

THE WANADA BULLETIN

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

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Industry veteran chairing Washington Auto Show Geoff Pohanka steps in as WAS chairman for 2016



As producer of the Washington Auto Show, WANADA is especially pleased to announce that long time dealer association leader, Geoff Pohanka, Pohanka Automotive, is chairing the 2016 event as well as WANADA's Auto Show Committee. As chairman of WANADA in 1998, Pohanka put Washington on course to becoming a world premier auto show when he, along with former WAS chair, Daniel Jobe, got WANADA leaders systematically interacting with OEM exhibitors at their headquarter locations and at the tier one industry auto shows in the U.S. and Europe. Once Washington was able to present itself as a premier industry auto show, which occurred after the opening of the world class Walter E. Washington Convention Center in 2004,

Washington was able to develop into the Public Policy Auto Show on the industry circuit that it is today.

"Washington is the only auto show venue in the world with the U.S. Congress down the street, which for better or worse, is the *de facto* partner of the OEMs in automotive design," Pohanka said. "Leveraging its self into the Public Policy Auto Show was as logical as it was natural for Washington, and that affords a thoroughly unique annual opportunity for OEM exhibitors everywhere," he said.

Pohanka has returned to WANADA's Board of Directors as WAS chairman. He also returned to NADA's Board representing Metropolitan Washington dealers, which happened earlier this year. Pohanka previously served on the NADA Board for two terms from 2002-2008. Joining him on

the 2016 Auto Show Committee are two former WANADA and WAS chairmen: George Doetsch, Apple Ford/Lincoln, and John Ourisman, Ourisman Companies. Daniel Jobe, Capitol Cadillac, who previously chaired the Auto Show, has returned to WANADA's Board, and just recently, became the state of Maryland representative on the NADA Board. Former Auto Show chairman and current officer of WANADA, Kevin Reilly, Alexandria Hyundai, is also on the Committee as is a former Auto Show chairman, Charlie Stringfellow. The seventh member of the Committee is Mark Zetlin, Mercedes Benz of Arlington.

The dates for the 2016 WAS are January 22-31, with Industry/Media Days--a.k.a. Public Policy Days--set for January 20-21. Chairman Pohanka and the Auto Show Committee will preside over the annual WAS Space Draw, where OEM exhibitors will determine their positioning in the 2016 Washington Auto Show.

Longtime Washington area dealer group supporter, Larry Shulman, honored with his wife, Bobbi



Hats off to WANADA's Kindred-line member, Larry Shulman, who was honored recently with his wife of 49 years, Bobbi, by the Jewish Community Relations Council of Greater Washington. Shulman, founder of the Shulman Rogers law firm, has been a second-to-none advocate for dealership career education. At a gala event full of notables from the business community, Congress, Montgomery County and the judiciary, the Shulmans were spotlighted for their years of game changing community service in a myriad of worthy causes, but most especially the advancement of career education.

Among other things, Larry Shulman was celebrated as a founder of the Montgomery County Students Automotive Trades Foundation in the late 1970s, which created the "Minidealership" program that continues to thrive in the county school system to this day. The Minidealership concept inspired other school systems, notably Fairfax County, to adopt auto dealer career education, and it set the stage for the Auto Dealer Education Institute's Auto Technician Development Program, which has resulted in scores of professionals entering the ranks of dealership service departments as line technicians.

Bobbi Shulman, working separately and in tandem with Larry, has served on the boards of Montgomery College and the Universities at Shady Grove, in addition to serving as director of the Montgomery County Workforce Development Corporation. She also managed a national workforce grant for the U.S. Chamber of Commerce.

WANADA salutes the Shulmans, Bobbi and Larry, for the well-deserved recognition.



CBM officers at the Washington SmartCEO event honoring their firm. Left to right: Pete Reilly, Managing Partner, Patricia Drolet, and Richard Morris.

CBM named "CPA Firm of the Year"

Longstanding Kindred-line member, Councilor, Buchanan & Mitchell has been named “*CPA Firm of the Year 2015*” by Washington SmartCEO at its recent *CPA & ESQ Awards* event.

Last year, CBM implemented a number of innovative initiatives for its business clients while sharpening its internal multi practice policies to broaden the firm’s state-of-the-art expertise.

CBM managing partner, Peter D. Reilly, CPA, CVA, on hand with other officers of the firm at the Washington SmartCEO event, accepted the award, referencing the firm’s significant growth as the result of two mergers in

2014, which allowed CBM to expand to two locations with 55 professional and administrative staff.

When asked by award sponsors to share the best professional advice he ever received, Reilly had this to say: “Hire good people, give them the training and tools they need to be successful, and provide them with challenging and rewarding work.”

“I took that advice to heart and am proud to say that we have a great practice,” Reilly said. “We provide our staff with ongoing training and education, a mentorship program, and assignments in both tax and auditing across a variety of industries, resulting in a well-rounded, experienced team of professionals.”

WANADA offers every best wish to Pete Reilly, Pat Drolet, Richard Morris, Jim Tortorella, Dan Weaver and the entire CBM team on being spotlighted with this honor.

Alternative-fuel cars now seen as mainstream, surveys say

Two recent online surveys suggest that alternative-fuel vehicles (AFVs) may have moved from the early adopter stage to the mainstream, even as their numbers remain small, notes Mark Phelan, auto columnist for the *Detroit Free Press*.

Just over half of respondents to an Autotrader poll said if they are considering buying an alternative-fuel vehicle, they want it to look the same as a regular car. That clearly shows a different mindset from the early Prius buyers, who wanted their car choice to shout “green.” Now AFV buyers just want to blend in.

And when visitors to Autopartwarehouse.com were asked what they thought of AFVs, an impressive 86 percent said hybrids and EVs are here to stay, and 55 percent said they would consider buying one.

More than half said the fuel savings wouldn’t be worth the extra cost. The would-be buyers are willing to pay extra for the environmental benefit.

Google tests prototype driverless cars on public streets

Google has started testing prototype driverless cars on public streets in Mountain View, Calif. The company has worked with suppliers to build about 150 prototypes, but only a few are on the road. The cars have driven more than a million miles on test tracks since the project started.

“These prototype vehicles are designed from the ground up to be fully self-driving,” Google said in a blog post.

“They’re ultimately designed to work without a steering wheel or pedals, but during this phase of our project we’ll have safety drivers aboard with a removable steering wheel, accelerator pedal and brake pedal that allow them to take over driving if needed.”



Google’s driverless prototypes can drive no faster than 25 mph.

The prototypes’ speed on public roads is capped at 25 mph, so they are not subject to the same safety regulations as regular vehicles. Google has reported a few accidents to state police in the past several months, but they were mostly caused by other drivers rear ending the autonomous prototypes.

Google has talked with several automakers about building an autonomous car.

70% of Americans plan a summer road trip

If it’s summer, it must be time for a road trip. Seven in 10 Americans plan one this summer, driving an average of 1,300 miles, according to a recent Harris Poll.

Millennials are the most likely to be planning at least one driving trip, at 79 percent, and Gen Xers the least likely, at 64 percent. Families with children at home are more likely (82 percent) to plan a road trip than those without (66 percent).

Safety features are important to road travelers. More than 85 percent said they would feel safer if their car had a blind spot monitoring system.

Position Wanted: General Manager

A seasoned, senior dealership executive is seeking a position as a general manager. Relocating back to the Washington area, the applicant has had gm experience in Florida, Georgia and Texas. The applicant has been recognized by industry organizations spotlighting leadership and special expertise in dealership development, planning and restructuring. Members interested should contact Joe Koch at jk@wanada.org or 202-237-7200 for more information.

Notice:

Position(s) Wanted is a WANADA member program for dealer and Kindred line employers in which WANADA refers persons seeking employment in a variety of capacities. These individuals present to WANADA their workplace experiences and credentials. All employment information from the Position(s) Wanted Program that prospective employers receive on referral from WANADA is subject to verification by prospective employers. WANADA, accordingly, is not responsible to prospective employers for information provided by those using the Position(s) Wanted Program. WANADA does not refer anyone seeking employment through Position(s) Wanted who it knows is employed by a new car dealer at the time they are using the Position(s) Wanted Program

MD dealer reps meet with Lt. Gov. Rutherford

WANADA teamed up with MADA for a dealer meeting in Annapolis last week with Maryland Lt. Gov. Boyd Rutherford, (R) to discuss industry priorities.



Left to right: John O'Donnell, WANADA; Lt. Gov. Rutherford; John Darvish, DARCARS; and Jamie Darvish, DARCARS.

Staying Ahead...

“She’s the boss, and I’m the hoss,” said career restaurateur, Mel Krupin, of his joint venture with Gloria, his wife of 60 years. The two are now operating Attmans Deli in Potomac, MD.

Mel, 85, was maître d' at Washington’s landmark restaurant *Duke Zeibert’s* before opening his own legendary downtown DC restaurant *Mel Krupin’s*.

