

Headlines...

Show Time This Week! 2013 Washington Auto Show
 NADA hosts WANADA Dealers at open house
 WANADA publishes 2013 Member Directory
 Used prices down from a year ago, flat since December – CNW
 Less of region's commuting to be done by solo drivers in 2040
 Why use car's navigation system when you have a smartphone?
 A new way to tax: vehicle miles traveled
 Coming soon: Hand gestures to control car functions
 Staying Ahead...

Show Time This Week!

2013 Washington Auto Show

- Media Days, Wed. & Thurs., Jan. 30&31 with *who's who* of U.S. & Industry leaders
- *Sneak Peek Preview Night*, Thurs., Jan. 31
- Opens to public Friday for 10 day run, Feb. 1-10



**Scott Keogh, CEO
Audi of America**

Was Media Day *Onsite*, Walter E. Washington Convention Center (WCC) starts early, Thurs., Jan. 31 with the IMPA/WAPA Newsmaker Breakfast at 8:00 am, where Scott Keogh, president and CEO of Audi of America will be the keynoter.

Following breakfast at 9:30 am, will be an Industry Stakeholder Panel consisting of eight OEM and dealer association CEOs who will present what they're calling the 2013 Auto Industry Roadmap for U.S. Industry Policymakers.

From there, individual OEM exhibitors will be rolling out new vehicle product presentations and

announcements, to include a presentation by Edsel Ford on behalf of the Ford Motor Company at 11:10 am. GM will host a lunch in conjunction with their

presentation at 11:55.

Early in the afternoon (1:30 pm) is a *major* presentation headed up by U.S. Department of Energy Secretary Steven Chu on the meaty topic of Long-term Environmental Sustainability and Energy Security in the Context of the Global Economy. Secretary Chu's presentation will be interactive with a forum of automaker, regulator and lawmaker luminaries – a lot of them!



Sec. of Energy Steven Chu

Later in the afternoon will be the Plenary Session Symposium on the Annual Government/Industry Conference of the Society of Automotive Engineers (SAE) covering the topic “The Nexus of Safety, Clean Emissions and High Tech Automotive Design.”

For a complete timeline of events for Media Day *Onsite* at the WCC, Jan. 31, [click here](#).

Industry Night, WCC, Jan. 31 consists principally of the *Sneak Peek Preview*, 5-8:00 pm

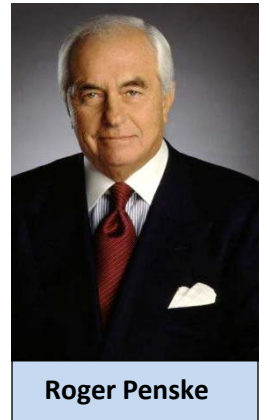
This annual Washington Auto Show (WAS) event brings members of Congress and high level U.S. regulatory operatives together in an informative, upscale social setting on the floor of the fully laid out 2013 Washington Auto Show. (*Sneak Peek* hosted by the Alliance, Global Automakers, and NADA and Hargrove.)

As hosts of The Washington Auto Show and its *Sneak Peek*, Washington area dealers are cordially invited to **The WANADA Dealer Reception** at the WAS sponsored by Comcast Spotlight (5-6:30 pm, Room 109). Besides a networking opportunity with cocktails, dealers can take advantage of a special registration and coat check prior to touring the Sneak Peek.



Edsel Ford

Industry Night is capped off with the *Automotive News Awards Dinner* where editor-in-chief Keith Crain will bestow his 2013 Lifetime Achievement Award on Edsel Ford (7-10 pm, WCC Grand Ballroom). Last year’s recipient at The Washington Auto Show, Roger Penske, will present the award to Mr. Ford. For information and registration on the *AN Dinner* email Kristina Henry at kh@wanada.org.



Roger Penske

The First WAS Media Day on Capitol Hill, Wed., Jan. 30, 8-10:30 a.m.

**National Journal Live Policy Summit,
*Affordable Mobility: A Roadmap to Energy Efficiency***

Though the *first* Media Day of the 2013 Washington Auto Show targets Members of Congress as opposed to Media Day *Onsite* at the Convention Center the next day, (Jan. 30, outlined above) WANADA members are invited to attend and participate in a high level industry conversation with lawmakers! This year’s topic, Affordable Mobility, is once again sponsored by one of the foremost congressional news organizations, *The National Journal*, which will moderate the scheduled panels made up of automotive spokespersons from the industry, media and regulatory sectors.

Affordable transportation is an essential part of the American economy. Most forms of transportation rely on fuel consumption, and leading the conversation in keeping transportation costs low, while creating economic sustainability is fuel efficiency. However, some economists say that new fuel-efficiency standards for vehicles sold in America have costs of their own, and will benefit the environment less than a straight tax on gasoline, which leaders from both sides of the aisle have ruled out.

MODERATORS:

Fawn Johnson, Correspondent, National Journal

Amy Harder, Correspondent, National Journal

FEATURED SPEAKERS:

Mitch Bainwol, President and CEO, The Alliance of Automobile Manufacturers

Robert J. Bienenfeld, Senior Manager, Environment and Energy Strategy, Product Regulatory Office, American Honda Motor Co., Inc.

Don Chalmers, President, Don Chalmers Ford, Board Member, National Automobile Dealers Association

Rebecca Lindland, Director of Research, IHS Automotive

Gina McCarthy, Assistant Administrator for the Office of Air and Radiation, U.S. Environmental Protection Agency

Reg Modlin, Director of Regulatory Affairs, Chrysler Group. LLC

Mary D. Nichols, Chairman, California Air Resources Board

Tom Stricker, Vice President of Technical and Regulatory Affairs and Energy and Environmental Research, Toyota Motor North America, Inc.

(8-10:30 am, Wed., Jan 30, Cannon House Office Caucus Room) For late registration information on the National Journal WAS Summit email Kristina Henry at kh@wanada.org

WANADA Dealers at the 2013 North American International Auto Show

Nathalie Bauders, of MINI at the 2013 Detroit Auto Show, flanked by Robert Fogarty, 2013 WAS chairman and George Doetsch past WAS chairman.

**NADA hosts WANADA Dealers at open house at McLean, Va. headquarters**

NADA last week hosted its and WANADA's dealer members at an "open house" in McLean, Va., the national dealer organization's longstanding headquarters venue. Organized by Tamara Darvish of DARCARS, WANADA's representative on the NADA Board from Metropolitan Washington, the morning session on Jan. 23 included a welcome from NADA chairman Bill Underriner and acting CEO Joe Cowden, followed by informative presentations by senior association staff to include: David Regan, chief of legislative affairs and the Capitol Hill office; Andy Koblenz, chief counsel; Mike Regan, industry relations; and John Lyboldt who heads up dealer operations programming. Renowned dealer lawyer and WANADA Kindred-Line member Mike Charapp was on hand as well to speak to legal and regulatory matters with which he regularly interacts with NADA.

For its part, WANADA praised the longstanding working relationship Washington area dealers have uniquely enjoyed with NADA given the “inside the Beltway” commonality. Besides public policy, WANADA’s joint effort with NADA University has proved especially beneficial to WANADA members. For more information about WANADA’s work with NADA University, contact Kristina Henry, kh@wanada.org.

WANADA publishes 2013 Member Directory

WANADA last week mailed all members its 2013 Membership Directory, *hot off the press!* The Directory, which in some years, like this one, is published annually as opposed to bi-annually, contains information on the Washington area new car dealer market and WANADA activities, in addition to listing Usual Representatives and Associates in member organizations.

Each dealer representative was sent two copies of the Directory, with more available to any member upon request. Contact Ralph Frisbee in the WANADA office for assistance or more information at 202-237-7200.

Used prices down from year ago, flat since December – CNW

Used vehicle prices are stagnant at both the retail and wholesale levels, says CNW Research. In January, transaction prices dropped 2.7 percent for franchised dealers from last January and remain unchanged from December. One problem is a growing supply. CNW estimates that January will show a nearly 50 days’ supply, up 13 percent from a year ago. Cars have a slightly higher supply (51 days) than trucks (48 days).

Retail used sales for franchised dealers rose an impressive 16 percent from a year ago. For the year, retail used sales were up 5 percent for franchised and independent dealers combined, with franchised dealers selling 1 million more units than independents.

Less of region’s commuting to be done by solo drivers in 2040



Greater congestion will help convince commuters in the region’s outer counties to switch to transit.

Because of projected growth in the region, more than a million more daily commutes will be made in 2040 than today, says the National Capital Region Transportation Planning Board. And although most commuting trips – about 45,000 – will be made by solo drivers, the share of that mode will drop from 61 percent today to 57 percent. Carpool trips are projected to rise from 11 percent to 14 percent. And 5 percent will commute by bicycle or on foot, up from 4 percent today.

Transportation modes will vary by region. The biggest changes will be in Frederick, Charles, Prince William and Loudoun counties, where an increase in use of transit, carpooling, bicycling and walking will be driven by more transit choices, increasing auto congestion and more HOT lanes. Commutes by solo drivers will drop from 79 percent to 70 percent, carpooling will increase from 15 to 20 percent and transit trips will rise from 5 to 9 percent.

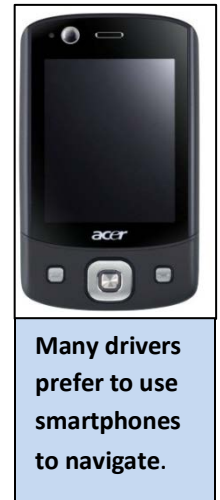
In DC, Arlington County and Alexandria, 56 percent of commuters will use transit, slightly less than today. And a few more, at 15 percent, will bicycle or walk than do today. Fairfax, Montgomery and Prince George’s counties will see 400,000 more commute trips than today, 57 percent of them by solo drivers, down from 61 percent today. Small increases in share for transit, bicycling and walking are expected.

Why use car’s navigation system when you have a smartphone?

Smartphones could soon outpace in-car navigation systems as a popular way to help drivers find their way, says a new study by J.D. Power and Associates.

In the 2012 study, 47 percent of vehicle owners said they used a smartphone app to navigate, up from 37 percent a year earlier. And 46 percent said they “definitely” or “probably” would not buy a factory-installed navigation system again if their smartphone navigation could be displayed on a central screen in their vehicle.

While many new-vehicle owners say their factory-installed navigation systems have improved, the drivers are frustrated with the complexity of menu systems, voice control commands and requirements for inputting destinations. For all these reasons, satisfaction with the factory-installed systems dropped 13 points (on a 1,000-point scale) from 2011.



A new way to tax: vehicle miles traveled

U.S. roads, highways and bridges are badly in need of repair. The American Society of Civil Engineers gives our roads a D- in its Infrastructure Report Card. Between the higher overall fuel efficiency of the U.S. fleet and the tendency of Americans to drive less in a shaky economy, the gas tax hasn’t been raising enough money to keep our roads in good condition.

Enter a new way to raise tax, the vehicle miles traveled (VMT). “The VMT is likely the way states will raise money in the future for their roads and infrastructure,” Joshua Schank, president and CEO of the Eno Center for Transportation, told CNBC.com. “The states aren’t yet to the point where they’ve figured out exactly how to implement the VMT, but they’ll get there.”

As the fleet becomes more fuel-efficient, the gas tax will continue to fall short. Electric vehicles contribute nothing to road upkeep, and hybrids, very little.

The hard part is figuring out how to calculate VMT without infringing on driver privacy. The idea of putting transponders in all cars and trucks has been floated, but who would have access to the information? The bureaucracy requirements would be mind-boggling.

Coming soon: hand gestures to control car functions

Auto company engineers and “human-machine interface” directors say it’s a logical step from voice commands like “Phone home” to a wave of the hand to start the car radio. Some new models already have functions controlled by gestures.

Hyundai demonstrated its “3-D gesture” system at the Consumer Electronics Show recently. Slated to appear on the HCD-14 Genesis concept car, it lets the user control air conditioning or instrument cluster displays with a wave of the hand. The aim, a Hyundai engineer told *USA Today*, is safety and ease of use.

Another example: In an effort to prevent drowsy driving, Lexus has put an infrared camera in its 2013 GS and LS that scans the driver’s face for signs of sleepiness or looking away from the road. The camera works together with a radar that can detect whether another vehicle is nearby and a crash is imminent. If so, the brakes are automatically deployed and the seat belts tightened.

Staying Ahead...

The truth that makes men free is for the most part the truth which men prefer not to hear.

Herbert Agar
American journalist (1897 – 1980)