

### Headlines...

Fox newsman Chris Wallace speaks to a full house at WANADA's Annual Luncheon, Nov 23

WANADA Board expands by two and re-elects officers

Next use for EV batteries

Happy Thanksgiving!

Thought for the week ...

## Fox newsman Chris Wallace speaks to a full house at WANADA's Annual Luncheon, Nov. 23

Association members reflect on business for 2010 and outlook for 2011

It was a packed house at the Congressional Country Club this week for WANADA's Annual Meeting and Luncheon as WANADA members from around the Capital Beltway took advantage of a beautiful day to network with their colleagues, elect the Board Directors and hear from veteran TV newsman Chris Wallace. The tenor of the meeting reflected the day as well, as WANADA dealers are enjoying a decent uptick in business and the prospect of a better year next year.



*Fox News Sunday* host Chris Wallace presents a roadmap for America's political landscape to WANADA members and their guests at the association's Annual Meeting



WANADA chairman George Doetsch

WANADA chairman George Doetsch, Apple Ford, opened the meeting with a year-in-review report covering significant government relations endeavors for dealers such as the successful effort to preserve the rights of terminated GM and Chrysler dealers and the unprecedented lobbying effort resulting in the exclusion of dealers from Finance Reform. “In all my years in the business, I have never seen better unity of purpose with dealers and their associations,”

said Doetsch of the legislative victories through NADA and the U.S. dealer

association’s network. He praised WANADA dealers as a pivotal part of the national lobbying network because of their Washington proximity and connections with key members of Congress. In particular, he commended WANADA members Jack Fitzgerald and Tamara Darvish for their concerted leadership on Dealer Rights. “It just goes to show the incredible political power dealers wield when we’re organized and on task because what was accomplished for our sector this year was huge,” said Doetsch.

NADA’s chief economist Paul Taylor participated in the lunch program as well, providing the audience with his forecast for the sales year ahead, in which he sees a 10% to 15% increase over the 11.5 million vehicles likely to be sold this year. “The fundamentals are in place for a reasonably sustained recovery,” Taylor said, expressing the confidence that Congress will extend the Bush tax cuts for at least two years, with fiscal restraint being the order of the day at all levels of government.

*Onward and Upward* was also at the core of keynote speaker Chris Wallace’s presentation to the attendees. Wallace, the host of *Fox News Sunday*, and a seasoned Washington journalist with many years’ experience covering The White House and the national political scene, said the country had just gone through a change in direction not seen since the election of President Truman and the Democrat sweep of 1952. “The American people are definitely saying they have had enough of business as usual in Washington,” he said, pointing out that the majority of voters surveyed (56%) say government is doing too many things better left to business and individuals. This is a warning to both Democrats and Republicans that they need to pay attention to a frustrated and anxious electorate,” Wallace said.



Chris Wallace, Fox News



FNS' Chris Wallace and John Bowis, Chevy Chase Cars, at the WANADA Luncheon

Wallace said the Democrats lost the House of Representatives in the mid-term elections because they failed to follow the path of moderation and instead passed a “stimulus bill” that was destined to fail, tainting everything else they tried to do, including Health Care Reform. Democrats then compounded their problems by re-electing Rep. Nancy Pelosi (D-CA) as their leader, Wallace said. He expects House Republicans, led by speaker designee John Boehner (R-OH), to follow a moderate course for the next two years, with the aim of recapturing The White House in the 2012 election. He said there likely is already a “deal” made with Democrats to extend the Bush tax cuts

past the 2012 election cycle and that the real battle will be in cutting non-military discretionary spending. “That is going to be bloody,” he said.

Wallace expects the same for the Democrats’ inspired Health Care Reform law, which Wallace predicted would be “kicked, punched and dented,” though not repealed. Republicans want Health Care to be the central issue of the 2012 election, he said.

And speaking of the 2012 election, Wallace anticipates that the Republican candidates will likely include former governors Mit Romney (MA), Tim Pawlenty (MN) and, perhaps, Sarah Palin (AK). He also threw in a dark horse candidate, Mitch Daniels, the governor of Indiana. As for the Tea Party. Wallace opined that its influence would continue to be felt though the likelihood was that it would be absorbed into the Republican Party.



Bruce Gould, Virginia Motor Vehicle Dealer Board chief (center) flanked by Safford Motors operators, Jim Gramm (left) and David Blum (right) at WANADA’s Annual Lunch. Gould was recognized for his 25 years’ service to the Commonwealth of Virginia.

WANADA is grateful for the generous sponsorships of the 2010 Annual Meeting and Luncheon by **AutoTrader.com, Enterprise and CARFAX.**

## WANADA Board expands by two and re-elects officers



Ben Ourisman

Two new additions to the WANADA Board were elected by the association’s membership at its Annual Meeting, November 23, to wit: Ben Ourisman of the Ourisman Companies and Frank McCarthy, Jr., Sheehy Auto Stores. The two scions of well-known Washington automotive families join the Board for three year terms.



Frank McCarthy, Jr.

Ben Ourisman is a fourth-generation operator here following his father, John Ourisman into the business; and Frank McCarthy, Jr. follows his father, Frank McCarthy, who led the National Automobile Dealers Association for 33 years, until his death in 2001.

George Doetsch of Apple Ford was re-elected to another term on the Board and another year as WANADA chairman. Similarly, Chip Lindsay of Lindsay Automotive goes forward as chairman-elect; Danny Korengold, Ourisman of Virginia, was re-elected as the Board's secretary; and Dick Patterson, RRR Automotive was re-elected as the association's treasurer. Harry Martens of Martens Cars, WANADA's sole DC dealer, was elected to another term on the WANADA Board as well.



WANADA officers for 2010-11 at the association's Annual Lunch: (From the left) Chip Lindsay, Lindsay Automotive, vice chairman/chairman elect; Tamara Darvish, DARCARS, Immediate past chairman; George Doetsch, Apple Ford; chairman; Dick Patterson, RRR Automotive, treasurer; Gerard Murphy, president/CEO.  
(Not pictured, is Danny Korengold, Ourisman of Virginia, secretary)

## Next use for EV batteries

Electric Vehicle batteries are lasting far longer than originally thought by automakers with nearly all of those used in early hybrid models exceeding 100,000 miles with no significant degradation in range or performance.

That trend has implications for what to do with those batteries because they likely will outlast the vehicles they power and there will be as many as



71 million electric vehicles sold worldwide in 2020, meaning there will be many batteries for which a new purpose will need to be found.

Automakers already are planning for that and intend to make money from it.

“We expect to see an entirely new industry arise to use these batteries,” said Paul Gustavsson, vice president for business development at Volvo. “Every hospital has a huge battery backup in the basement. So do power plants, military installations, some skyscrapers. There are some fascinating business opportunities there that are just now being discovered.”

These include:

- Renewable energy storage: Power generated by wind farms or solar panels could be stored until needed.
- Back-up power supplies: Businesses with a critical need for electricity — hospitals, server farms and even homes — could use banks of batteries during outages or emergencies.
- Grid load management: Utilities can store energy generated during off-peak periods to help meet demand during peak periods.



### Thought for the week ...

*“Yes we tan! Yes we tan!”*

The 2011 rally cry of House Republicans under the leadership of consummate tanning salon enthusiast and Speaker of the House designate, John Boehner.

**--FNS' Chris Wallace at the WANADA Annual Meeting**