

Headlines...

NADA issues "Dealer Priorities" list for informing Congress this summer

Maryland and Virginia dealers meet in Colonial Williamsburg for second joint Convention, June 26 – 29

"Flybrid" may be next new thing

Dealers team up with EPA on Energy Star Program to document dealership energy consumption

Last call for The Bobby Mitchell Hall of Fame Golf Classic

Position wanted: General Manager

Staying ahead...

NADA issues "Dealer Priorities" list for informing Congress this summer

Anticipating a Congressional recess that now might not happen, as the deadline for lifting the U.S. debt ceiling nears, NADA has issued its "Dealer Priorities" list for dealers to reference when communicating with their elected officials over the summer.

NADA says it is especially important to seek out members of Congress to discuss two major issues that will come to the forefront as early as July:

1. **Fuel Economy.** The Obama administration is moving towards a 56 mpg fuel economy standard likely to be rolled out in September for 2017-2025 model year vehicles. Members of Congress need to think about these realities.
 - An additional five percent fuel economy increase every year for eight years on top of annual increases of four percent for the next five years (model years 2012-2016) will make it difficult for manufacturers to make vehicles consumers want and can afford.
 - EPA and California regulators are trying to bypass Congress and set their own fuel economy standards for MY 2017-2025. Congress must reassert its authority to regulate fuel economy through the National Highway Traffic Safety Administration (NHTSA), which must consider jobs and consumer demand.
 - New fuel economy mandates do not need to be issued for three more years, especially since the auto industry is just starting to absorb the cost of last year's \$51.7 billion

- rule. Fuel economy rules are already set through 2016 and standards for 2017 and later do not need to be issued until 2015.
2. LIFO Repeal. As part of debt ceiling deficit reduction negotiations, the Obama administration has proposed LIFO repeal as a revenue increase. The tight deadline of August 2 and need for deficit reduction make this proposal a serious threat. NADA is part of a business coalition and has been meeting with the tax writing committees to express opposition to this provision. Congress needs to hear why this is a bad idea.
- LIFO repeal is unwise in a fragile recovery, as it would create a massive tax increase for many automobile dealers and other American small businesses.
 - LIFO is a legitimate accounting method that has been in place for over 60 years. Taxpayers may not change between LIFO and FIFO without approval of the Internal Revenue Service.
 - Repeal of LIFO is tantamount to the government changing the rules in the middle of the game, which will hurt America's car dealers and their employees.

NADA also is looking among its dealer membership for "Congressional Partners" for every member of Congress, such that dealers with good connections with Congressmen can register with NADA and be available on an "as needed" basis. Contact Joshua Heit at jheit@nada.org.

Maryland and Virginia dealers meet in Colonial Williamsburg for second joint Convention, June 26 - 29

Dealers from across Maryland and Virginia came together earlier this week in Virginia's celebrated colonial capital of Williamsburg to convene the second MADA/VADA joint convention where there were presentations from OEMs, public officials, dealer operations experts and association government relations staff. Renowned sales motivator, Jeff Gitomer, gave a lively and substantive presentation on the automobile business, as did Tom Loveless, Kia's vice president of sales. Dale Pollack of vAuto, Inc. gave an insightful presentation on used car operations, and Jared Hamilton, "tech geek *extraordinaire*," gave an illuminating session on the changed world of advertising from the burgeoning growth of social media and Internet utilization.



Jared Hamilton,
"tech geek"

Former Virginia governor and U.S. senator George Allen keynoted one of the Virginia breakout sessions, giving his view of the current political landscape from the perspective of a "common sense, Jeffersonian conservative."

WANADA was represented in political action and government relations breakout sessions by WANADA officers George Doetsch (Apple Ford), Charlie Stringfellow (Brown Automotive), Gerry Murphy and John O'Donnell.

MADA was headed up by Marisa Shockley (Shockley Honda) and Peter Kitzmiller, and VADA was headed by Brad Hunt (Southern Hospitality Automotive) and Don Hall.

“Flybrid” may be next new thing

A small British firm is developing what it claims to be a more cost-effective alternative to battery hybrid power, a totally mechanical system that uses a flywheel to capture energy from braking. The system is already being used by Porsche and others in race car technology, and the company believes the so-called “flybrid” system could make its first appearance in automotive showrooms before the middle of the decade.

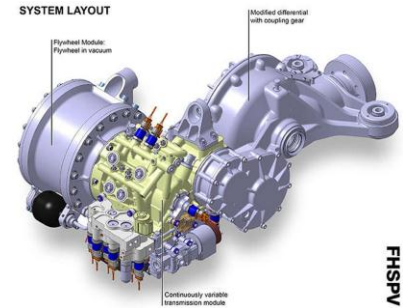
The technology is “smaller, lighter, more powerful and more efficient” than battery-based hybrids, claims Jon Hilton, managing partner of Flybrid Systems, which is based at the Silverstone race circuit in Northants, England. More impressive, it is expected to cost between \$1,800 and \$2,000 per vehicle, less than half the cost of a battery hybrid system.

The Flybrid flywheel weighs barely 11 pounds, measures 8 inches in diameter – and spins at 60,000 RPMs. The outer edge of the flywheel spins at Mach 2, or twice the speed of sound.

A larger, 83-pound flybrid on an LMP1 race car entered in the recent 24 Hours of Le Mans by Hope Racing pumped out a remarkable 135 hp almost instantaneously.

Theoretically, the flybrid can produce up to 200 hp, and would be suitable in applications ranging from minicars like the Nissan Versa or Ford Fiesta, all the way up to a medium-duty truck.

Flybrid Systems says it is currently working with nine different manufacturers on a variety of passenger car and truck programs, including one that sees a potential application on a 35,000-pound garbage truck. A major automaker is also expected to unveil a mechanically-based hybrid model using the Flybrid technology at the Frankfurt (Germany) Motor Show in September.



Dealers team up with EPA on Energy Star Program to document dealership energy consumption

NADA and EPA are jointly conducting a survey to create the benchmark for energy performance under the Energy Star Initiative, and they need dealerships to participate.

The data collected in the survey will be provided to EPA's Energy Star program for analysis to learn more about average dealership energy use and the main drivers of dealership energy consumption. With that information, a 1-100 Energy Star performance scale will be produced that will allow dealerships to compare their energy use to others nationwide. Dealerships with energy performance scores of 75 and higher will be eligible to earn an Energy Star designation, and will receive a certificate of achievement and recognition from NADA and Energy Star.

In 2007, WANADA member organization Fitzgerald Auto Malls, became the first automobile dealer group in the U.S. to become a “Green Power Partner” with the EPA and is an ongoing member of the Green Partner Leadership Club.

The 12 store dealership group typically recycles more than four million pounds of material each year and most of the dealerships are now run by power generated from wind turbines.

Below is NADA’s who-what-when matrix for dealer participation.

Who: Dealer Principals or general managers

What: Click the [Fill out the Survey](#) link and complete (All responses will be kept confidential.)

When: By July 15, 2011

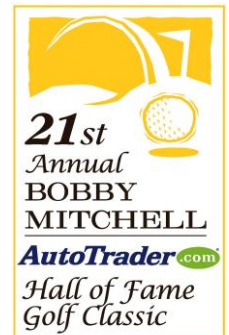
When filling out the survey, dealers need to put “Washington Area New Automobile Dealers Association” in the box at the bottom of the last page.

Last call for The Bobby Mitchell Hall of Fame Golf Classic July 9-10, Lansdowne Resort

There are still positions available in the Bobby Mitchell Hall of Fame Golf Classic and sponsorship opportunities for WANADA members, as organizers look ahead to the *grand finale* of the event that has spanned 21 years for the benefit of The Leukemia and Lymphoma Society. After more than two decades, founder and chief organizer, Bobby Mitchell, is stepping out of the event that bears his name after this year. During this time, the BMC has raised millions of dollars for blood cancer research while annually turning out scores of NFL and NBA legends from the Hall of Fame.

Coming out for the golf tournament and annual banquet dinner Sunday, July 10 and Saturday, July 9, respectively, are these football and basketball greats:

Bobby Mitchell - Washington Redskins 1983
Lem Barney - Detroit Lions 1992
Bobby Bell - Kansas City Chiefs 1983
Elvin Bethea - Houston Oilers 2003
Fred Dean - San Francisco 49ers 2008
Joe DeLamielleure - Buffalo Bills 2003
Richard Dent – Chicago Bears 2011
Wayne Embry - Milwaukee Bucks 1999
Darrell Green - Washington Redskins 2008
Chris Hanburger - Washington Redskins 2011
Ted Hendricks - Oakland/Los Angeles Raiders 1990
Ken Houston - Washington Redskins 1986
Sam Huff - Washington Redskins 1982
Rickey Jackson - New Orleans Saints 2010
Charlie Joiner - San Diego Chargers 1996
Sam Jones - Boston Celtics 1983
Sonny Jurgensen - Washington Redskins 1983



July 9-10, 2011
Presented by



&



WANADA Member Reception at the 2011 BMC

WANADA will once again host a member reception before the annual banquet at Lansdowne, commencing at 5pm in the Riverside Hearth Restaurant at Lansdowne on Saturday, July 9.

Leroy Kelly - Cleveland Browns 1994
Paul Krause - Minnesota Vikings 1998
Willie Lanier - Kansas City Chiefs 1986
Yale Lary - Detroit Lions 1979
Meadowlark Lemon - Harlem Globetrotters 2003
Floyd Little - Denver Broncos 2010
Larry Little - Miami Dolphins 1993
Tom Mack - L. A. Rams 1999
Gino Marchetti - Baltimore Colts 1972
Randall McDaniel - Minnesota Vikings 2009
Tommy McDonald - Philadelphia Eagles 1998
Lenny Moore - Baltimore Colts 1975
Anthony Munoz - Cincinnati Bengals 1998
John Randle - Minnesota Vikings 2010
Mel Renfro - Dallas Cowboys 1996
Oscar Robertson - Milwaukee Bucks 1979
Bob St. Clair San Francisco 49ers 1990
Charlie Sanders - Detroit Lions 2007
Billy Shaw - Buffalo Bills 1999
Art Shell - Oakland Raiders 1989
Jan Stenerud - Kansas City Chiefs 1991
Charley Taylor - Washington Redskins 1984
Emmitt Thomas - Kansas City Chiefs 2008
Andre Tippett - New England Patriots 2008
Paul Warfield - Cleveland Browns 1983
Roger Wehrli - St. Louis Cardinals 2007
Dave Wilcox - San Francisco 49ers 2000
Rayfield Wright - Dallas Cowboys 2006

Representing area dealers, WANADA has relished its role as the presenting sponsor of the BMC since 2001 in support of Tamara Darvish of DARCARS, who has chaired the event over the same period of time. This year, Enterprise joins WANADA as a presenting sponsor, while AutoTrader.com is the title sponsor.

To be part of a great event and great cause, contact Kelly Kent of the LLS at (703) 399-2938, or Kristina Henry in the WANADA office at kh@wanada.org, (202) 237-7200.

Position wanted: General Manager

A senior level auto executive with extensive experience in all aspects of dealership operations is seeking a position as a general manager. For more information, contact John O'Donnell in the WANADA office at (202) 237-7200.

Staying ahead...

A good hockey player skates to where the puck is. A great hockey player skates to where the puck is going to be.

--Wayne Gretzky, NHL Hall of Fame