

# THE WANADA BULLETIN

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

WANADA Bulletin # 46-05

November 16, 2005

## WANADA APPRENTICE TECHNICIAN TRAINING

### Strategic Leadership Team Works to Improve Tech Training at Montgomery

It was just a small ad, "Auto Technology Teachers," placed by WANADA in last Sunday's Washington Post, but it was a big first step in a comprehensive new initiative by the Strategic Leadership Team for the WANADA Automotive Technician Training Program at Montgomery College to significantly strengthen and expand the program.

Formed last summer, the Strategic Leadership Team is comprised of representatives of WANADA, Montgomery College, dealers, and several service directors. Together, they are developing a more formalized "industry centric" curriculum designed to meet the immediate needs of the workplace for both students and employers as well as have educator credibility.

George Payne, Montgomery College director of Workforce

Development & Continuing Education, is coordinating the efforts of the team with the college's auto technology staff to assure that the WANADA program is given an increased formal operating presence in the Gudelsky Institute for Technical Education (GITE) and with Montgomery College.

"WANADA and new automobile dealer membership played a key role in the initial phase of the Gudelsky Institute, and in concert with

(Continued on page 2)

WANADA needs additional part-time instructors to teach in the automotive technician training program (www.wanada.org). Current ASE certification required in teaching area. Prior teaching experiences a plus.

Please submit a resume to [bb@wanada.org](mailto:bb@wanada.org) or fax to 202-237-9090.

**AUTO TECHS—Alexandria shop seeks highly-motivated**

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#### LAST CALL!

### WANADA Annual Meeting & Luncheon,

Tuesday, Nov. 22

*Featuring Keynote Speaker*

**Mike Jackson, Chairman & CEO,  
AutoNation**

There is still time to sign up for the Association's Annual Lunch and hear from one of our industry's foremost executives, AutoNation Chairman & CEO Mike Jackson. A former WANADA leader and head of Mercedes, Jackson will be the keynote speaker at WANADA's Annual Meeting and Luncheon, Tuesday, Nov. 22, 2005 at the McLean Hilton in Tysons Corner, VA. Washington area new car dealer principals, kindred-line affiliates, associates, key managers, and business friends will not want to miss this informative and provocative annual event. For more



## NADA Posts Online Summary of New Medical Information Restrictions

The Federal Reserve Board (the FED) and the other federal banking regulatory agencies recently issued a joint Interim Rule imposing restrictions on the ability of creditors to obtain and use *medical information* in connection with credit eligibility decisions and to share that information with their affiliates. *Medical information* is broadly defined to include such items as the payment history and status of a consumer's medical debts and any amount of disability income the consumer receives.

At the urging of NADA and others, the agencies agreed that the FED would issue a separate rule, known as Regulation FF, to extend to dealers and other non-bank creditors critical exceptions that permit them to obtain and use medical information in certain limited circumstances. Regulation FF, which implements section 411 of the FACT Act, takes effect March 7, 2006.

To assist dealers in understanding and complying with the new restrictions, NADA has posted a summary of section 411 and Regulation FF at [www.nada.org/factact](http://www.nada.org/factact) (requires member number).

Dealers should ensure that Regulation FF is included in their compliance checklists along with other FRB rules that impact their operations (Regulations B, M and Z).

## WANADA APPRENTICE TECHNICIAN TRAINING

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the college and Montgomery County government, created a state of the art automotive training center that exists there today. The industry's initial interest and the ongoing engagement with educational programs attest to your commitment to automotive technician training," said Payne.

Attorney Larry Shulman, former chairman of the Maryland Board of Education and longtime advocate of technical training programs in the county, is helping facilitate the team and hosting its monthly meetings. Steve Boden, vice president of the Automotive Trades Foundation, is acting as advisor and helping coordinate the college efforts with Montgomery County Public School automotive programs.

The goal is to maximize automotive manufacturer and dealer involvement through WANADA with programs at Montgomery College that emulate the current WANADA Apprentice Training Program in which students are offered manufacturer specific education and on-the-job apprentice training in dealerships. This training dovetails with ASE technician certification in the eight areas of automotive education and training. The curriculum is under review for certification by the National Automotive Technical Education Foundation (NATEF), which WANADA is sponsoring.

For the future, the program will also seek greater visibility through periodic press releases, enhanced program promotion in course publications, website linkages, program marketing publications, and a presence at automotive trade shows.

"This recommitment to meeting the technical training needs of the new automobile dealers is consistent with our founding principles of the Gudelsky Institute. We look forward to working with WANADA through the Strategic Leadership Team to achieve these goals," said Payne.

Leadership Team members include the following dealership executives and fixed operation managers: Harold Redden (chairman) of Fitzgerald Auto Malls, Tom Busche of Chevy Chase Cars, Frank Catalano of DARCARS, Paul Gerardi of Ourisman Chevrolet, Dave McFadden of Ourisman Automotive, John Newport of Chevy Chase Cars. Also on the team are WANADA Chairman Dennis Rippeon, Sam Weaver of Chevy Chase Cars, and former dealer Joe Herson.

### Hurricane Relief:

## Contributions to NADCF Fund Near \$3.4 Million

Donations to the Emergency Relief Fund of the National Automobile Dealers Charitable Foundation (NADCF) have reached nearly \$3.4 million. More than \$3.3 million has been distributed to assist dealership employees affected by Hurricanes Katrina and Rita. WANADA's dealers contributed close to \$200,000 to NADACF and another \$350,000 to other relief organizations.

## WORTH KNOWING

## '95 Honda Civic Tops '04 Most-Stolen List

The 1995 Honda Civic was the most-stolen car last year, with the 1991 Honda Accord coming in third, according to the National Insurance Crime Bureau's (NICB) annual "Hot Wheels" auto theft study. Thieves continue to favor import brands over domestic models, with six of the top 10 stolen models from Honda, Toyota, and Nissan.

NICB said that last year 1.24 million cars were stolen, or about one every 25 seconds. The good news is that figure is 1.9% lower than 2003, when there were 1.26 million reported car thefts, according to FBI statistics. The decline partly could be due to the work insurers are performing for car manufacturers, suggesting vehicle design modifications to make cars more difficult to break into, according to Earl Hyser, who oversees such work for State Farm Mutual Automobile Insurance Co.

## Kelley Announces 2006 Best Resale Value Winners

Kelley Blue Book announced its annual Best Resale Value list during the California International Auto Show in Anaheim last week. BMW and MINI were recognized as the top brands for model year 2006 in terms of design, engineering, and value retention.

The kbb.com awards honor vehicles that are expected to have the best resale value after five years of ownership. Among the 2006 model year vehicles ranking best in category are: Honda Accord Hybrid (sedan), Infiniti G35 Coupe (coupe), Infiniti M45 (luxury), Toyota Tacoma (pickup), Chevrolet Corvette (convertible), Porsche Cayenne (SUV), Subaru Outback (wagon), Honda Odyssey (van/minivan), and MINI Cooper and Toyota Prius (hatchback).

The top 10 overall vehicles with the best resale value include: BMW 5 Series, Lexus GX 470, MINI Cooper, Chevrolet Corvette, Honda Accord Hybrid, Porsche Cayenne, Toyota Prius, Volvo XC90, Infiniti G35 Coupe, and Infiniti M45.

### 2005 HOT WHEELS

NICB'S LIST OF AMERICA'S MOST STOLEN VEHICLES



#### TOP 10 STOLEN VEHICLES

1. 1995 Honda Civic
2. 1989 Toyota Camry
3. 1991 Honda Accord
4. 1994 Dodge Caravan
5. 1994 Chevrolet Full Size C/K 1500 Pickup
6. 1997 Ford F150 Series
7. 2003 Dodge Ram Pickup
8. 1990 Acura Integra
9. 1988 Toyota Pickup
10. 1991 Nissan Sentra

### Car Colors:

## Silver Hot, Watch for Blues

In their fifth annual study of automotive colors, PPG Industries found the 2005 model year's top colors, and consulted with designers on probable colors for the 2008-2009 model year, according to a CNN Money report.

The Pittsburgh-based paint company found silver the most popular color among North American vehicles this year with 26 percent of the market, followed by white at 16 percent, naturals like gold and copper at 14 percent, red at 13 and blue at 12. Black captured 11 percent, while green was 5 percent and specialty colors came in at 3 percent.

"As predicted, bright silver will remain a favorite in North America and around the world for several years to come due to its appeal among designers to highlight the form and shape of a vehicle," said Lorene Boettcher of PPG in a statement. PPG's color experts predicted four major trends in colors for 2008-2009. They see blue becoming more popular as liquid-metal and lilac shades are developed. Green will get infusions of sparkle, for distinction, or appear in blue-green shades. Yellows and browns will gain popularity as they grow richer and gain shimmer effects. And reds will return to darker and warmer shades like deep cranberry and wine.

**FOOTNOTES****More Consumer Finance Education Needed, NADA Chairman Says**

NADA Chairman Jack Kain, speaking recently at *F&I* magazine's National Conference and Expo in Las Vegas, said that recent industry initiatives have built consumer awareness of how auto financing works—but more progress is needed. He called on the industry to continue to push for widespread certification of F&I employees, greater transparency, and improved public understanding of auto financing.

"Transparency is the key," said Kain. "We need to correct misinformation and misperceptions when we see them," he added.

Kain said that the formation of Americans Well-informed about Automotive Retailing Economics (AWARE) was one of the industry's most important efforts. The AWARE coalition—which includes NADA, the American Financial Services Association, a variety of auto finance companies and large retailers--launched a national campaign and consumer website, [www.autofinancing101.org](http://www.autofinancing101.org), last month.

Kain also urged dealerships to continue to step up F&I training and recommended that finance employees become certified through the Association of Finance and Insurance Professionals.

WANADA has teamed up with MADA in forming an F&I certification program which will be presented to Washington area and greater Maryland dealers soon. Stay tuned!

**Welcome New Members!**

The following applications for membership were approved by the WANADA Board of Directors and are welcome additions to the Washington area dealer organization:

**Dealers**

- **Criswell Acura-Audi**, 1701 West, Annapolis, MD 21401, (443) 482-3200  
Usual Rep - George Criswell, Dealer

**Associates**

- **Criswell Acura-Audi**, 1701 West, Annapolis, MD 21401, (443) 482-3200  
Usual Rep - Gary R. Wasson, General Manager

**Kindred Line**

- **ABC 7 WJLA TV**, 1100 Wilson Blvd., Arlington, VA 22209; (703) 236-9610  
Usual Rep: Cliff McKinney, Sales Marketing Manager
- **Universal Computer Systems**, 1210 Thomas Point Court, Annapolis, MD 21403; (410) 268-0634  
Usual Rep: Scott Schrader, Regional Sales Manager

**Staying Ahead...**

*There is never enough time, unless you're serving it.*

—Malcolm Forbes

**Enclosure:**

- 2005 WANADA Annual Meeting & Luncheon information sheet and registration form
- Thanksgiving Day optional closing signs