

THE WANADA BULLETIN

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

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Expanded Green Car Awards at 2015 Washington Auto Show



Hyundai Tucson Fuel Cell: Green SUV of the Year finalist



Audi A8 TDI: Luxury Green Car of the Year finalist

The 2015 Washington Auto Show will host an *expanded* Green Car Awards program that will include the Luxury Green Car of the Year, the Green Car Technology Award and the Green SUV of the Year. Winners will be announced at the show's Public Policy Day at the Washington Convention Center January 22.

"As the central address where the auto industry meets public policy, the Washington Auto Show recognizes the critical role of sustainability in this sector and our role in promoting progress," said Kevin Reilly, Auto Show chairman. "We are delighted to expand our longstanding relationship with the *Green Car Journal* in putting these issues front and center."

Green SUV of the Year finalists are the Honda CR-V, Hyundai Tucson Fuel Cell, Jeep Grand Cherokee EcoDiesel, Lexus NX 300h and Mazda CX-5. These crossovers and SUVs include hybrid, hydrogen, high efficiency gasoline and clean diesel models.

Finalists for Luxury Green Car of the Year are the Audi A8 TDI, BMW i8, Cadillac ELR, Porsche Panamera S E-Hybrid and Tesla Model S. The field includes clean diesel, hybrid, plug-in hybrid and battery electric

aspirational vehicles that achieve improved environmental performance in distinctly different ways.

Green Car Technology Award finalists include an array of technologies that make it possible for vehicle models of all types to achieve improved environmental performance. The finalists are the BMW i8 Plug-in Hybrid Powertrain, BMW i3 REX Range Extender, Chevrolet CNG Bi-Fuel Powertrain, Ford F-150 Aluminum Body, Ford 2.7-liter EcoBoost V-6, Honda 1.5-liter Earth Dreams Engine, Kia Soul Electric Powertrain, Tesla Dual Motor AWD, Volvo Drive-E and the VW e-Golf Electric Powertrain. The Cadillac ELR's 'Regen on Demand' system was honored as the Green Car Technology Award winner in 2014, and Mazda's SKYACTIV technology won in 2013.



Kia Soul Electric Powertrain is a finalist for Green Car Technology Award.

“Automakers are stepping up to meet the challenge of offering increasingly efficient, environmentally positive vehicles in all classes of vehicles,” said Ron Cogan, editor and publishers of the [Green Car Journal](#) and [CarsOfChange.com](#). “Their achievements in improving environmental impact in the popular SUV segment, an inclusive focus on aspirational vehicles and use of innovative green technologies deserve to be recognized.”

George Will to address changed political landscape at WANADA Annual Luncheon, Dec. 2



Renowned syndicated columnist and political commentator George Will is poised to address the new politics in Washington when he speaks at the WANADA Annual Meeting on December 2. Will received an enthusiastic reception when he spoke at the same WANADA event earlier, and dealers, WANADA guests and industry colleagues will be interested to hear his views on the aftermath of the midterm elections.

Taking place at the Ritz Carlton Tysons Corner, the meeting will start with a networking reception at 11:30 a.m., lunch at 12 noon, a WANADA Business Session at 12:30 p.m. and Will's presentation at 1 p.m. The business portion of the meeting will include a state of the industry and regional automobile business report from WANADA's leaders.

Luncheon tickets are available now for individual seats or at a discounted table rate. To pay by credit card click [here](#). To pay with a check, click [here](#) and download the registration form. For more information on the Annual Meeting & Luncheon, contact Kristina Henry, director of events, at (202) 237-7200 or kh@wanada.org.

Electronic liens for Maryland dealers: Guidelines from the MVA

The Maryland Motor Vehicle Administration (MVA) has contracted with four vendors to provide Electronic Lien Service (ELS). The MVA has also created a [website](#) providing complete instructions for obtaining a lien code, signing up with an ELS vendor or making changes in lien codes and vendor assignments. The website also contains the required form and the dedicated email address for the MVA ELS unit.

ELS will be implemented in phases starting this month. The Maryland title and Security Interest Filing (SIF) will continue to print at the time of recording (same as current process). During the first phase, all ELS vendors will receive a daily file notifying them of any liens filed on their

participating lien holders' behalf. ELS lien holders will also be able to send their lien releases to the MVA through their vendor. When a lien holder releases a lien electronically, they may request that a clear title be sent to a dealer who paid off the lien or an insurance company that has paid off a lien on a salvage vehicle.

Phase 2 development will begin in the first quarter of 2015. During the second phase of ELS, titles and SIFs will not print when a lien is recorded by a lien holder who is signed up with an ELS vendor. Also during this phase, lien holders will be notified, through their vendors, of any changes made to a vehicle title and of any lien holder succession changes.

In the future, the ELS system will facilitate the move to fully electronic titling in Maryland. Lien holders are encouraged to sign up with a vendor to receive the benefits of participating in the program.

Direct any questions to the MVA's ELS unit at mvaelsinfo@mdot.state.md.us.

Fitzgerald Auto Malls honored as Green Dealership of the Year



Presenting the award to Fitzgerald (center) are Coalition executive director Ron Kirby (left) and WANADA's John O'Donnell.

Jack Fitzgerald accepted the Green Dealer of the Year Award for Fitzgerald Auto Malls, bestowed by the Greater Washington Clean Cities Coalition. WANADA CEO John O'Donnell, a director at GWCCC, presented the award.

Fitzgerald Auto Malls is an ISO 14001 registered company, meaning it complies with international standards on environmental management, encompassing policies, procedures and audits. The company has an Environmental Quality Policy that includes extensive recycling, efforts to reduce consumption of energy, and meeting or exceeding the requirements of all environmental laws and regulations. All of the electricity at Fitzgerald

facilities, for example, is purchased from renewable energy sources, mostly wind power at all of its Maryland dealerships.

Fitzgerald Auto Malls was recognized by the Environmental Protection Agency in the Leadership Club as a Green Power Partner. Fitzgerald is also a longstanding member of the Clean Energy Partnership.

WANADA congratulates Jack Fitzgerald and Fitzgerald Auto Malls on this well-deserved honor!

Some small businesses will see big hike in health care premiums

When this year's health insurance plans are renewed, some small businesses will see a big jump in premiums. Here's why:

Starting in 2014, premiums for businesses of 50 or fewer employees will be set for individual employees based on factors such as age and whether they are getting family or individual insurance. That means that employees older than 40 and those choosing family insurance plans will pay much higher premiums. In the past, the premiums were based on an average for all employees at a business.

Starting in 2016, the new method of calculating premiums will be extended to businesses of 100 or fewer employees.

The *New York Times* reports that “provisions that were supposed to help small businesses offer employee health benefits are largely seen as a failure,” and many small businesses are simply telling their employees to buy insurance through the state health care exchanges. The separate small business exchanges, known as the Small Business Health Options Program (SHOP), are still ramping up.

October sales up 6%, tracking toward 16.4 million for the year

A strong October showed again that auto sales seem unstoppable, as U.S. sales rose 6 percent from a year ago to a seasonally adjusted annual rate (SAAR) of 16.4 million. October was the seventh month this year with a monthly SAAR in the range of 16 to 16.9 million, according to NADA economists.

“October was another strong month for the automotive sector, driven by a combination of low fuel prices, available credit and the ongoing pent-up demand factor,” said Karl Brauer, senior analyst at Kelley Blue Book.

Chrysler Group, Nissan, Toyota, Acura, Honda, Hyundai, Volkswagen, Kia, GM, Audi, Mercedes-Benz, BMW and Subaru all reported sales gains. Chrysler jumped 21.7 percent, GM edged up 0.2 percent and Ford fell 1.7 percent.

In October year-to-date sales, cars held a market share of 47.3 percent and light trucks 52.7 percent, said NADA. Washington area sales are typically more weighted toward cars, as shown by the R.L. Polk quarterly report.

“October vehicle sales were the best for the month in 10 years as an improving economy and lower gas prices drove strong SUV sales,” said Bill Fay, Toyota division group vice president and general manager.

The average new-vehicle loan in October was 67 months, the second longest on record, according to Edmunds.com. The average transaction price, at \$32,957, was up 2.4 percent from a year ago, reported TrueCar. “Transaction price gains in October continued to outstrip incentive spending,” said John Krafcik, president of TrueCar.

Voters across country reject gas tax hikes, speed camera revenue to raise transportation funding

Because the federal gas tax has not been raised in 20 years and Congress has put together a long-term infrastructure plan, states and cities are looking at possible sources of funding for road upkeep. But voters in Massachusetts said on Election Day they’re not willing to pay higher gas taxes, reports the *Detroit News*.

The Massachusetts plan, rejected by voters, would have indexed the gas tax to inflation, causing it to rise automatically in line with the Consumer Price Index. One argument against the measure called it “taxation without representation.”

Voters in Cleveland rejected the use of speed cameras and red light cameras to raise transportation funding, which last year yielded 77,000 tickets and \$6 million in revenue. More than 600 communities in 28 states and DC use such cameras.

Most wanted safety tech features: blind spot detection, rearview cameras

Blind spot detection and rearview cameras are the safety technology features that drivers are most willing to pay for, according to a poll of 2,000 of its website users by Edmunds.com.

“The most wanted features, like the blind spot detection, act more like copilots for your car,” said Edmunds senior analyst Ivan Drury, “providing drivers with 360 degrees of information they wouldn’t otherwise have.”

Nearly 90 percent of those surveyed said they want their next car to have rearview cameras with park assist, and 60 percent of those are willing to pay \$100 to \$500 for them. The technology will be standard on all cars by MY 2018.

Blind spot detection tied for first place in the poll, with 56 percent of those who want the technology saying they would pay \$100 to \$500 for it.

The next most popular technologies, in descending order, were adaptive headlights and front crash prevention.

“Consumers told us they both wanted and were willing to pay for front crash prevention, which leads us to believe that drivers are receptive to some self-driving elements of the latest safety technologies,” said Drury.

Drivers said they were interested in automatic high beams but were not willing to pay extra for them.

In Memoriam: Judge Edgar Silver

Founding partner of WANADA’s Maryland government relations law firm, Rifkin, Weiner, Livingston, Levitan & Silver LLC, Judge Edgar Silver passed away earlier this week. He was 91.

Along with Alan Rifkin, Judge Silver founded the firm in 1989, which, coincidentally, was the year WANADA became a client. Judge Silver never retired from the firm frequently being the first partner in the office every morning.

The Judge, as he was affectionately known, had a storied and distinguished career spanning his years on the bench and as many involved in Maryland politics. A native of Baltimore and the son of immigrant parents, he graduated from the University of Baltimore Law School in 1954, getting elected to the Maryland General Assembly that same year where he beat out his friend the later governor William Donald Schaefer. He remained in the House of Delegates until 1965 during which time he was instrumental in establishing a Motor Vehicle Committee.

He went on the bench in 1965 on the Municipal Court of Baltimore City. In 1971, he was appointed to the District Court for Baltimore City, and to the Circuit Court in 1977 where he remained until 1988.

Any number of past and present Maryland leaders remembered the Judge in a nice spread that appeared in the Baltimore Sun earlier this week.

Alan Rifkin described his late partner as "irrepressibly optimistic," and one "who lived by two principals: 'The best is yet to come' and 'Never trade old friends for new ones, just keep adding them on.'"

Contributions to his memory can be made to the Aplastic Anemia and MDS International Foundation, 100 Park Avenue, Suite 108, Rockville, MD 20850.

To his wife of 64 years, Ann, his two children, Michael Silver and Roslyn Benjamin, four grandchildren, and six great-grandchildren; his law partners, and many friends, WANADA extends its sincerest sympathy.

Thought for the Week...

As a judge, my power was awesome. The president of the United States can't take your liberty away. I could.

--Judge Edgar Silver
Rifkin, Weiner, Livingston, Levitan & Silver, LLC
1923-2014



WASHINGTON AREA NEW AUTOMOBILE DEALERS ASSOCIATION