

# THE WANADA BULLETIN

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

WANADA Bulletin # 3-17

January 19, 2017

## Headlines...

**2017 Washington Auto Show is ready to go!**

**MobilityTalks, Jan. 24-25: Media Day and Sneak Peek, Jan. 26**

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## 2017 Washington Auto Show is ready to go!

**MobilityTalks, Jan. 24-25; Media Day and Sneak Peek, Jan. 26**



2016 MobilityTalks filled the room with media and congressional representatives in the Rayburn House Office Building.

Final preparations for the 2017 Washington Auto Show are in full swing, with a packed schedule for several days before the Show opens to the public on Jan. 27. This year will see expanded MobilityTalks all day *Tuesday, Jan. 24*, and a half-day on *Wednesday, Jan. 25*.

The agenda on Tuesday in the W. E. Washington

Convention Center features an extensive array of speakers – state, national and international policy makers, engineers, regulators, researchers, members of the business community, and urban planners. On Jan. 25, MobilityTalks moves to the Russell Senate Office Building (Kennedy Caucus Room) on Capitol Hill for a symposium panel entitled, “It Depends on What the Regulators Do.” Participants will have an opportunity to experience autonomous vehicles both days with Ride and Drives scheduled at RFK Stadium. For more information, visit <http://www.washingtonautoshow.com/mobilitytalks/>.

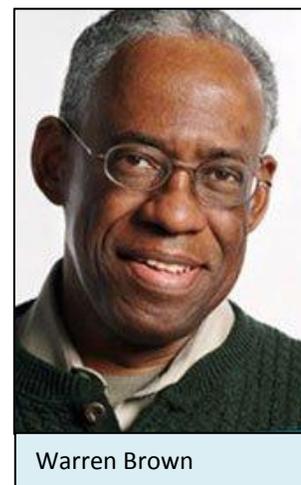
Thursday, Jan. 26, is Media Day at the Walter E. Washington Convention Center, with a full day of press conferences featuring announcements from OEM exhibitors, government agencies and other notable industry commentators. Here is the schedule:

8:00 a.m.	WAPA/IMPA Breakfast - East Salon/Grand Lobby
8:40 a.m.	Welcome and Introductions - East Salon/Grand Lobby
9:00 a.m.	Dinesh Paliwal, Harman – keynote address - East Salon/Grand Lobby
9:35 a.m.	Starship – Grand Lobby
10:00 a.m.	U.S. Army - L Street Bridge
10:20 a.m.	Toyota – Hall D
10:45 a.m.	Jeep – Hall E
11:00 a.m.	Chrysler – Hall E
11:30 a.m.	Hyundai – Hall C
11:50 a.m.	VW – Hall C
1:00 p.m.	Green Car announcement – West Salon/Grand Lobby
1:25 p.m.	Private Policy Forum/NADA - East Salon/Grand Lobby
1:45 p.m.	MEMA - East Salon/Grand Lobby
2:00 p.m.	U.S. keynote - East Salon/Grand Lobby
2:35 p.m.	ART of Motion – Third Floor Ballroom
	Watch Jamaal Lamaaj paint a 2017 BMW Mini
3:00-5:00 p.m.	SAE Government/Industry Conference Plenary Session – Room 145 “Smart Cities: What are They and How Do We Get There?” Room, TBA
5:00-8:00 p.m.	<i>Sneak Peek Preview</i> – Members of Congress, OEM operatives, regulator notables, WANADA dealers. Register through Kathy Teich, kt@wanada.org Sponsors: American Fuel & Petrochemical Manufacturers (AFPM), Auto Alliance, Global Automakers, NADA and Hargrove. ART of Motion – Third Floor Ballroom during <i>Sneak Peek</i> (Watch Ed the Artist paint a 2017 Toyota Prius!)

## Syndicated columnist Warren Brown showcases vehicle automation, driver connectivity in Auto Show brochure

The official technology brochure for the 2017 Washington Auto Show, entitled *Driving the Future*, is written by *Washington Post* syndicated columnist Warren Brown. Back by popular demand, the show’s annual “New Vehicle Technology Guide” provides show visitors with insights into the Show’s hottest models and most advanced automotive technology innovations.

This year’s Auto Show brochure, available to Show attendees in print and electronic formats, will focus on the convergence of automotive technology with changing societal attitudes toward automobiles. The brochure covers increased driver interconnectivity and technological advances in driver safety and virtually self-driving vehicles. It will be available to visitors at numerous locations throughout the Show, as well as on the Washington Auto Show website in the Main Lobby and other locations in the W.E. WCC.



Warren Brown

“The social role of the automobile is changing,” Brown says. “Car ownership is no longer seen as a rite of passage into adulthood or the primary method of

exploration and discovery. This year's automotive technologies highlight these societal shifts, focusing on technologies designed to keep consumers connected while also keeping them safe through increasing vehicle autonomy and self-driving systems."

The guide will include images of the selected cars, details about new technologies and informational graphics and mockups of the new systems and their functions. Some highlighted technologies are lane monitoring, adaptive headlights, heads-up displays, park assist, back-up cameras, electronic stability, forward collision warning, global navigation satellite systems (GNSS), radar systems, cross traffic warnings, mobile connectivity systems and in-car internet.

"As society changes, the automotive and transportation industries must change with it," Brown says. "This tier one auto show is the perfect forum to highlight the industry's commitment to and successful innovations in consumer safety and driver connectivity. The goal is to keep drivers in touch with the things that are important to them without creating driver distractions or unsafe driving conditions."

## Popular Hyundai Hands-On Contest returns to Auto Show

The Hands-On Contest at the Washington Auto Show will put a handful of lucky Washingtonians in touch with the chance to win a brand new Hyundai Tucson SE FWD.

The legendary Hands-On Contest, in which participants must stay in constant physical contact with the prized vehicle over several days, first wowed Washingtonians in 1999 when the match came down to a test of wills between an officer from the Army and one from the Navy. This year's contest, which will run from Tuesday, Jan. 31, through noon on Sunday, Feb. 5, will feature a host of local residents who will compete for the chance to drive home in a new 2017 Hyundai.



To earn a chance to compete in the Hands-On Contest, area residents must register at [www.washingtonautoshow.com](http://www.washingtonautoshow.com) by 12:00 noon on Monday, January 23, 2017. They will be asked to provide a short explanation of as to why they want to win the car. Thirty applicants will be chosen from that pool to qualify for the next round, from which a final group of 10 will be screened and selected by WANADA to participate in the final stage of the competition.

Finalists will be positioned around the prize vehicle at random by the judges and must be in continuous physical contact with it, excluding 15-minute breaks every three hours. If a participating contestant does not maintain continuous contact with the car for any reason, that contestant will be disqualified.

The last person remaining in physical contact with the prize vehicle will win it. If the end of the contest leaves more than one finalist, a random drawing will be conducted by Hyundai to determine the winner.

## ADEI mentor lunch draws enthusiastic crowd

The recent mentor lunch for students and dealer service managers involved in WANADA's Technician Development Program drew nearly 70 participants. The January 11 event at Montgomery College was organized by WANADA's career education arm, Automobile Dealer Education Institute (ADEI).

Representatives came from Capitol Cadillac, Chevy Chase Acura, Fitzgerald Auto Malls, Darcars, Euro Motors, Ourisman, and Toyota of Bowie, among others. The lunch was both for students who are already working in dealerships and those who are getting ready to start the program who want to meet their teacher. Students at the lunch heard short talks by WANADA CEO John O'Donnell and member services representative Billy Painter.



At the lunch (from left): Ed Roberts, Montgomery College; John O'Donnell, WANADA; Ingrid Parris-Hicklin, Public Access TV; Tin Tin Raschid, Rotary International; Harold Redden, Fitzgerald Auto Malls; Joe Koch, WANADA; Steve Boden, Montgomery Automotive Trades Foundation.

"We had good turnout," said Painter. "There's a lot of excitement about the upcoming spring semester."

The Mentor Lunch offered an opportunity for students, especially new ones, to meet participants from other dealerships. Each student works with the sponsoring dealership's service manager and a line technician mentor who coordinates on-the-job training with the ADEI coursework.

Students will work four days a week at sponsoring dealerships as they attend classes at MC once a week. Classes start Jan. 24. ADEI's companion program in Northern Virginia offers adult education classes at Marshall Academy in Falls Church and Hayfield High School Adult Education in Alexandria. Virginia classes start around the same time as in Maryland.

WANADA has several potential students who are looking for dealership employment as a way into the program. Any dealers who are interested in sponsoring them may contact Billy Painter at [bp@wanada.org](mailto:bp@wanada.org) or 202-236-2270.

## Affordable Care Act repeal: What's next?

Candidate Trump promised repeatedly during his campaign to repeal the Affordable Care Act (ACA). The Republican House voted to do so more than 60 times, each of which was vetoed by Obama. With a Republican majority now in both houses, the 115<sup>th</sup> Congress has already started the process.

But Congressional Republicans have not agreed on a replacement. Trump has said he will put the finishing touches on his replacement plan soon, but no one has seen it. And the need for a plan that is simultaneous with or presented soon after repeal became much more urgent after a report by the Congressional Budget Office. The nonpartisan agency found that repealing only parts of

the act, would cause 18 million citizens to lose their insurance within a year, and a total of 32 million to lose insurance by 2026.

One bill the new Congress did pass in its first week was a budget resolution that states Congress's intent to dismantle the ACA through budget reconciliation. A budget reconciliation bill must be presented by Jan. 27 and can include only those provisions of the act that affect budgetary issues. Most important for the Republicans, the bill can be passed by a simple majority in the Senate and does not require 60 votes to make it filibuster-proof.

Some major provisions of the ACA that Republicans have long wanted to repeal – particularly the employer mandate and the individual coverage mandate – affect the budget and therefore could be included in a budget reconciliation bill. But questions of cost and leaving millions of Americans uninsured remain.



The next deadline for Congress on the health care law repeal is Jan. 27.

## Dealers must use revised Buyer's Guide starting Jan. 27

WANADA offers this reminder that dealers must start using the revised Used Car Buyer's Guide by Jan. 27. That is when the Federal Trade Commission's amendments to the FTC Used Car Rule take effect, and the revised Buyer's Guide must be affixed to all used vehicles before they can be displayed for sale.

Dealers may ask their forms supplier about obtaining the revised Buyer's Guide, or may download a copy from the [FTC website](#). It is important to use the wording, type style, type sizes and format specified in the [Rule](#). Completion of the revised guide is generally similar to the current guide. The FTC has provided directions and guidance [here](#).

Dealers should review the revised Buyer's Guide carefully and work with their vendors and advisors to ensure that they are prepared to use the revised form by the Jan. 27 deadline with staff. The preparation should include reviewing the revised forms with staff and reviewing the dealership's used car warranty offerings to ensure the form is accurately completed.

## MADA/VADA/WANADA reception at NADA Convention

WANADA members are cordially invited to join their fellow dealers in greater Maryland and Virginia at the NADA Convention in New Orleans for an event that many agree is the "best party at the Convention:" the MADA/VADA/WANADA Reception! Sample some of New Orleans' world-renowned cuisine and signature cocktails on Saturday, Jan. 28, at Latrobe's on Royal, 707 Conti St in the French Quarter.

The reception is generously sponsored by SunTrust, TrueCar, Armatus, Chesapeake Petroleum, JM&A Group, Rifkin Weiner Livingston LLC, Charapp & Weiss LLP and Cox Automotive.

**Thought for the Week...**

The orderly transfer of authority as called for in the Constitution routinely takes place as it has for almost two centuries and few of us stop to think how unique we really are. In the eyes of many in the world, this every-four-year ceremony we accept as normal is nothing less than a miracle.

--From Ronald Reagan's first Inaugural Address, Jan. 20, 1981

