

THE WANADA BULLETIN

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

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Connected car technology leader to keynote 2017 Washington Auto Show



“Connected vehicle technologies are revolutionizing and democratizing transportation,” said Dinesh Paliwal of HARMAN.

Dinesh Paliwal, chairman, president and CEO of HARMAN, the global connected car technology leader, will deliver the annual industry keynote address at the 2017 Washington Auto Show’s Public Policy and Media Day, Thursday, Jan. 26, at the Walter E. Washington Convention Center.

Sponsored by Washington Automotive Press Association (WAPA) and International Motor Press Association (IMPA), the newsmaker breakfast and keynote will launch a full day of press conferences and special events ending with a Sneak Peek Preview Reception for government, industry and business officials.

“There is perhaps no greater innovation shaping our industry than connected vehicle technology – and no better insider to address this new frontier than Dinesh Paliwal,” said Geoff Pohanka, chairman of the 2017 Washington Auto Show.

Since taking the reins of HARMAN nearly 10 years ago, Paliwal has transformed the company into a premier connected technologies pace setter that is enabling the connected car and autonomous driving worldwide. With the announcement last month that Samsung intends to acquire HARMAN, the company is poised to accelerate its growth and influence in automotive to bring even more powerful, productive and personalized in-vehicle experiences to automakers and their drivers around the world.

“Connected vehicle technologies are revolutionizing and democratizing transportation for safer, smarter, more responsible and more accessible driving,” Paliwal says. “To realize the incredible potential of connected cars and autonomous driving, we must continue to forge innovative global partnerships that engage everyone from automakers and Internet of Things players to government and educational institutions,” he said. “We are at an incredibly exciting point of development – and disruption – in automotive, and I am grateful to the Washington Auto Show for connecting all of the key stakeholders and encouraging greater collaborations to help realize this next frontier in transportation.”

Before joining HARMAN, Paliwal spent 22 years with ABB Group, where he last held the dual role of president of ABB Group, responsible for the company’s global P&L, and chairman and CEO of ABB - North America, where he reversed 18 years of losses to attain profitable growth.

In addition to the HARMAN board, Paliwal serves on the board of directors for Bristol-Myers Squibb Company and the Raytheon Company. He is a member of the CEO Business Roundtable in Washington, DC, the U.S. India Business CEO Forum, and the U.S. India Business Council (USIBC) board of directors.

The 2017 Washington Auto Show Policy Days begin Tuesday, Jan. 24, with *MobilityTalks International*SM, a two-day preview event designed for governments from around the world to exchange ideas on best practices related to emerging trends in transportation and regulatory issues surrounding connected and autonomous vehicles. Geared toward officials in industry, government and media, this inaugural symposium will feature breakout sessions on such topics as human-machine interface technology, spectrum sharing and cybersecurity along with a Wednesday Capitol Hill forum on regulation and an Interactive Mobility Experience with the U.S. Dept. of Transportation at the RFK Stadium. For a complete schedule, click [here](#).

Packed schedule for Washington Auto Show Industry/Media Day, Thurs., Jan. 26

In addition to Paliwal’s keynote address, at the WAPA/IMPA breakfast, Washington Auto Show Industry/Media Day will offer many opportunities to learn more about current and future trends in the industry.

Press conferences: Automakers, trade associations and government agencies will offer news and announcements on the floor of the Washington Auto Show at the Walter E. Washington Convention Center (WEWCC) from 8:00 a.m. to 3:00 p.m.

SAE Government/Industry Meeting:

The Society of Automotive Engineers Meeting will take place in the convention center from Jan. 25 to 27. The 3:00 p.m. plenary session of the SAE Government/Industry Meeting will be of particular interest to Auto Show Industry/Media Day attendees. A panel of industry, government and other experts will discuss smart cities and the ways they will affect the future of the auto industry.

Speakers will focus on the U.S. Department of Transportation’s *smart city* challenge to help cities define what it means to be a “Smart City” and what it means for the future of the



A well-attended 2016 SAE Government/Industry Meeting.

automotive industry. The dialogue will incorporate a panel discussion of transportation policy, funding and technological initiatives with the integration of autonomous and connected vehicles and sensor technology. To achieve the national status of a “Smart City,” a city will need to leverage its initiatives through collaboration among the public, private and nonprofit sectors. The panel will provide examples of international initiatives, as well as domestic public-private partnerships. Speakers are from DOT, Global Automakers, the National Transportation Safety Board and the Department for Transport in the U.K. For more information, click [here](#).

Eno Center for Transportation - Capital Convergence 2017: This daylong summit on Thursday, Jan. 26, will highlight the ways that cities are carrying out transportation innovations. Speakers will draw on real-world applications in the DC metropolitan region and across the country. Confirmed speakers are coming from the DC Office of Planning, ON Semiconductor, Cubic Transportation Systems, Uber, Transurban Group and Peloton Technology, along with a former DOT secretary. For more information and registration, click [here](#).

Washington Auto Show Sneak Peek Preview for VIPs

A highlight of Industry/Media Day at the Washington Auto Show is the Sneak Peek Preview Reception on Thursday, Jan. 26, from 5:00 to 8:00 p.m. The reception provides a unique industry networking opportunity, with scores of White House staff and regulatory officials, members of Congress, regional elected leaders, industry executives and international media on hand. It’s also a chance to get a close look at the impressive new models that will be featured at the show. In keeping with the Public Policy Show theme, several manufacturers are bringing their most advanced environmental offering. The event is sponsored by American Fuel & Petrochemical Manufacturers (AFPM), Auto Alliance, Global Automakers, NADA and Hargrove.



WAS Sneak Peek Preview, 2016

Events and speakers are continually being updated. The *WANADA Bulletin* will be sure to keep readers in the loop. As always, the latest information can be found at www.washingtonautoshow.com.

Warren Brown again writes Auto Show New Technology Guide

The Washington Auto Show will again offer an official technology brochure for 2017. “Driving the Future,” written by *Washington Post* journalist and recognized automotive industry expert Warren Brown. Back by popular demand, the Washington Auto Show’s annual “New Technology Guide” provides guests with insights into the industry’s hottest models and most advanced automotive technology innovations.



Syndicated automobile columnist, Warren Brown (right), in a teachable moment with a new vehicle consumer at the 2016 Auto Show

This year's brochure, which will be available to show attendees in print and electronic formats, will focus on the convergence of automotive technology with changing societal attitudes toward the use of cars, increased driver interconnectivity and the technological advances in driver safety and self-driving vehicles. The guide will be available at numerous locations throughout the show, as well as on the Washington Auto Show website, the Main Lobby and other locations.

"The social role of the automobile is changing," Brown says. "Car ownership is no longer seen as a rite of passage into adulthood or the primary method of exploration and discovery. Global communications and internet connectivity are making it possible to learn and connect from anywhere.

"Additionally, ride-share companies are making transportation more accessible, negating the need for car ownership for many consumers. This year's automotive technologies highlight these societal shifts, focusing on technologies designed to keep consumers connected while also keeping them safe through increasing vehicle autonomy and self-driving systems."

The guide will include images of the selected cars, details about new technologies and informational graphics and mockups of the new systems and their functions. Some highlighted technologies include lane monitoring, adaptive headlights, park assist, forward collision warning, global navigation satellite systems (GNSS), radar and lidar systems, and mobile connectivity systems.

"As society changes, the automotive industry must change with it," says Brown. "This tier one show is the perfect forum to highlight the industry's commitment to and successful innovations in consumer safety and driver connectivity, keeping drivers in touch with the things that are important to them without creating driver distractions or unsafe driving conditions."

Professional athletes lineup announced for Auto Show



WWE Champion, Roman Reigns: "Spare no one. Spear everyone."

Professional athletes are always a big draw at the Washington Auto Show, and organizers are ready this year with a lineup sure to please the crowds. Here's who showgoers will find at the convention center:

- **Trea Turner, Monday, Jan 30:** Trea Turner brings a rare combination of elite speed, hitting skill, and power to the Washington Nationals, which sparked the team to a strong second-half run and a division title in 2016. He is the first rookie in 112 years to have a game with four hits, four runs scored, a home run, and two stolen bases. He also became the only rookie in MLB history (since 1900) to record at least 13 home runs, 33 stolen bases and an average of .340 or better in more than 73 games. After being drafted by the Pittsburgh Pirates out of high school, he opted to attend North Carolina State where he led the nation in stolen bases as a freshman. As a junior, he was the 13th overall pick in the draft by the San Diego Padres.

- **Jordan Reed, Wednesday, Feb. 1:** Jordan Reed was named one of NFL Top 100 Players in 2015. He entered the 2016 season with 14 starts in his first three NFL seasons, gaining 1,916 yards on 182 receptions with 14 receiving touchdowns from 2013 to 2015. He is one of the league's top emerging tight ends, setting Redskins records in receptions (87) and receiving yards

(952) by a tight end in 2015. He was named to PFWA All-Rookie Team in 2013 after setting team records in receptions (45) and receiving yards (499). He led all Redskins players in receptions, receiving yards and receiving touchdowns in 2015, becoming the first Redskins tight end to lead the team in all three categories since Jean Fugett in 1977.

- **Roman Reigns Thursday, Feb. 2:** The current WWE® United States Champion, Roman Reigns™, began his athletic career as a star defensive tackle at Georgia Tech and played for the Minnesota Vikings and Jacksonville Jaguars before making his way to the top of WWE®. A WWE® World Champion, Tag Team Champion, 2015 Royal Rumble winner and 2014 Superstar of the Year Slammy Award winner, he lives by the motto: “Spare no one. Spear everyone.”

Regional Tag and Title Seminar at the Auto Show, Jan. 27

The WANADA Regional Tag and Title Seminar at the Washington Auto Show will take place Fri., Jan. 27, from 10 a.m. to 12 noon, at the Walter E. Washington Convention Center. This important seminar provides the latest motor vehicle rules and regulations for the entire Washington region from the three Motor Vehicle Agencies, DC DMV, MD MVA, and VA DMV. This program is a *must* for tag and title coordinators and all staff involved in motor vehicle agency relations.

Tickets are \$75 per person. Registration opens after New Year’s. Contact Kathy Teich at 202-237-7200 or kt@wanada.org.

WANADA Member Reception at the Auto Show, Feb. 2

The Washington Auto Show event that is *exclusively* for WANADA dealers, Kindred-line members, associates and their guests is the WANADA Member Reception, which will be on Auto Show Friday, Feb. 2. Among other highlights, WANADA’s nominee for Time Dealer of the Year Ralph Mastantuono, Mercedes-Benz/Alexandria, and Northwood Dealer Education Awardee Bob Ourisman will be recognized.

Registration will be open after New Year’s.

The reception will take place onsite at the Washington Auto Show and is sponsored by Comcast Spotlight and Manheim Pennsylvania Auto Auction.

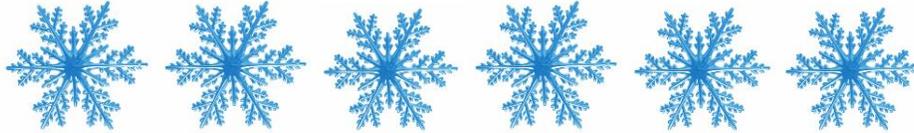
Thought for the season...

My idea of Christmas, whether old-fashioned or modern, is very simple: loving others. Come to think of it, why do we have to wait for Christmas to do that?

--Bob Hope

WANADA office holiday schedule

The WANADA office will close at 1:00 p.m. Friday, Dec. 23, and reopen Tuesday, Dec. 27. The same pattern will be followed for New Year's, with the office closing at 1:00 p.m., Dec. 30, to reopen, Tuesday, Jan.3.



***WANADA staff wishes a holiday season of peace and joy
to one and all!***

Archie Avedisan

Ed Mullaney

Connie Ryan

Huda Farooq

Gerry Murphy

Cameron Stewart

Trish Frisbee

Jackie Murphy

Bob Storin

Isabel Garcia

Kendra Northrup

Kathy Teich

Andrea Holmes

John O'Donnell

Kathleen Villemi

Joe Koch

Katy Orme

Michael Whyte

Patrick Mulkey

Billy Painter

WASHINGTON AREA NEW AUTOMOBILE DEALERS ASSOCIATION