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Industry/Media Days at the 2013 WAS, Jan 30-31, WCC

**Keith Crain/AN Lifetime Achievement Award Dinner honoring Edsel Ford;
Audi CEO Keogh & Energy Sec. Chu to keynote 2nd Media Day**



Edsel B. Ford

At a special reception and dinner on Industry Night, January 31, at The Washington Auto Show (WAS) before it opens to the public, Edsel B. Ford II will receive the Keith Crain/Automotive News Lifetime Achievement Award. The award will be presented by Roger Penske, winner of the 2012 AN Award. The dinner is sponsored by Robert L. Bosch, LLC

The event will take place in the Walter E. Washington Convention Center, site of the 2013 WAS, with the reception at 7:00 pm and dinner at 8:00 pm. Individual tickets for WANADA members are discounted to \$125 per person. All proceeds from the event benefit WANADA's Automobile Dealer Education Institute (ADEI), and all but \$100 of each ticket price is tax-deductible. To get your tickets, RSVP to Kristina Henry at kh@wanada.org or 202-237-7200.

Public Policy/Industry Summit on Capitol Hill, Wed., Jan 30

The AN Award Dinner, Thursday, will mark the culmination of WAS Public Policy Days, the first being Wednesday morning, January 30, on Capitol Hill where the *National Journal* will present the Industry Policy Summit entitled “Affordable Mobility: A Roadmap to Energy Efficiency.” Some questions to be explored: What is the collective cost in vehicle sales related to fuel economy increases, safety mandates and other direct regulatory burdens? What will be the infrastructure needs of emerging advanced technology vehicles, such as fueling stations for electric vehicles? What impact does the price of gasoline and diesel have on the adoption of the new technology?

Featured speakers will include Mitch Bainwol, president and CEO of the Alliance of Automobile Manufacturers; Robert J. Bienenfeld, senior manager, environment and energy strategy, Product Regulatory Office, American Honda Motor Co; Don Chalmers, Don Chalmers Ford; Rebecca Lindland, director of automotive research, IHS Global Insight; Gina McCarthy, assistant administrator, EPA Office of Air and Radiation; Reg Modlin, director of regulatory affairs, Chrysler Group, LLC; Mary Nichols, chairman, California Air Resources Board; and Tom Stricker, vice president of technical and regulatory affairs and energy and environmental research, Toyota Motor North America, Inc. *National Journal* correspondents will moderate the panel.

Day Two - Industry/Media Day Onsite at the WAS, WCC, Thur., Jan. 31



Scott Keogh

On January 31, the second WAS Industry/Media Day, Scott Keogh, president of Audi of America, will deliver the keynote address at the Newsmaker Breakfast. Keogh’s address will highlight the strides made by Audi in clean engine technologies and will speak to clean diesel and other technology topics. The Newsmaker Breakfast is sponsored by the Washington Automotive Press Association and the International Motor Press Association.

“This show is dedicated to highlighting the technologies that are shaping our industry’s future and the companies that are leading the way in sustainability, fuel efficiency and smarter engines,” said Washington Auto Show Chairman Robert Fogarty. “Audi is a great example.”



The Audi A6 will be offered in a clean diesel TDI.



Sec. Chu

Audi will participate in this year’s WAS as part of the inaugural Luxury Showcase, which will house the latest models from 11 luxury automakers. The showcase will be on the first level of the Washington Convention Center (WCC). Later in the day, U.S. Secretary of Energy Steven Chu will make keynoter remarks in furtherance of President Obama’s Inauguration address recommitment to alternative fuel sources.

Throughout the day, announcements and press conferences will be made by Nissan, Ford, GM and Jeep, along with the presentation of the First Annual Green Car Technology Award by the Green Car Journal, Metropolitan Council

of Government's Electric Vehicle Case for Businesses, and EPA/Energy Star.

WAS Media Day onsite coincides with the SAE International's Government/Industry Conference. As part of the conference, SAE will host a plenary session in the WCC on "Safer and Cleaner Transportation in a Digital Age," from 3:00 to 5:00 pm, Jan. 31. Speakers will represent the American Highway Users Alliance, the Toyota Technical Center, the Insurance Information Institute, Google's Self-Driving Car Project and the American Association of State Highway and Transportation Officials (AASHTO).

For a complete schedule of Industry/Media Days events [click here](#) or go to www.washingtonautoshow.com.

Auto Show seminars for dealer staff

Dealer members are urged to be on the lookout for an email from WANADA on dealer seminars that will be offered for their staff onsite at the Washington Auto Show. There are at least two of these that are on tap, with others in the offing.

1. The Annual DC/MD/VA Tag and Title Seminar with motor vehicle professionals from DC DMV, MD MVA, and VA DMV, this popular seminar is calendared for Thursday morning, Feb., 7, 9:00 a.m.- 12 Noon. The cost is \$80/person (*first registrant*) and \$60/person for each registrant thereafter.

2. *Negotiating for Gross*, a seminar for *all* sales representatives, presented by seasoned auto sales instructor Gary Long, will offer morning and afternoon sessions onsite at the Auto Show Tuesday, Feb. 5, 9:00 a.m. - 12 Noon and 1:00 p.m. - 4:00 p.m. at \$80/person.

For everyone's convenience, a form for each seminar can be downloaded by clicking [Tag and Title](#) or [Negotiating for Gross](#), and returning it to Kristina Henry at WANADA by fax to (202) 237-7779, or by e-mail to kh@wanada.org.

WANADA dealer sales reps exhibiting at the WAS must register with DC

All are reminded that *all* dealership sales representatives from Maryland and Virginia stores who will be plying their trade in exhibit display areas at The Washington Auto Show must be listed with the District of Columbia in advance of the show's opening.

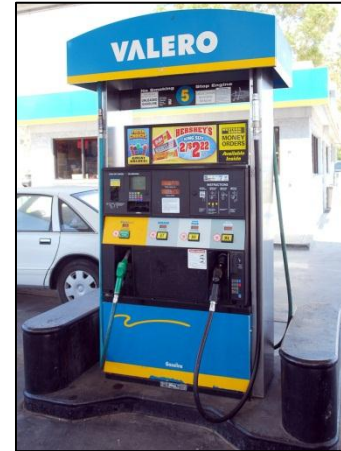
An email package of instructions was sent to all WANADA dealers last Friday containing the registration form that we ask be returned to the WANADA office by Monday, Jan. 28.

For everyone's convenience, a form can be downloaded by clicking [here](#).

Low interest, improved housing, low gas prices drive auto sales

Strong auto sales in the second half of 2012 will help boost 2013 sales to 15.4 million, says R.L. Polk & Co., a forecast that's 100,000 units higher than just two weeks earlier. No one would hold an economist to his January forecast down to the decimal point, but the trend is clearly up. Here are some factors likely to help sales:

- *Low interest rates.* “The Fed has promised to keep rates low until the unemployment rate falls to 6.5 percent,” says Polk – a rare move showing the agency’s commitment to bringing down the jobless rate.
- *Improved housing market.* NADA chief economist Paul Taylor has been tracking the correlation between auto sales and housing for several years, and the trends are improving for both. The index of pending home sales rose nearly 10 percent in November, and mortgage rates are at their lowest level in 60 years.
- *Low gas prices.* Gas prices influence the mix of vehicles sold.
- *The fiscal cliff problem is resolved – for now.* But as everyone in the Washington area knows, the size of the federal budget and the debt ceiling are not. Another round of budget and economic uncertainty could be a distraction for would-be car buyers.



Expected continued low gas prices will influence the vehicle mix, and perhaps overall sales.

On the downside, continued high unemployment and a very modest GDP growth rate are tailwinds that could be a drag on auto sales and other economic sectors.

Health care law requirement #1: Info needed on W-2

In accordance with the Patient Protection and Affordability Act (PPACA, a.k.a. ObamaCare) employers who file 250 or more W-2 forms for the previous year are required to begin reporting the cost of employer-provided health coverage on the W-2s issued in January 2013 for the 2012 tax year.

Employers should report the aggregate reportable cost of an employee’s coverage on the Form W-2, Wage and Tax Statement, in box 12 using Code DD. Employers are not required to report any amount in box 12, Code DD for an employee who requests a Form W-2 before the end of the calendar year during which the employee terminated employment.

Direct questions to Ed Mullaney, senior insurance advisor, em@wanada.org, or John O’Donnell, executive vice president, jod@wanada.org. They can be reached at the WANADA office, 202.237.7200.

Health care law requirement #2: Tell employees about exchanges

Another reporting requirement from the Patient Protection and Affordability Act (PPACA, a.k.a. ObamaCare) is for employers to provide each employee a written notice containing certain information about the applicable Health Insurance Exchange. All employers must comply, regardless of size by March 1, 2013. One major stumbling block: The exchanges are not set up yet. They are supposed to be ready by January 1, 2014, though Maryland and DC plan to have theirs running by this fall. Virginia has opted to let the federal government run its exchange.

An article in the *Washington Post* indicated that states will be given extra time to set up the exchanges. "There is no deadline," said Gary M. Cohen, director of the federal Center for Consumer Information and Insurance Oversight. States will be given approval once they show they can meet all the requirements.

The law has two other required notices that employers must give employees:

- *Summary of Benefits and Coverage (SBC)*. Starting with plan years and open enrollment periods beginning on or after September 23, 2012, employers must provide participants and beneficiaries a summary of benefits and coverage at specified times during the enrollment process and upon request. Insured group health plans may satisfy this requirement if the issuer provides a timely and complete SBC to the participant or beneficiary.
- *Notice of plan changes*. If any material modification is made in any of the terms of the plan or coverage that would affect the content of the SBC, that is not reflected in the most recently provided SBC, and that occurs other than in connection with coverage renewal or reissuance, the plan or issuer must provide notice to enrollees no later than 60 days before the effective date of the change.

(Thanks to VADA for this information)

Va. working to ease transition to healthcare exchange

Although Virginia has said it will let the federal government run its state healthcare exchange, mandated by the Patient Protection and Affordability Act (PPACA, a.k.a. ObamaCare), the Commonwealth has taken steps to make sure the transition goes smoothly, according to the *Richmond Times-Dispatch*.

Virginia has asked the U.S. Department of Health and Human Services for \$4.8 million to set up the technology to connect its state level social service agencies with the federally operated healthcare exchange. The aim is to connect the Commonwealth with a federal data center to determine Virginians' eligibility for employee subsidies to buy insurance through the exchange and determine low income persons' eligibility for Medicaid.

The Commonwealth has also signed a \$100 million contract with Deloitte Consulting -- 90 percent of it paid by the feds -- to bring up to date Virginia's system that determines citizens' eligibility for Medicaid and other social services.

With the Virginia General Assembly in full swing, Democrats and Republicans there continue to grapple over the ObamaCare mandates for a healthcare exchange that is a state run system, a federally run system or a "partnership," which, in theory, is a blend of the two. Currently, 22 states, including Virginia, are abdicating healthcare exchange operations to the feds; 19 plan to do it themselves, to include Maryland and DC; eight are in "partnership;" and two are undecided.

Va. (and all) dealers: Check your ads for compliance

At the January meeting of the Virginia Motor Vehicle Dealer Board (MVDB), dealers were reminded of the need to provide disclosures required under the Truth in Lending Act if a trigger term is used in advertising. Dealers were also cautioned against use of the word "free" or similar terms when advertising the sale of motor vehicles. MVDB's staff regularly monitors dealer ads for violations.

MVDB's executive director, Bruce Gould, discussed some pending legislation in the Virginia General Assembly that could affect dealers. An auction bill would end the requirement that a dealer taking a vehicle to a wholesale auction sign a consignment form. The bill would also allow a vehicle to be sold at retail auction with a rejected safety inspection as long as disclosure is made. The bill is expected to pass.

MADA/VADA/WANADA Reception at NADA Convention, Feb. 9

At what is becoming known as the best party at the NADA Convention, the MADA/VADA/WANADA Reception will again roll out on Convention Saturday, February 9, from 6:30 to 8:30 p.m., in Orlando, Fla. Join with your fellow dealers from Metropolitan Washington and Maryland and Virginia at large in at what is once again shaping up to be a memorable occasion. It will be at Baterby's Art Auction Gallery in Pointe Orlando, a complex of stores, restaurants and nightlife at 9101 International Drive. Please RSVP by February 1 to Natalie Toler at ntoler@vada.com or 804.545.3035.

FTC warning on email spam for small businesses

The Federal Trade Commission is warning small businesses that an email with a subject line "NOTIFICATION OF CONSUMER COMPLAINT" is *not* from the FTC. The email falsely states that a complaint has been filed with the agency against the company.

The FTC advises recipients not to click on any of the links or attachments with the email. Clicking on the links may install a virus or other spyware on the computer. The FTC's advice: Delete the email.

For more information on malicious software (malware), visit www.OnGuardOnline.gov/malware.

Dealers must notify customers of Form 8300 filing by Jan. 31

A reminder: Dealers who receive more than \$10,000 in cash on a single transaction or related transactions must complete form 8300, *Report of Cash Payments Over \$10,000 Received in a Trade or Business*, and file it with the IRS. Dealers are required to notify those customers in writing by January 31, 2013, that the dealership has filed Form 8300 for an applicable cash transaction in 2012.

For more details and a sample customer notification letter, visit www.nada.org/regulations.

Position Wanted

General Manager. A former dealer executive from the Midwest with extensive experience with Detroit Three, Toyota and Nissan dealerships is looking to connect with a dealer organization here. Familiar with the entire operation of a dealership, this individual's strong suit is vehicle sales. Anyone interested can contact Gerry Murphy at 202-237-7200 or gm@wanada.org.

Thought for the Week...

Now, more than ever, we must act together, as one nation, and one people.

Progress does not compel us to settle the centuries-long debate about the role of government for all time, but it does require us to act in our time.

--President Barack Obama

Excerpts from his 2nd Inaugural Address, Jan. 21, 2013