaning of the mid-term elections, area dealers will want to attend WANADA’s Annual Meeting and Luncheon on Nov.23 at Congressional Country Club, where Fox News anchor Chris Wallace will provide his insights. (See story that follows)

Fox newsman Chris Wallace to explain the “Republican tsunami” at WANADA Annual Meeting – Nov. 23, 2010



If you haven’t already, now is a good time to register for WANADA’s Annual Meeting and Luncheon, which this year will be held at Congressional Country Club, Tuesday, Nov. 23. Dealers and their guests will hear from lunch keynoter Chris Wallace of *Fox News Sunday (FNS)*, who will be giving attendees his analysis of the remarkable Republican tsunami that has just washed over the American political scene.

Wallace, before joining *FNS*, worked at ABC News and NBC News 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 and the economic picture at large. 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 seven, 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.**

Daniel Jobe nominated for Time Quality Dealer Award

Daniel Jobe, president of Capitol Cadillac, and a third generation dealer, has been nominated by WANADA as its Time Magazine Quality Dealer of the Year. "Daniel Jobe is the kind of dealer the TMQDA is all about," said Gerard Murphy, president of WANADA. "He is a leader in his industry as well as one committed to his community."



Daniel followed his grandfather and father into the automobile business as dealer principal of Capitol Cadillac, which was started by his grandfather, Floyd Akers in 1934 in downtown Washington, DC. His father, Howard Jobe, became the head of the company in the mid-1960s and subsequently moved the dealership (in 1979) to its current location in Greenbelt, Md., adjacent to the Capital Beltway. Daniel began work in the dealership when he was in eighth grade and became president of the store in 1990 at the age of 30, after his father passed away.

Besides Cadillac, Capitol today also boasts the GMC and Fisker franchise. In 2009, the company was in solid financial position, employing 81 people.

Daniel has chaired The Washington Auto Show and served on WANADA's Board of Directors from 2001-2007.

He attended the University of Delaware and was a member of the National Honor Society while there. He has also been active in a variety of organizations, to include the National Kidney Foundation, where he has served as a board member since 1995, and IONA Senior Services, where he was a board member from 1996 to 2002. He is a significant contributor to the American Heart Association and the American Cancer Society, national and local chapters, in addition to numerous local and regional non-profit organizations.

Active in politics, he has served as fundraising co-host for Republican and Democratic candidates for elected office. He has also been active in the GM, Cadillac and Hummer dealer councils (beginning in 1986) and is currently a member of the GM National Dealer Council. An avid car collector, he is the recipient of the Cadillac Herald Award, which is presented by the Cadillac & LaSalle Club.

Time Magazine Quality Dealer of the Year Awardees are recognized at the annual NADA Convention, which next will be in San Francisco, February 5-7, 2011.

A super auto advertising opportunity in the 2011 Washington Auto Show magazine

The opportunity to advertise in one of the premier auto advertising mediums in the Washington metro region is available to WANADA members and OEMs in The Washington Auto Show Magazine. The 2011 Washington Auto Show magazine this year will be published in high gloss stock, and delivered over the 10-day period of The Washington Auto Show (WAS) to a prime auto consumer audience. The time to reserve however is now, with premium positions filling rapidly.

WANADA dealer members looking for a targeted media buy, with significant “pass along” readership and long shelf life, won’t find a more desirable vehicle to tell their story and offer their products than in the WAS magazine. The “perfect bound” magazine will be jam-packed with features stories on all the significant automotive vehicle design developments in the industry. And, with its eye-catching layout and photo library, it will assure that each advertisement will have maximum impact with the scores of consumers from the Washington area expected to attend The Washington Auto Show.

“If there is a prospective new vehicle buyer in the Washington metro area, he or she is likely to be impacted by our Auto Show, either by attending it or talking to someone who has,” says WAS chairman Charles Stringfellow, Brown Automotive. “The Auto Show Magazine is going to be read by thousands in the area at the time of the show and thereafter since the magazine inevitably finds its way to coffee tables.”

For more information on advertising in the 2011 WAS magazine and to book space, contact Cheryl Isaac, Auto Show Program advertising manager at (404) 312-2741 or salesgal6@aol.com.

Trick-or-treating youngsters invade WANADA headquarters



Everything from miniature firemen to chefs, cupcakes and strawberries came knocking on WANADA’s door last week, marking the occasion of Halloween 2010. With their whimsical costumes and endearing smiles, the thirty or so youngsters from the nearby nursery school fared well with WANADA and other candy suppliers in the office building.

“Speaking for all the staff, I think this is a day we look forward to more than the kids do,” said WANADA office manager Trish Frisbee. “Who cannot like Halloween when you have kids as dressed up as this year’s bunch brightening your day at the office?” she said.



Reminder - flu shots still available

WANADA members have a second opportunity to sign up for flu shots this fall as the association has arranged with Novartis Health Services to make them available again between now and Thanksgiving week, Nov. 22.

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 eight, below, and fax it to the attention of Martha Kowalski in WANADA's Employee Benefits Department at (202) 237-7779 (F).

NADA Publishes *Special Section* on Auto Industry in current issue of *Time*

NADA has partnered with *Time* magazine to produce a special section, **Getting in the Fast Lane**, which appears in the November 1 issue, on newsstands this week.

The 11-page section, supported by advertising from OEMs, enhances the image of the automobile industry and builds awareness of the importance of dealers and the positive impact they have in their communities to the more than 4 million people who read *Time* each week. This is the seventh year in a row that NADA's special section has appeared in *Time* magazine.

A special feature article focuses on how the auto industry is "engineering a renaissance in the U.S." and looks at the biggest shift in the auto industry in 100 years, with the industry emerging from a brutal stretch. It also reports on awe-inspiring technology that is transforming the driving experience, including voice recognition for dynamic navigation, drowsiness detection systems and lane-departure warnings. What's more, it includes a profile of the 2010 *Time* Dealer of the Year, Scott Wood, from Batesville, Ark.

Thought for the week...

A little government and a little luck are necessary in life, but only a fool trusts either of them.

--P. J. O'Rourke

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.