

# THE WANADA BULLETIN

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

WANADA Bulletin # 29-16

July 29, 2016

## Headlines...

Dealer assn. reps join MD Democrats at DNC

Washington sells out space to OEMs for 2017 Auto Show...

WANADA joins DOT for announcement of Build America Bureau

Registration open for NADA Convention, Jan. 26-29, New Orleans

Tim Kaine's VA business legacy and looking ahead

Nearly half of global fleet will be connected by 2020 – IHS

Staying Ahead...

## Dealer assn. reps join MD Democrats at DNC



MD Senate President Mike Miller (2<sup>nd</sup> from right) with Michael Harrington, NADA (right) and WANADA reps Gerry Murphy (left most) and John O'Donnell



WANADA CEO John O'Donnell (left) with MD lawmakers, Sen. Ben Cardin (above) and Rep. John Delaney (below)



WANADA reps joined NADA for portions of this week's Democratic National Convention in Philadelphia. Specifically, John O'Donnell and Gerry Murphy of WANADA were on hand for the Maryland Celebration Breakfast on the second day of the DNC having teamed up with MADA and our Annapolis lobbyists Rifkin Weiner Livingston. The full gamut of Maryland political leadership was on hand at the breakfast from members of Congress, legislative leaders from the General Assembly and local leaders from counties and cities.

Senators Barbara Mikulski and Ben Cardin presented remarks, with good wishes expressed by House Minority Leader Steny Hoyer, Congressman Chris Van Hollen (soon to be Sen. Van Hollen), John Delaney and Donna Edwards. Maryland Senate president Mike Miller was also on hand as was Attorney General Brian Frosh and his predecessor Doug Gansler.

“The opportunity to get up with the lion’s share of Maryland’s political leadership was easy to do by catching the early morning train to the DNC in Philadelphia for breakfast,” said John O’Donnell. He and Murphy met up with Mike Johansen of Rifkin Wiener to board the 5:16 am train north from BWI.

## Washington sells out space to OEMs for 2017 Auto Show... ...then everyone goes to the ball game at Nationals Park

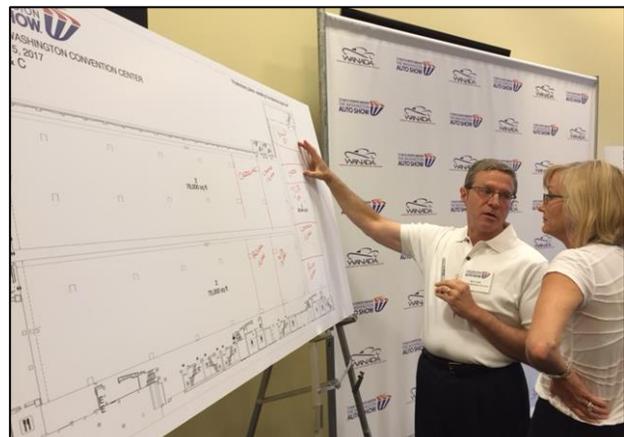


Auto Show Producer John O’Donnell explains Space Draw rules to OEM exhibitor reps onsite in DC to sign up for 2017

The signature Space Draw for The Washington Auto Show is always a good mix of seriousness and good sport, and this year’s meeting at Nationals Park was no exception. The Space Draw marks the moment when a combination of luck (a coin toss to determine order) and planning helps OEM exhibitors determine their location on the show floor at the Walter E. Washington Convention Center. WANADA CEO and Auto Show Producer John O’Donnell presided over Space Draw formalities for OEM exhibitors at the meeting on July 21<sup>st</sup>.



FCA’s Darilyn Connley indicates her choice of location to WAS Manager Bob Yoffe.



Show Manager Bob Yoffe shows the WAS floor plan to Joyce Jordan of Porsche.

Everyone is hoping for better Washington weather than the Auto Show had this year with the Blizzard of 2016 knocking out 4 of the show's 10 days. But January will be a busy month all around, between the NADA Convention January 26 to 29 and the Presidential Inauguration January 20. Auto Show consumer days will number 10 again in 2017, January 27 to February 5. Because of the Inauguration, the Convention Center will have less space available for the Auto Show.



Jennifer Wilson of Volvo with Shawn Redding from Events DC at the Auto Show Space Draw.

Porsche is returning to the show in 2017 after an absence of eight years. All the major automakers were vying for space, and all available space was sold at the meeting. OEM participants were then invited to stay for an afternoon baseball game at Nationals Park where the Nats sadly lost to the L.A. Dodgers, 6 to 3, yielding Nats star pitcher Stephen Strasburg his first loss of the season.

Joining Auto Show Chairman Geoff Pohanka are these members of WANADA's 2017 Auto Show Committee: George Doetsch, Apple Ford; Daniel Jobe, Capitol Cadillac; John Ourisman, Ourisman Companies; Kevin Reilly, Alexandria Hyundai; Charlie Stringfellow, Malloy Hyundai and Mark Zetlin, Mercedes-Benz of Arlington.

Media/Industry Days on Capitol Hill and onsite at the Convention Center are planned for Jan. 24-26 and will feature the *Mobility Talks International Symposium*

More information about the 2017 Auto Show is available at [www.washingtonautoshow.com](http://www.washingtonautoshow.com). Check back for updates.

## WANADA joins DOT for announcement of Build America Bureau



Transportation Secretary Anthony Foxx inaugurates the Build America Bureau.



Former DOT Secretary Norman Mineta with WANADA's Joe Koch.

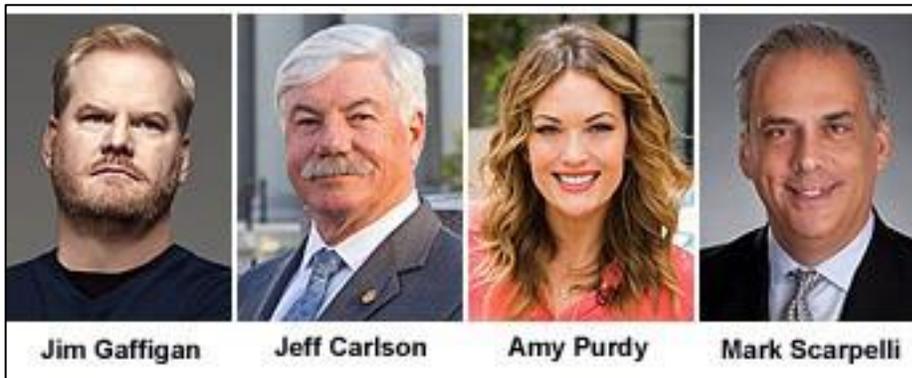
Washington Auto Show representatives were among a select group invited to the U.S. Department of Transportation's recent announcement of the Build America Bureau. The initiative is to be a new DOT division to advance infrastructure and smart city projects.

The Bureau is designed to streamline credit opportunities and access to federal grant monies for states, municipalities and public-private partnerships around the country engaged in such projects. On hand for the July 20 announcement at DOT's New Jersey Avenue headquarters were the upper echelon of transportation policy notables, including former GSA Administrator Dan Tangherlini, newly appointed DOT Undersecretary for Policy Blair Anderson and former Secretary of Transportation Norman J. Mineta.

Current Transportation Secretary Anthony Foxx spoke of the importance of innovative funding mechanisms for the country's transportation infrastructure to continue to improve. WANADA Vice President of Operations Joe Koch was there to network with key individuals and to spread the word about The Washington Auto Show's 2017 Mobility Talks International Symposium, Jan. 24-26 which will have a vehicle demonstration track devoted to smart cities and infrastructure development.

## Registration open for NADA Convention, Jan. 26-29, New Orleans

Registration for attendance and housing is now open for the 2017 NADA Convention January 26 to 29 in New Orleans. It promises to be a blockbuster, too, as it will kick off the celebration of NADA's 100<sup>th</sup> year.



NADA has announced several keynote speakers. Jim Gaffigan, an entertainer and father of five who has written two best-selling books, will speak on Friday, as will Jeff Carlson, 2016 NADA chairman.

On Sunday, Amy Purdy will offer an inspirational talk based on the obstacles she has overcome. Purdy lost her legs, spleen and kidney to bacterial meningitis at age 19. Yet today she is a competitive snowboarder, best-selling author, actress, model and clothing designer. Also speaking on Sunday: NADA Vice Chairman Mark Scarpelli.

The Convention begins on Thursday, January 26, with the NADA 100 Carnival, an exclusive opening event for NADA and ATD members, international affiliates and guests. The party takes place at Mardi Gras World from 7:00 p.m. to 10:00 p.m. The MADA/VADA/WANADA Dealers Reception – a.k.a. “the best party at NADA” -- is set for Sat., Jan. 28 at *Latrobe's on Royal Street* in the French Quarter. Invitations on the Tri-Association party to be posted in September.

## Tim Kaine's VA business legacy, and looking ahead

Voters around the nation are trying to answer a question area dealers are familiar with: Who is Tim Kaine? The Washington Business Journal has written a piece exploring Kaine's business legacy from 2006 to 2010, when he was governor of Virginia.

During his term, Forbes ranked Virginia as the best state for business every year but one, when it was ranked second. Taxes remain low compared with Maryland and DC. The Old Dominion's reliance on federal contracts helped keep its unemployment rate lower than the rest of the country during the Great Recession, but also made it more vulnerable to the federal sequestration cuts after Kaine's tenure ended.

One big business coup for Kaine: persuading the Hilton to move its headquarters to Fairfax County. A few months after Kaine left office, Northrup Grumman relocated to Falls Church.

Kaine also presided over a transportation change that affected many dealers: bringing the Silver Line to Tysons, with above-ground stations instead of the tunnel many lobbied for. With land costs soaring after the Silver Line was confirmed, many dealers on the former "Dealership Row" on Route 7 moved farther out.

WANADA members in Virginia have no doubt noticed the speculation about who Governor Terry McAuliffe might appoint to replace Kaine as U.S. Senator if he becomes Vice President, now that he has been nominated by the Democrats for the office. One possibility is Don Beyer – currently a U.S. Congressman, formerly Ambassador to Switzerland, but always an auto dealer and highly esteemed WANADA member!

## Nearly half of global fleet will be connected by 2020 – IHS

A robust 55 percent of new vehicles sold globally by 2020 will be connected, as will nearly half of the fleet in operation, according to a new IHS Automotive survey. "Connected" refers to advanced driver assistance systems (ADAS), smartphone integration, telematics, infotainment, remote vehicle controls, Wi-Fi and autonomy.

Nearly one-third of survey respondents said they would ride in a self-driving vehicle and buy one. Another 25 percent said they would ride in one but not buy one. The numbers are even higher for millennials: More than half would buy a self-driving car and 75 percent would ride in one.

U.S. consumers are the most willing to pay extra for ADAS features – between \$427 and \$505 when they buy the car. Consumers from other countries (China, Germany and the UK) expect advanced safety systems to be included at *no charge*.

As for other functions, a whopping 89 percent U.S. millennials said they would pay for software updates to their car's infotainment system. When using smartphones in their vehicles, the most commonly used apps globally were for navigation, weather, music and news.

### Staying Ahead...

Let us never forget that government is ourselves and not an alien power over us. The ultimate rulers of our democracy are not a president and senators and congressmen and government officials, but the voters of this country.

--Franklin D. Roosevelt