

Headlines...

See you next Tuesday at Congressional for the WANADA Annual Meeting

Area dealers receive Fiat franchise

New draconian IRS 1099 requirement likely to be relaxed

DC unveils first public curbside EV charging station

Auto bailout saved more than GM and Chrysler

MADA celebrates 100 years and inducts the late Wilson Howes to its Hall of Fame

Bruce Gould celebrates 25 years as head of VA MVDB

Thought for the week ...

See you Tuesday at Congressional!

The WANADA Annual Meeting, Nov. 23

Fox newsman Chris Wallace to layout the road ahead for U.S. govt. & politics

WANADA's Annual Meeting and Luncheon is coming Tuesday, Nov. 23, at Congressional Country Club. Dealers and their guests will hear from lunch keynoter Chris Wallace of *Fox News Sunday (FNS)*, who will be giving attendees his sense of the new order in Congress and what it might mean to America's future.

Wallace worked at ABC News and NBC News as chief White House correspondent before joining *FNS*. 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 be on hand with his predictions of the year ahead for the auto industry and how the changed political scene in Washington should impact things. WANADA will also present its *year-in-review* report, and members will be electing the association's 2010 - 2011 Board of Directors.

There is still time to sign up using the registration form included with this bulletin at page five, below, or download it at www.wanada.org and fax it to (202) 237-9090. 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 2010 Annual Meeting and Luncheon by **AutoTrader.com, Enterprise and CARFAX.**



Area dealers receive first Fiat franchises



Five Washington Metropolitan area dealers received the new Fiat franchise this week, joining 125 nationwide that will re-launch the franchise in the U.S. with the sale of the Italian automaker’s iconic Fiat 500.

Receiving the franchise in nearby Maryland locations were Harry Criswell for Fiat of Gaithersburg, John Darvish for Fiat of College Park and Creston Tate for Fiat of Frederick. In nearby Virginia locations the franchise was awarded to Jim Gramm for Fiat of Fredericksburg and

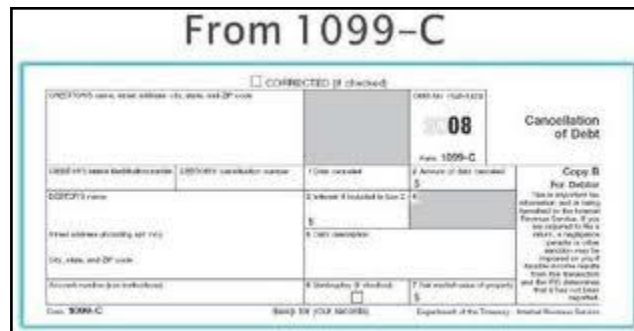
AutoNation, Inc., for Fiat of Sterling.

The Fiat dealers will begin selling the 2012 Fiat 500 commencing in 2011. The vehicle was unveiled at the LA Auto Show this week and will be available in three-door hatchback and convertible versions with a base price of \$15,500.

California, Texas, Florida and New York have the largest number of Fiat dealers in the U.S. with nine or more in each. The Mid-Atlantic region has the next largest number of dealers with five to eight in each of those, which is where Metro Washington falls.

New draconian IRS 1099 requirement likely to be relaxed

Senate Finance Committee Chairman Max Baucus (D-MT.) announced this week he would introduce legislation to repeal the IRS requirements to file a 1099 form for payments of \$600 or more for goods and certain services. The current requirement was part of Finance Reform legislation written to give the IRS more tools to ensure all owed taxes were paid. However, following passage of the law, NADA and other business owner associations expressed concern that the provision placed too large a paperwork burden on businesses and led to significant confusion and the possible false tax liabilities. In response, Sen. Baucus said this week that he would act to get repeal of the new reporting requirements in motion and to look for other ways to improve tax compliance.



The move significantly increases the chances that the repeal provision will be in tax legislation the “lame duck” Congress is expected to take up between now and the end of the year. And, if not resolved in the lame duck session, repeal surely will be one of the first orders of business in the upcoming 112th Congress.

DC unveils first public curbside EV charge station

Mayor Adrian M. Fenty and DC transportation officials unveiled the first curbside electric car charging station in the District this week.



It is located at the Franklin D. Reeves Center, 2000 14th Street, in Northwest DC. There are two spaces available for charging vehicles on the west side of 14th Street adjacent to the Reeves Center. The installation of the ChargePoint station was done by PEPCO and Coulomb distributor NovaCharge, LLC.

“This charger represents a new direction for fuel efficient vehicles throughout the region,” said DDOT Director Gabe Klein.

DC is receiving the charging station through a \$15 million grant, funded by the U.S. Department of Energy that will provide 4,600 Coulomb ChargePoint charging stations by October 2011 through nine regions in the United States. Besides DC, cities to get charging stations include Austin; TX, Southern Michigan; Los Angeles; New York; Orlando, FL; Sacramento, CA; the San Jose/San Francisco Bay Area and Bellevue/Redmond, WA.

The objective of the program is to accelerate the development and production of electric vehicles to substantially reduce petroleum consumption, reduce greenhouse gas production, and create jobs.

Auto bailout saved more than GM and Chrysler

Millions of jobs and \$28.6 Billion loss prevented for U.S., says research group

The U.S. government saved more than 1.14 million jobs and avoided a \$28.6 billion loss by bailing out the automotive industry, a research group said this week.

Kristin Dziczek, director of the labor industry group at the Center for Automotive Research in Ann Arbor, Michigan, said the loss would have been caused by increased public welfare payments and lost tax receipts from workers who would have lost their jobs throughout the auto industry, not just at GM and Chrysler. Not said directly by the group but, implied in their study, was the very real likelihood that the state of Michigan would have gone bankrupt had the government not provided \$82 billion of assistance to the industry.

In the bailout GM received \$49.5 billion in U.S. aide, \$13 billion was provided to Chrysler Group LLC and \$17 billion went to automotive lender GMAC Inc., which later became Ally Financial Inc.

Speaking in Detroit this week, Steven Rattner, the controversial former head of the U.S. Automotive Task Force said this economy would have been a “big pile of dust” had the government chosen not to save the banks and auto companies.

As the economy continues to improve and with the enthusiastic market reception of the GM IPO this week, most analysts expect that the government will lose no more than \$5 billion to \$7 billion on its rescue of the auto industry.

MADA celebrates 100 years and inducts the late Wilson Howes to its Hall of Fame



The Maryland Automobile Dealers Association (MADA) marked its 100th Anniversary with a gala evening at the Westin Hotel in Annapolis last weekend drawing dealers and business supporters from across the state.

A highlight of the evening was the launching of The Maryland Automobile Hall of Fame by MADA chairman Sam Weaver of Chevy Chase Cars with the mission of “remembering and honoring those whose career contributions made a positive difference for industry and community.”

The first inductee was the late L. Wilson Howes, founder of Wilson Pontiac and Honda of Silver Spring, Maryland, who, among other things, was a past chairman of MADA. He was also “admired and beloved” by all who knew him over his long and successful career as a dealer operator in the Washington area. As a founder of WANADA’s Automotive Consumer Action Program (AUTOCAP), Wilson Howes played a major role in getting dealers on solid footing with consumer law regulators and advocates in the media and public policy process. His wife, Mary Howes, was on hand to receive the award.

Bruce Gould celebrates 25 years as head of VA MVDB

Bruce Gould, who has led the Virginia Motor Vehicle Dealer Board (MVDB) since it was formed, was honored by the group’s executive committee this month for his 25 years of service.

MVDB was created in 1995 to shift the regulation and oversight of the new and used motor vehicle dealer industry from the Department of Motor Vehicles to an industry board of nine licensed franchised new car dealers, seven independent dealers; a consumer with no connection to the motor vehicle dealer industry; the commissioner of the Virginia Department of Consumer Services; and the commissioner of the Department of Motor Vehicles, who serves as the Board’s chairman.

WANADA congratulates and thanks Bruce Gould for his distinguished service to the Commonwealth of Virginia.

Thought for the week ...

A sure way to get to know people is picking up someone else’s ball on the golf course.

--L. Wilson Howes, 1929-2006

Formerly of Wilson Pontiac/Honda, in Silver Spring

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.