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A good way to get it done...

New vehicle sales in Washington Metro Region rose 10.4% in 2011

Regional market kept pace with national new vehicle sales

New vehicle sales in the Washington Metro region rose to over a quarter million units in 2011, as consumers in the market joined their counterparts across the country to replace cars and truck in their driveways that had, on average, reached 8 years old or more.

According to R.L. Polk data obtained as a member service for WANADA dealers, new vehicle sales in the region, defined by the counties of Alexandria, Arlington, Fairfax, Loudoun, Prince William and Stafford in Northern Virginia; Montgomery, Prince Georges, Charles, Frederick and Howard counties in Maryland; and the District of Columbia; amounted to 259,048 in 2011, some 15,000+ units more than the year previous.

Cars outsold trucks by a slight margin (135,955 versus 123,093) and slightly more vehicles were sold in the Northern Virginia region than in Maryland (133,755 versus 110,075).

In the truck category, which includes SUVs, CUVs and vans, Toyota continued to be the category leader in both Virginia and Maryland, though by fewer than 300 units over Dodge in Northern Virginia (9,126 vs. 8,891) and slightly more than 300 units over Ford in Maryland (7,619 vs. 7,305).

As has been true for many years, the Washington Metro Region continues to be an import oriented market with imports outselling domestic brand vehicles by nearly three to one (178,341 versus 80,707), though it must be said that nearly all the vehicles sold in the market were made in U.S. based manufacturing plants.



Among the brands, Toyota continued as the market leader followed by Honda, Ford, Chevrolet and Nissan. The leading luxury brand in the area was BMW, which bested Mercedes Benz by just 177 sales. Lexus followed next with Audi and Acura filling out the top five.

For a complete rundown of new vehicle sales in the Washington Metro Region, go to www.wanada.org and log in with your member password, or new password if you forgot it.

NLRB union rights workplace poster on hold again!



WANADA members may recall, that the National Labor Relations Board (NLRB) previously had postponed from November 14, 2011, to January 31, 2012, then to April 30, 2012, the date on which employers must post a workplace notice informing employees of their right to join a union and bargain collectively to improve wages and working conditions. (The poster also must explain that workers have a right *not* to join a union and that it is illegal for union officials to coerce employees into unionizing.)

As a result of two recent federal court rulings, one from the appellate level, the April 30, 2012 date for the poster is on hold again.

First, on April 13, a federal district court judge in South Carolina ruled that the NLRB did not have the authority to require employers to hang the poster. This ruling came in response to a challenge by the U.S. Chamber of Commerce.

Second, the U.S. Court of Appeals for the District of Columbia yesterday granted the Coalition for a Democratic Workplace (CDW), which has NADA as a member, a request for an injunction, thereby delaying the new poster requirement until the Court has a chance to hear arguments and rule on CDW's appeal of a lower court's ruling that upheld the NLRB's poster requirement.

As a result of these rulings, the NLRB has not yet issued specific guidance on the issue. However, the NLRB chairman has stated that the Board would instruct its regional offices not to apply the poster rule while litigation is pending. He also said the Board would challenge the adverse South Carolina ruling as well as the appellate court ruling that restricts how the rule can be enforced.

Note that the new unionization election rules scheduled to take effect on April 30 are still in force. A separate new NLRB rule limiting the ability of employers to appeal eligibility issues prior to a union representation election was *not* included in the court actions putting the workplace poster on hold. The new rule shortens election time frames, greatly limiting employees' opportunities to hear from employers in order to make an informed choice on unionization. A fact sheet on the changes is available [here](#). NADA submitted comments opposing these changes earlier this year, but the NLRB fast-tracked a reduced version of the amendments without taking further stakeholder input. Through its membership in CDW, NADA and other employer organizations are involved in a lawsuit to block these changes as well.

Virginia gets a budget, Maryland doesn't

The *long, long* session of the 2012 Virginia General Assembly came to an end this week as Republicans finally convinced one Democrat in the Senate to vote for their two year budget proposal of \$85 billion. The sticking point on agreement had been the question of light rail funding to Dulles Airport, which the Conference Committee between Senate and House had settled at \$150 million from the state, while Democrats had wanted \$300 million, so as to avoid significant increases in Dulles Toll Road fees to fund the project. With passage of the budget, those fees will now become a likely reality and could double to \$7.50 for a round trip on the heavily traveled toll road.

In Maryland, the future of the state's budget remains unclear, with Gov. O'Malley insisting he will not call a Special Session until the House and Senate leadership resolve their differences regarding new casinos in Prince George's County.

If a budget compromise in Maryland isn't worked out before the fiscal year begins July 1, the \$500 million in spending cuts needed to balance the state budget will fall very heavily on K-12 education and push up state college tuition by 10 percent or more.

NADA Foundation offering grants for Safe-Driving events

Because new-car dealers have long been leaders in the area of vehicle safety, the National Automobile Dealers Charitable Foundation has launched a new grant initiative to help new-car dealers promote road safety in their communities.



The NADA Foundation's Road Safety Grant Program will provide dealers up to \$500 toward the cost of sponsoring a safety event at the dealership. The grants will be provided as a matching contribution for expenses incurred by dealers holding events.

Dealers can use the grants to host programs to install child passenger safety seats, promote teen or senior driver safety, educate consumers on rural road safety or combat distracted driving.

Dealers have been at the forefront of road safety for decades. These grants will encourage dealers to hold even more safety events at their dealerships," said Bob Mallon, chairman of the NADA Foundation. "The combined efforts of dealers across the country will continue to raise consumer awareness of road safety issues in their communities."

[Click here for more information and a grant application.](#)

Ward's AutoWorld names Best New Car Interiors

The trade publication, *Ward's AutoWorld*, has released the findings of its annual "10 Best Interiors" competition.

This year's winners include hatchbacks, sedans and crossover vehicles and a wide array of price points. While Ward's lists them in alphabetical order rather than crowning a single winner, we're choosing to present them with the lowest as-tested MSRP first:

Ward's noted that 40 vehicles qualified for the competition by having "new or significantly improved interiors," for the 2012 model year. Ward's says it judged the interiors based on design, fit-and-finish, comfort, ergonomics, safety, material selection, overall value, aesthetics, and human-machine interface, independent of vehicle price. Thirteen of the qualifying vehicles were luxury vehicles, but they made up only half of the winners.

The winners with their base MSRP are:

Hyundai Accent	(\$15,925)
Chevrolet Sonic	(\$18,745)
Dodge Dart	(\$21,485)
Volkswagen Beetle	(\$25,195)
Mazda CX-5	(\$30,415)
Hyundai Azera	(\$36,875)
Chrysler 300 Luxury	(\$44,855)
Range Rover Evoque	(\$49,745)
Infiniti JX35	(\$54,800)
Audi A7	(\$67,430)

WANADA welcomes new members

The WANADA Board at its April meeting this week approved the following applications for membership in the association:

Audi of Chantilly, where Roger Kaiser will be the usual representative

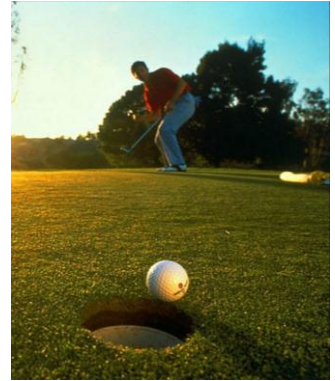
Criswell Chevrolet in Gaithersburg, MD
 Criswell Chrysler Jeep Dodge in Gaithersburg, MD
 Criswell Honda in Germantown, MD
 Criswell Nissan in Germantown, MD, and
 Fiat of Gaithersburg,

where Harry Criswell, is the usual representative at all stores and Kevin Szot, general manager is an associate member.

\$2,500 prize for “best putter” at the WANADA Open, May 16, Lansdowne, VA

Sink a 50 ft. putt *and the money is all yours!*

WANADA’s Annual Outing, (aka, The WANADA Open) is returning this year to the fabulous Lansdowne Resort with its championship golf courses in Leesburg, VA. The date is Wednesday May 16. And, for the skilled and lucky putter who can make a 50 ft. putt, there is \$2,500 in prize money.



The putting competition is among several new events added to this year’s outing. These include:

- The Lob Wall – Which tests *wedge* skills over an 8 ft. wall; and
- The “Glass Blast” – will test accuracy, with any club, to break a pane of glass from 20 yards away.

For those who would rather play tennis, the Outing organizers this year have arranged for a one-hour clinic with Lansdowne’s tennis professional and day-long open play. Registration for the clinic, locker room facilities, lunch, cocktails and dinner is \$125. Golf, lunch, cocktails and dinner is \$250/pp. And cocktails and dinner only is \$100.

WANADA members are reminded that the number of golfers for The Open is limited to 124 players because only one course has been reserved. All are, therefore, encouraged to register *early*. To book your golf foursome or tennis clinic, click [here](#) to download a registration form which can be sent in via fax to (202) 237-9090, or email Kristina Henry at kh@wanada.org.

Schedule of events

9:00 AM	Tournament registration and driving range warm-up
10:45 – 12:00 noon	Lunch on the patio
12:30 PM	“Shotgun” start
1:00 PM	Tennis clinic
5:30 PM	Cocktail Reception
6:30 PM	Awards Dinner

For more information, call Kristina Henry 202-237-7200, ext. 18 or kh@wanada.org

A good way to get it done...

I'll work for you or against you, whatever will help you the most.

--the late Barry McGuire,

Well respected and longtime leader of the Michigan Auto Dealers Association