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WANADA nominates DARCARS' John Darvish for Northwood University Dealer Education Award



WANADA is pleased to nominate John Darvish of DARCARS Automotive Group in Silver Spring, Md., for the Northwood University Dealer Education Award, to be given at the NADA convention in Orlando, Fla., next February.

Darvish is a second generation dealer executive who started working in the parts department of the family dealership, Glenmont Chrysler Plymouth, Wheaton, Md. at the age of 8. Fast forward to 1993, when he completed the Northwood University Automotive Marketing Program and it's back to the family business where he worked as a sales representative to put into practice what he studied in college. When he later became a sales manager, he conceived the *DARCARS Selling System (DSS)* that was implemented across the organization and is still operating today.

A key component in DSS is the hands-on teaching style of mentoring, where the experienced and established sales professional trains those new to the field in the skills required to become successful. Darvish's flare for mentoring in business, which he continues to use with new personnel at DARCARS, has carried over to his philanthropic pursuits. They have been focused on assisting adults with serious disabilities to be able to live independently. His personal involvement with Jubilee Association (Kensington, Md.), for example, has enabled

developmentally impaired individuals in the organization's care to be better assisted through the substantial resources that DARCARS has contributed. The same holds true for Darvish's direct involvement with Housing Unlimited (Silver Spring, Md.), which helps low income individuals with psychological disabilities acquire permanent, affordable housing.

In other community endeavors, Darvish has been part of the DARCARS team's effort to raise funds while bolstering public awareness of the Parkinson Foundation's work with an event known as "Moving Day," where Parkinson's patients and their supporters gather on a fall weekend at Nationals Stadium for a walk along the Anacostia Riverfront. Similarly, Darvish and DARCARS have been the leading sponsor of the Bobby Mitchell Hall of Fame Classic (Leesburg, Va.), an annual golf tournament turning out scores of NFL greats and benefactors which together have raised millions of dollars over the years for the benefit of leukemia and lymphoma research.

With Darvish's involvement, too, DARCARS has been a leader in the progress of WANADA's Automobile Dealer Education Institute (ADEI), which has created a unique Auto Technician Development Program, now in its seventh year at Montgomery College in Rockville, Md.

Along with his brother, Jamie, and sister, Tamara, who are also graduates of Northwood, John Darvish is a graduate of the NADA Dealer Academy. An advocate of lifelong learning, Darvish secured a boat captain's license and pilot's license and is now training to fly jets.

Washington Auto Show debuts Luxury Showcase

The 2013 Washington Auto Show will feature for the first time a Luxury Showcase with 11 high-end automakers: Acura, Audi, BMW, Cadillac, Infiniti, Jaguar, Land Rover, Lexus, Lincoln, Mercedes-Benz and Volvo.

"We are looking forward to having the high end in this luxury brand grouping which we believe will resonate mightily with consumers who will visit the Auto Show during its ten day run commencing February 1," said Robert Fogarty, president of Sport Chevrolet/Honda and chairman of the 2013 Washington Auto Show.



Audi A7- Autobytel's 2012 Luxury Car of the Year

To accommodate The Luxury Showcase, Toyota will move to the top floor, joining Ford, General Motors and Chrysler. On the DC streets proximate to the 2013 WAS venue, consumers will be able to participate in at least five "ride-and-drive" experiences from top automakers including Subaru, Cadillac, VW, Toyota and Kia.

Known as "The Public Policy Show," The Washington Auto Show kicks off January 30 with two days of dialogue between industry leaders and public policymakers on issues affecting the auto industry. And for the second year, the multi-panel National Journal Policy Summit will take place at 8 a.m. in the Cannon House Office Building. The second industry media day, January 31, occurs *onsite* at the 2013 WAS in the Walter E. Washington Convention Center which will

include OEM announcements and new vehicle reveals along with presentations for members of Congress and the *second* Obama administration. The evening of Jan. 31 will be devoted to the Sneak Peek Reception on the floor of the Auto Show along with a WANADA member reception and The Keith Crain Automotive News Lifetime Achievement Award Dinner, which this year honors Edsel Ford.

The 10-day show opens to the public February 1, giving area residents the opportunity to explore 750,000 square feet of autos, advanced technology and events at the Walter E. Washington Convention Center, where 43 manufacturers will present more than 750 vehicles.

Register now for WANADA Annual Meeting and Luncheon



Knight Kiplinger

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

Kiplinger's presentation couldn't be more timely, with a re-elected president and a new Congress having just been voted into office and poised to take over in 2013. The economies of America and the world are foremost on everyone's mind, and dealers will be anxious to hear about the prospects for the auto industry and business in general. Few are more astute on the subject or better able to forecast where we're headed than the editor in chief of *The Kiplinger Letter* that bears his name, Knight

Kiplinger.

Kiplinger's last time with WANADA dealers was six years ago, when he spotted the development of several major business trends that have come to fruition today.

In the Annual Meeting segment, Danny Korengold, Ourisman Automotive of Virginia, will take over as chairman of WANADA from Chip Lindsay of Lindsay Automotive. Additionally, *Washington Post* syndicated columnist Warren Brown will be honored for a lifetime of covering the news of the automobile business in Washington, across the country and around the world.

For more information and the registration sheet, click [here](#) or contact Kristina Henry at (202) 237-7200 or kh@wanada.org.

Congressman Connolly elected vice chairman of New Democrat Coalition



Re-elected Congressman Gerry Connolly from Northern Virginia has been elected vice chairman of the influential New Democrat Coalition in the U.S. House of Representatives.

The coalition represents moderate, pro-business Democrats in the House and is the second largest organized coalition of Democrats in Congress. Founded in 1977, the group focuses on growing the American economy, creating new American jobs, and ensuring a safe and secure future for the country, a charge that couldn't be more timely or important as Congress, The White House and the nation struggle to avoid the impending "fiscal cliff" at the turn of the year.

Connolly's role as a chairman of the coalition's Technology, Education and Entrepreneurship Task Force is a good fit for Virginia's 11th Congressional District and Northern Virginia, given the region's standing as a hub for innovation and the information technology sector.

More women than men drivers in U.S., a new study finds

Fewer young people getting driver's licenses



The proportional increase in women drivers will likely affect vehicle purchase choice and improve highway safety.

Dealers have been hearing for years about the importance of women in the car purchase decision, whether they're buying a car themselves or influencing couples' purchases. So now comes a study that shows there are more women drivers than men on U.S. roads, especially among drivers younger than 45.

"The changing gender demographics will have major implications on the extent and nature of vehicle demand, energy consumption and road safety," said Michael Sivak, a research professor at the University of Michigan who coauthored the study. "Women are more likely than men to purchase smaller, safer and more fuel-efficient cars, to drive less, and to have a lower fatality rate per distance driven."

The study also confirmed the much-discussed idea that the young are driving less. The share of men age 25 to 29 with driver's licenses dropped more than 10 percent from 1995 to 2010, but the share of young women with licenses dropped only half as much.

One reason the young are less likely to drive may be the increase in Internet usage. "There is some evidence to suggest Internet contact is reducing the need for personal contact," Sivak told the Associated Press. Really?

NTSB to mandate high-tech auto safety devices

The National Transportation Safety Board (NTSB) recommends that technologies that improve driver reaction time – lane departure warning, forward collision warning, adaptive cruise control, automatic braking and electronic stability control – *be mandated* in cars and heavy trucks.

NTSB's "wish list" for 2013 also mentions systems, such as tire pressure monitoring and speed limiting technology, that can "warn drivers of imminent threats or diminish the possibility of encountering dangerous conditions."

Run-off- the-road, rear-end and lane change maneuvers together account for 60 percent of highway accidents, according to the National Highway Traffic Safety Administration.

Automakers oppose such mandates, saying they would add thousands of dollars to the cost of new vehicles.

Young drivers more likely to drive while drowsy

Nearly one in ten licensed drivers reports falling asleep or nodding off while driving within the past year, says a new report by the American Automobile Association Foundation for Traffic Safety. For drivers age 16 to 27, the figure is one in seven. More than 45 percent of all drivers report having nodded off while driving at least once in their lifetime.

"Research shows that fatigue impairs safe driving, with many symptoms causing drivers to behave in ways similar to those who are intoxicated," said AAA president and CEO Robert Darbelnet.

A 2010 AAA study found that one in six fatal crashes tragically involved a drowsy driver.

Maybe the crash avoidance technologies are a good idea. Those, and a good night's sleep for the average motorist.

Position wanted:

GM or GSM. Seasoned automotive executive with a distinguished and extensive career in the automobile business in all aspects of vehicle sales, fixed operations and business management is seeking a position as a general manager or GSM in a Washington area dealer organization. This individual cites his strengths in marketing, strategic planning and team building.

Please follow up with Gerry Murphy at 202-236-4646 or gm@wanada.org.

Thought for the Week...

I sought truth, peace and joy in my mind and found them not;
I sought these things in my heart with no better success.
And when at last I sought them in my soul, still they eluded me.
But when I sought them in my friends, I found all three.

– Persian proverb

(Happy Thanksgiving to you and yours!)

2012 Annual Meeting and Luncheon

Wednesday, December 5, 2012

Reception 11:30 a.m.

The Renaissance Mayflower Hotel

1127 Connecticut Avenue, N.W.

Washington, DC 20036

Featuring Renowned business forecaster

Knight Kiplinger

Editor in chief

Kiplinger Publications

The Program: WANADA is delighted to welcome back the incomparable Knight Kiplinger, who after six years as the association's Annual Lunch speaker is back for a return engagement. Washington Area new auto dealer principals, key managers and business associates will not want to miss WANADA's 2012 Annual Meeting and Luncheon with Knight Kiplinger, one of America's longstanding and most respected economic journalists and business forecasters. In his articles, speeches and appearances on the world stage and across the media, he cuts through the complexity of financial subjects with clarity and foresight. Mr. Kiplinger is editor in chief of *The Kiplinger Letter*, *Kiplinger's Personal Finance* magazine and *Kiplinger.com*. *The Letter*, a weekly publication started in 1923, is the most widely read and longest-published business forecasting publication in the world.

Agenda

11:30 a.m. Networking Reception

12:15 p.m. Lunch

12:50 p.m. WANADA Business Session

- Association Update
- 2012-2013 Board Elections
- Passing the chairman's gavel

1:10 p.m. Knight Kiplinger

Keynote Speaker

1:45 p.m. Adjournment



The Speaker: Knight Kiplinger came to the Kiplinger organization in 1983, following 13 years as a Washington correspondent and editor for various newspapers. For six years he was Washington bureau chief for Ottaway Newspapers, Inc., a chain of 22 daily papers owned by Dow Jones. In the late 1980s, Mr. Kiplinger co-authored two best-selling forecast books that contradicted the prevailing pessimism of that time, accurately predicting that the United States would set the global pace for economic growth and technology leadership in the 1990s. In *World Boom Ahead*, Mr. Kiplinger predicted that the U.S. would continue to benefit in the 21st century from soaring productivity and surging trade with the expanding economies of Asia, Latin America and Eastern Europe. Mr. Kiplinger is an occasional guest on national radio and TV programs, including NPR, CNN, Fox, CNBC, and "Marketplace," the daily business report heard on public radio stations nationwide.

A graduate of Cornell University, Mr. Kiplinger did graduate study in international affairs at the Woodrow Wilson School of Princeton University. He has long been active in a variety of civic affairs in the Washington area, centering on the performing arts and history. Come and hear one of the leading investment and economic commentators in the U.S. in what is certain to be one of WANADA's most informative Annual Meetings, especially with the U.S. forging ahead with a newly elected, or re-elected, President and new Congress.



WANADA will honor TWP auto writer Warren Brown at its Annual Lunch

WANADA is pleased to announce that it intends to honor syndicated columnist and longstanding Washington Post staff writer Warren Brown for his extraordinary and distinguished news professional career covering the automobile business in Washington and across the global industry.

Passing the gavel...

In addition to Mr. Kiplinger's presentation, there will be an auto industry report with WANADA Chairman Chip Lindsay of Lindsay Automotive presiding who will be "passing the gavel" to Danny Korengold, Ourisman Virginia.

Registration Form - 2012 WANADA Annual Meeting & Luncheon

Wednesday, December 5, 2012

Registration Sponsored by



Please reserve ___ tickets at **\$125** per person, or ___ Table(s) of ten discounted to \$1,125 each

Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Contact: _____ Phone: _____ Email: _____

Method of Payment (check one):

Check enclosed: \$_____ Make checks payable to: **Washington Area New Automobile Dealers Association**

Credit Card (Visa, Amex, MC, Discover) (Circle one) Card #: _____ Expiration Date: _____

Sec. Code _____ Name as it appears on card (please print): _____

Billing Address _____

City _____ State _____ Zip _____

Signature _____ Amount to be Charged _____

Return form to:

Washington Area New Automobile Dealers Association

5301 Wisconsin Avenue, N.W., Suite 210, Washington, D.C. 20015 or fax to (202) 237-9090

To register online, please go to <https://wanada.expotracker.net>

For more information, contact Kristina Henry at kh@wanada.org or (202) 237-7200, ext. 18