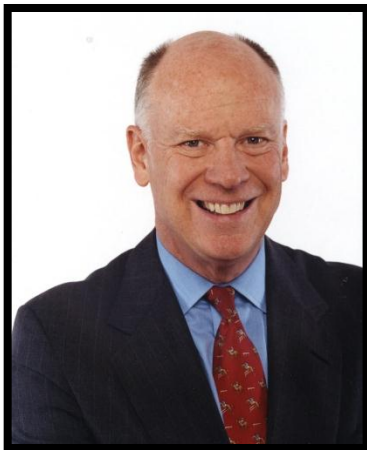


Headlines...

Knight Kiplinger to keynote WANADA Annual Lunch
WRAP gives Prince George's County Police its Law Enforcement Award
Washington Metro escapes worst of Sandy's wrath
Recognizing flood-damaged vehicles
Kelley Blue Book: New-car sales to surpass 15 million in 2013
When we feel jittery, we vote the bums out
Used-car prices still high, but leveling off, says NADA
Online dealer ads bring buyers from farther, says AutoTrader.com
SUV sales likely to grow globally
Thought for the Week...

Renowned business forecaster Knight Kiplinger to keynote WANADA's Annual Lunch, Dec. 5, Mayflower Hotel



WANADA is especially pleased to announce the return engagement, by popular demand, of the incomparable Knight Kiplinger who will keynote the association's Annual Meeting and Luncheon set for Wednesday, December 5 at the Mayflower Hotel in Washington.

Kiplinger's presentation couldn't be more timely with a new, or reelected president, a new administration and new Congress having just been voted into office poised to take over in 2013. The economies of America and the world couldn't be more foremost on everyone's mind, to say nothing of the prospects for the auto industry and business in general going forward. Few are more astute on this subject or better able to forecast where things are headed than the editor in chief of The Kiplinger Letter that bears his name, WANADA's keynoter Knight Kiplinger.

Kiplinger's last time with WANADA dealers was six years ago at which time he spotted the development of a number of major business trends that have come to fruition today.

Chairman's gavel to pass from Chip Lindsay to Danny Korengold

Chairman Chip Lindsay of Lindsay Automotive is stepping out as chairman of WANADA and Danny Korengold of Ourisman of Virginia is stepping in at the Annual Meeting

of members that will take place at the association's Annual Luncheon. This is a unique opportunity for WANADA dealers, dealer community supporters and friends to come together for unparalleled business networking where the focus, the only focus, is the automobile business in the Washington area market! Make plans *now* to be part of it on Wednesday, December 5 at the world class Mayflower Hotel in downtown Washington. Sign up for WANADA's 2012 Annual Meeting and Luncheon by [clicking here](#) to download the registration form. Contact Kristina Henry with questions at 202-237-7200 or kh@wanada.org.



John O'Donnell of WANADA, the 2012 chairman of WRAP, conducts the sober driving group's annual meeting.

WRAP gives Prince George's County Police its Law Enforcement Award

The Washington Regional Alcohol Program (WRAP) last week presented the Prince George's County Police Department with its 2012 Law Enforcement Award for its stellar efforts to keep county roads safe by targeting drunken and drugged driving and underage drinking.

WRAP Chairman John O'Donnell of WANADA presented the award at WRAP's annual meeting last week. "This year's recipient of WRAP's 2012 Law Enforcement Award was an easy choice, if just for the sea change which has occurred in this law enforcement agency's approach and energies

targeted toward the prevention of alcohol-related traffic incidents," O'Donnell said.

One of the police department's crime-fighting efforts is the "Take 30 for Traffic" program, in which officers take at least 30 minutes of their patrol time to conduct high-visibility traffic enforcement in high-crime areas.

The WRAP organization, advocating sober driving in this region for almost 30 years, is comprised of high level representatives from major Washington area localities, police agencies, and major business organizations such as WANADA. WRAP's leadership, which O'Donnell oversees, consists of an 18 member board of directors.

Washington Metro escapes worst of Sandy's wrath

In the Washington area, at least, the predicted *Frankenstorm* of Hurricane Sandy turned out to be much milder than most expected. Dealers in New Jersey and New York weren't as lucky.

For D.C. area dealers, the worst problem was the lost business from two days when most closed their stores. The end-of-the-month slowdown hurt otherwise strong October sales nationally.

But short-term losses will likely be offset by longer-term gains as consumers who lost their cars—tens of thousands or more—start to replace them. That means higher prices for both new and used vehicles. Ricky Beggs, vice president of the Black Book, told *TheDetroitBureau.com* that dealers on the East Coast can be expected to raise the bid prices at auction. Used-car supply, which was starting to come back, can be expected to tighten again.

The number of dealers and the amount of vehicle inventory affected nationally is still unknown. As many as 800 Ford Motor Co. dealerships were touched by the storm, Ford CFO Bob Shanks told Bloomberg in the immediate aftermath.

NADA has mobilized its emergency relief fund to help victims of the hurricane. Dealers or employees can apply for aid, and others are encouraged to donate to the fund, through [NADA's website](#).

Nissan said it would offer employee pricing and discounted financing to hurricane victims. The company has more than 225 dealers in the affected areas.

Recognizing flood-damaged vehicles



It's not always easy to spot a flood-damaged car that has had its title washed.

In the awful wake of Hurricane Sandy and *Frankenstorm*, dealers should be on the lookout for flood-damaged vehicles that are not title branded as flood vehicles. Standards for title branding differ by state, and importing a vehicle across state lines can make the title brand disappear.

“People who try to resell these cars purchased from insurance auctions may have done a very good job of cleaning the vehicle and know how to remove a flood brand from the title,” NADA’s Bailey Wood told MSN Autos. “No reputable dealer wants to sell a flood-damaged vehicle, because it’s likely to have problems in the future.”

Signs that might indicate a vehicle is flood-damaged (from the Pennsylvania Automotive Association):

- Water and grit in the interior and in the engine compartment.
- Dried mud or residue under the dashboard; mold or a musty smell in the upholstery, carpet or trunk.
- Mud or grit in alternator crevices, behind wiring harnesses and around the small recesses of starter motors, power steering pumps and relays.
- Rust and flaking metal in the undercarriage or other components.

Kelley Blue Book weighs in: New-car sales to surpass 15 million in 2013

New-car sales in 2013 are expected to exceed 15 million, driven by replacement demand, low interest rates and compelling product redesigns and introductions, says Kelley Blue Book.

“These factors have kept vehicle sales moving forward despite powerful economic headwinds, and Kelley Blue Book analysts believe demand will remain strong enough to drive sales even further along next year,” says Alec Gutierrez, senior market analyst of Automotive Insights.

The forecast was made *before* Hurricane Sandy, which could pump up future sales. It is in line with a similar forecast by Edmunds.com a month ago. Both expect 2012 sales of 14.4 million.

Kelley Blue Book expects 300,000 to 500,000 additional buyers to enter the market next year, thanks to the rebound in leasing that started in 2010. About 600,000 more vehicles were leased in 2010 than in 2009.

Consumer confidence and unemployment figures are highly correlated to vehicle sales, says Gutierrez. Both are improving modestly, but not at levels that would support sales of 16 million or more.

When we feel jittery, we vote the bums out

Jitters among the electorate bode well for challengers of incumbents on Election Day according to CNW Marketing Research. This happens when voters are nervous about economic conditions and vote against the incumbent in the presidential race. This bit of folk wisdom/common sense has now been quantified by a Pre-Election Jitters Index created by CNW.

The research firm creates a monthly Jitters Index based on how nervous people are about paying for their own federal taxes, gas prices and child’s education, and about their job stability, ability to meet their day-to-day financial needs, the condition of their investments, food prices and local taxes. The higher the number (on a 10-point scale), the more *jittery* people feel.

CNW traced the index against presidential elections back to 1980 and found that if consumers showed serious concerns about their own economic condition, the election went against the incumbent or the incumbent’s party. For example, George H. W. Bush lost in 1992 when the Jitters Index was at 6.81.

More recently, the challenger party (Republican) won by a wide margin in the 2010 mid-term elections after the Jitters Index climbed to 7.7. It is now at 7.93, the same level that greeted Ronald Reagan in 1980. And we’ll know after next Tuesday whether this holds true in 2012.

JOHN A. PÉREZ
Councilwoman Jan Perry and the Vernon Central Workforce Development Network bring you to

VERNON-CENTRAL COMMUNITY

JOB AND RESOURCE FAIR

SATURDAY
October 30th, 2010
9am - 12pm

CONSTITUENT SERVICES CENTER
OFFICE OF COUNCILWOMAN JAN PERRY
4201 S. CENTRAL AVENUE
LOS ANGELES, CA 90001

For more information:
<http://www.zamco.org/jobsfair>
or call (213) 926-4646

In partnership with

All Peoples Chamber/Center CDRecru LAWFC

How people feel about their job stability can affect their vote.

Used-car prices still high, but leveling off, says NADA



The Power of Vehicle Information

After three years of dramatic growth, the average price of used vehicles will rise a modest 1 percent to almost \$14,500 this year, says the *NADA Used Car Guide* in a new report.

“This year, used-vehicle price growth hasn’t been as robust as the past few years, in part because traditional new-vehicle buyers who purchased used vehicles during the recent economic downturn are returning to the new-vehicle market,” said Jonathan Banks, executive automotive analyst of the *Used Car Guide*.

Although used-car prices are leveling off, they will still finish the year at a historic high. The continuing recovery in new-vehicle sales is helping to improve used-vehicle supply by generating more trade-ins. Added to that is the increase in fleet and off-lease volume, which will help fuel an increase in used supply of units three years old and younger.

The number of used units four years and older will fall in the next six months, says NADA.

Used-vehicle demand will continue to grow, but more slowly than in the past few years. Credit accessibility and a gradually improving job market should help buyers’ purchasing power.

Online dealer ads bring buyers from farther, says AutoTrader.com

More car buyers who used the Internet during the shopping process drove farther to make a vehicle purchase, says a new study by AutoTrader.com, “Have Internet, Will Travel.”

Of the more than 67,000 new- and used-car buyers surveyed, two and a half times more buyers who traveled 30 miles or more used the Internet during the shopping process. Dealers were much more successful in attracting buyers from farther away if they used multiple custom photos of the actual vehicle, walk-around video and vehicle comments, reports AutoTrader.



The BMW X6 will spawn more SUV coupes from the X line.

SUV sales likely to grow globally

The SUV market won’t be slowing down anytime soon, according to a recent analysis by R.L. Polk & Co. SUVs now make up nearly 16 percent of the global vehicle market.

There are more SUV models and versions than ever, and rather than taking share from other SUVs, they will likely steal sales from other segments.

“The SUV segment is developing in two directions,” says the Polk report, “What Comes After SUVs?”

One is the increase in personalization in higher-end segments, with SUV coupes planned by BMW, Mercedes and Audi. In the lower-priced segments, the price-benefit ratio and practicality hold greater sway, but there will still be opportunities for personalization.

“The market still offers opportunities for niche products to become high-volume models,” says the report, as the Honda CR-V, Toyota RAV-4 and Hyundai Tucson have done globally.

Thought for the Week...

The most important concern of the average American voting for president is basic, that being “who will I have in my house on TV, radio and over the Internet for the next four years and will I be pleased or disappointed with that.”

-- Chris Matthews, MSNBC News