

# THE WANADA BULLETIN

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

WANADA Bulletin # 19-14

May 23, 2014

## Headlines...

Washington Auto Show reps visit OEMs at LA offices

Last call for tickets to WANADA's changing-of-the-guard dinner

Montgomery County Board of Education honors WANADA

Fitzgerald Auto Malls installs 45,000<sup>th</sup> child safety seat

Senate passes \$265 billion highway bill; House is silent

Forgotten where you've parked? You're not alone!

Staying Ahead...

## Washington Auto Show reps visit OEMs at LA offices

While others are planning summer vacations, WANADA remains hard at work organizing the 2015 Washington Auto Show which begins with OEM exhibitor relations. Toward that end, WANADA's Auto Show Committee and show producer staff take care each year that OEMs understand Washington's Public Policy Auto Show mission, no less than the importance of being properly represented at the show that each year rolls out to one of the strongest, most affluent and reliable automotive markets in the world. Besides interacting with OEMs at other major auto shows, WANADA representatives visit them at their offices, which occurred most recently in Los Angeles where a WAS producer team led by Auto Show Chairman Kevin Reilly traveled to see OEM executives at Honda, Acura, Toyota, Lexus and Hyundai.



Auto Show Chairman, Kevin Reilly (pictured, left), with the new Equus in the new Hyundai headquarters in LA. The two men above are Hyundai Motor America Chairman David Zuchowski (left) with WANADA CEO, Gerard Murphy.

"We are acquainting them with our new plans and programs for Washington's Auto Show in 2015 and beyond," said Reilly. "It was great to meet with these OEMs on their home turf where you can really get things done."

The WANADA delegation spoke specifically with the manufacturers about the 2015 WAS promotion known as "Made Across America," where automakers will be able to showcase their vehicles assembled here. Each new vehicle would come fresh from the plant to the Auto Show in Washington in time for preview days on Capitol Hill. Participating OEMs would bring company representatives and a blogger to write about the journey and the event.

“Made Across America should light up the public’s love affair with new cars as the media dials into the campaign and the excitement builds,” said Reilly.

WANADA representatives met with Hyundai Motor America’s new CEO David Zuchowski and his team in the OEM’s new headquarters building in Fountain Valley, Calif. “It was an added benefit for me to be in Hyundai’s new headquarters,” Reilly said being a Hyundai dealer himself. “Working with Dave Zuchowski and his people is always a pleasure and time well spent,” Reilly said reflecting back on his longstanding relationship with Hyundai’s new CEO.

## Last call for tickets to WANADA’s changing-of-the-guard dinner

The deadline is fast approaching to get tickets for the dinner next Thursday, May 29, celebrating 82 years of the automotive business in Washington. The event will mark the transition of WANADA CEOs from Gerard Murphy, president, to John O’Donnell, president-elect. Murphy steps out after 30 years as CEO with O’Donnell stepping in after having served as assistant CEO for eight years. The 82 year reference above recognizes the timeline of three generations of Murphys operating successively heading WANADA, starting with Richard in 1932, Mike in 1955, and Gerry in 1983.

The dinner will take place at the newly opened Marriott Marquis, next to the Washington Convention Center in downtown DC. The Convention Center, of course, is the site of the Washington Auto Show.

To register for the event or to get information, contact Kristina Henry at (202) 237-7200 or [kh@wanada.org](mailto:kh@wanada.org).



## Montgomery County Board of Education honors WANADA



Winners of the Montgomery County Board of Education’s 2014 Distinguished Service Awards, among them WANADA CEO Gerry Murphy, second from right.

WANADA was one of 14 organizations and individuals to receive a 2014 Distinguished Service Award from the Montgomery County Board of Education this month. The Board created the awards to recognize contributions to public education and show appreciation to members of the community, businesses, Montgomery County Public Schools staff and school volunteers.

For almost four decades, WANADA has provided financial support and human resources to the Montgomery County Students Automotive Trades Foundation. In 1978, the association

teamed up with other businesses to create the ATF with the goal of developing productive business partnerships with Montgomery County Public Schools. WANADA offers feedback on auto industry trends to ATF to ensure an updated curriculum for its students. WANADA also actively participate in career development activities and introduces students to potential dealer employers for careers in auto service technology, customer sales and industry management.

In recent years, the MCPS program, now operating in several high schools, has acted as a feeder program for WANADA's Auto Dealer Education Institute Technician Development Program at Montgomery College in Rockville, Maryland.

## Fitzgerald Auto Malls installs 45,000<sup>th</sup> child safety seat



At the child seat installation (left to right): Jack Fitzgerald; Megan Mullally, winner of the 45,000<sup>th</sup> child seat; Mike Subin, director of the Montgomery County Office of Criminal Justice; Attorney General Doug Gansler; Rob Molloy, deputy director of the National Transportation Safety Board; and Chief Charles Bailey of the Montgomery County Fire & Rescue.

At its monthly Child Seat Inspection last week, Fitzgerald Auto Malls installed its 45,000<sup>th</sup> child safety seat since the program began in 1999. No other local volunteer program in the country has achieved that many child safety seat inspections.

WANADA member Jack Fitzgerald, CEO of Fitzgerald Auto Malls, started the program after learning the dangers of improperly installed child safety seats. “As a local business owner, I am proud to have the opportunity to work with the great government and state organizations to promote public safety,” Fitzgerald said. Montgomery County Police and Fire & Rescue Services have been involved in the program for 15 years.

Officials from the Montgomery County along with the state of Maryland were on hand at last week's event at Fitzgerald Auto Malls to include Attorney General Doug Gansler. “Today we celebrate a unique public-private partnership that has helped 45,000 children travel safer and given at least as many families greater peace of mind,” said Gansler.

## Senate passes \$265 billion highway bill; House is silent

As President Obama, Vice President Joe Biden and Transportation Secretary Anthony Foxx warned that insolvency in the Highway Trust Fund would abort construction projects, the Senate passed a \$265 billion transportation bill and the House did nothing. House Speaker John Boehner has said he is waiting to find funding before releasing a bill, according to *The Hill*.

The Senate bill keeps highway spending at current levels but does not address the coming bankruptcy of the Highway Trust Fund, predicted as soon as August. An earlier proposal by President Obama would fund transportation at \$302 billion by closing corporate tax loopholes – a nonstarter for Republicans.

The American Highway Users Alliance and the American Automobile Association both support the Senate bill. The AAA supports an increase in the gas tax, which has not risen since 1993. Because the gas tax has not changed, people are driving less and cars are more fuel-efficient, infrastructure costs exceed receipts by \$20 billion a year.

## Forgotten where you've parked? You're not alone!

More than half of drivers have forgotten where they've parked, making that the number one driving embarrassment, according to a new survey by Insurance.com. Driving over a curb in a parking lot and locking the keys in the car are the next most common gaffes, with women admitting to doing all of them more than men (that's admitting, not necessarily doing them more).

The rest of the top 10:

- Driven the wrong way down a one-way street
- Driven away with something on the roof, such as coffee or a purse
- Tried to open a car door and realized it wasn't your car
- Couldn't back out of a parking spot because other cars or objects were too close
- Dropped their money or food at a drive-through window
- Accidentally started their car's panic alarm and couldn't turn it off quickly
- Lost a toll ticket at the payment booth

### Staying Ahead...

Leadership is a potent combination of strategy and character. But if you must be without one, be without the strategy.

--Norman Schwarzkopf (1934-2012)

Commander of U.S. forces during the Persian Gulf War in 1991