

THE WANADA BULLETIN

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

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December 30, 2016

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Thought for the New Year...

VIP tours, "Ask the Expert" offered at Washington Auto Show



Syndicated automotive radio host, Les Jackson (left), talking cars to the Auto Show tour group.

The Washington Auto Show will again offer an array of automotive experts to answer consumer showgoers' questions and offer in-depth tours during this year's show.

Show guests can get an insider's perspective before they ever hit the show floor. Syndicated auto writer and *Washington Post* automotive columnist Warren Brown again will host the "Ask the Expert" booth at the main entrance to the show, where he will be available to discuss the trends and technologies shaping the industry

and separate the hype from the truly revolutionary. Brown will host the booth during both weekends of the show from 11 a.m. to noon and 1:00 to 2:00 p.m.

Additionally, there will be four seasoned auto journalists who will offer an up-close and in-depth look at the products on the show floor through their two-hour VIP tours.

John H. Davis is the Emmy Award winning producer, host and creator of *MotorWeek*, television's original and longest running automotive series. Davis can be seen and heard throughout the country on PBS stations and the Velocity cable networks. As host of *MotorWeek*, Davis puts all the new car models through extensive road tests and judges their practicality for buyers. Davis and *MotorWeek* have worked in recent years with the U.S. Department of Energy to promote public awareness of alternative fuels.

A professional auto journalist who test drives and reviews approximately 100 new vehicles from all manufacturers yearly, **Les Jackson** is intimately familiar with the operation and engineering specifications of every one of the vehicles available in the U.S. His new-vehicle reviews and technical how-to articles have appeared in prominent publications for more than 25 years. Jackson is co-host and technical expert on *Cruise Control*, a nationally syndicated radio talk show devoted to all aspects of the automotive world. He has also restored 16 classic automobiles and has authored hundreds of how-to articles on car restoration.

As host of *Planet Vehicle* and the *Women's Business Report* on Washington, DC's News Channel 8, **Alvin Jones** is a multimedia commentator who knows how to reach his audience. Jones is also well known in the DC area for his jazz background as host of the hit shows *Slow Jam* on WKYS-FM and *The Quiet Storm* on WHUR-FM. A former media personality with BET, Jones created the persona "The Unseen VJ" and hosted and produced several music video programs for the network.

William West Hopper is sought after for his in-depth automotive knowledge as well as his knowledge of local history, interior design, art and antiques. He currently owns and manages WWH Communications, providing freelance automotive and lifestyle marketing and event management services. Called a "consummate consumer with a nose for a bargain" by the *Washington Post*, Hopper produces the Queer4Cars blog, which focuses on automotive reviews, with a special interest in road trip destination travel.

VIP tours will cost \$40 per person and are scheduled as follows:

- Jackson: Saturday, Jan. 28, at 2:00 p.m. and 4:30 p.m.; Sunday, Jan. 29, at 11:00 a.m. and 2:00 p.m.; Thursday, Feb. 2, at 6:00 p.m., and Sunday, Feb. 5, at 11:00 a.m. and 2:00 p.m.
- Jones: Saturday, Feb. 4, at 10 a.m. and 1:00 p.m.; Sunday, Feb. 5, at 10:00 a.m. and 1:00 p.m. and Wednesday, Feb. 1, at 6:00 p.m.
- Davis: Saturday, Feb. 4, at 11:00 a.m. and 2:00 p.m.
- Hopper: Saturday, Jan. 28, at 10:00 a.m. and 1:00 p.m.; Sunday, Jan. 29, at 10:00 a.m. and 1:00 p.m.

Additional weekday tours are pending. Interested parties can register online at www.washingtonautoshow.com.

Popular family entertainment coming to Auto Show



Peg + Cat

Kids who come to the Washington Auto Show will be thrilled to meet characters from some of their favorite PBS Kids shows, including:

- Daniel Tiger and Katerina Kittycat from PBS KIDS' *Daniel Tiger's Neighborhood*
- Princess Pesto and other characters from PBS Kids' *SuperWhy!*
- Maya and Miguel from PBS Kids' *Maya & Miguel*
- Characters from PBS Kids' *Nature Cat*, *Ready Jet Go!* and *Peg + Cat*



Princess Pesto

NADA Convention launches mobile app for New Orleans

The new NADA100 mobile app for the 2017 Convention and Expo in New Orleans is now available in the [App Store](#) and [Google Play](#). Search for NADA100.

Key features include:

- Real-time alerts;
- Workshop and event schedules;
- The option to download and email workshop handouts;
- The ability to locate and schedule meetings with exhibitors; and
- The option to rate the workshop sessions.

The NADA Convention runs from Thursday, Jan., 26, to Sunday, Jan. 29.

The advance online registration discount of \$75 for NADA member dealers and their managers ends Jan. 20. For more information or to register, visit www.nadaconvention.org.



FTC approves agreement with GM, 2 dealers on open recalls

The Federal Trade Commission gave final approval to consent agreements with General Motors and two dealer groups, one local to the Washington area, on procedures for advertising and selling cars with open recalls.

The FTC had charged that the retail groups were advertising that their used vehicles had undergone a multi-point inspection even though they had not been repaired for safety defects for which they had been recalled. The advertising did not disclose the open recall and incorrectly implied that the vehicles were safe, the FTC contended.

Under the consent agreement, the retailers may sell those vehicles if the sales documents disclose near the inspection claims that the vehicle is under recall. Consumer groups objected, saying that a buyer can easily miss the disclosure statement in the mass of sales documents.

The FTC reached preliminary agreement with GM and the dealer groups earlier in the year, followed by a public comment period. The final agreement will be in effect for 20 years.

EPA rejects petition to postpone emissions standards

The Environmental Protection Agency has rejected a petition from the two major automaker groups to extend the comment period for its emissions standards beyond December 30. The groups, the Alliance of Automobile Manufacturers and Association of Global Automakers, had asked for an extension after the EPA issued final rules for public comment at the end of November, in what NADA called a “midnight regulation” that EPA “rushed through.”

In its midterm assessment last summer, the EPA said that automakers were on track to meet the 2025 fleetwide goal of 54.5 mpg by 2025, set in 2012. Since then, automaker groups, individual automakers and NADA have said that the goal is unrealistic in light of the market shift to utilities and light trucks. Automakers agreed to the standards in 2012 because they were anxious to have a nationwide standard instead of a patchwork of state laws. The EPA said when it issued final rules in November that it wanted to help automakers by giving them a firm goal to plan for.

Both NADA and the automakers said they will work with the Trump administration to overturn the emissions rules.

Automakers win delay in CAFE penalties

The National Highway Traffic Safety Administration has granted automakers' request for a delay in penalties for not meeting corporate average fuel economy (CAFE) standards, from MY 2015 to MY 2019. NHTSA said it gave the delay as an acknowledgement that manufacturers must plan their vehicle designs years ahead of time.

The agency had raised the penalty for noncompliance to \$14 from \$5.50 for each 0.1 mpg that an automaker falls short of its CAFE target, multiplied by the number of vehicles it sells from that fleet. The increase came in response to a 2015 law that directed all federal agencies to adjust penalties so they are sufficient to compel compliance and to keep pace with inflation.

The increase, announced in a July 5, 2016, *Federal Register* notice, surprised automakers, which had already sold many MY 2015 vehicles. The Alliance of Automobile Manufacturers called the move "draconian." The Alliance and the Association of Global Automakers then filed the petition for delay.

Cars most likely to be kept 10-plus years: Japanese, hybrids

The top 10 models that owners are most likely to keep for 10 years or more are all Japanese and include three hybrids, according to a study by iSeeCars.com, a used-car search engine. The study is based on an analysis of more than 2.5 million MY 1981-2006 cars sold in 2016.

The top ranked vehicle is the Toyota Highlander Hybrid, which 32.1 percent of the original owners kept for more than 10 years. By comparison, the average for all cars is 12.9 percent. The rest of the top 10 are the Toyota Prius, Toyota Highlander, Toyota Sienna, Honda Pilot, Honda CR-V, Toyota RAV4, Subaru Forester, Lexus RX hybrid and Honda Odyssey.

Nine of the top 10 vehicles are SUVs and minivans. "These kinds of cars tend to be used as family cars, so they might be expected to be kept for many years if they're bought just as their owners start their new families," said Phong Ly, iSeeCars.com CEO.

As for the hybrids, "the savings from fuel costs accrue only after several years of ownership, so one reason owners may be keeping these vehicles is to offset the higher cost of a hybrid," Ly said.



Toyota Highlander Hybrid: Vehicle that original owners keep the longest.

Consumer expectations hit 13-year high, says Conference Board

The Conference Board Consumer Confidence Index rose in December, following a big hike in November. The main reason was a sharp spike in expectations, which were the highest since December 2003.

"The post-election surge in optimism for the economy, jobs and income prospects, as well as for stock prices, which reached a 13-year high, was most pronounced among older consumers," said Lynn Franco, director of economic indicators at the Conference Board. "Consumers' assessment of current conditions, which declined, still suggests that economic growth continued through the

final months of 2016. Consumers' continued optimism will depend on whether or not their expectations are realized."

Consumers' assessment of current business conditions declined in December, as did their appraisal of the labor market. But their short-term business outlook and outlook for the labor market improved considerably.

WANADA Bulletin – 52 weeks, 52-ish issues

We bring you the *WANADA Bulletin* faithfully every single week – including the dog days of August, Thanksgiving, Christmas and New Year's. Alert readers may notice that this is issue #51, even though it's the last week of the year. Why is that?

During the Washington Auto Show, we put in many hours of extra effort (this year, during a major snowstorm) to bring you two *double issues--17 pages each--* which were nonetheless counted as single issues. Expanded WANADA Bulletin coverage of the Auto Show reflects the growing importance of Washington as a Tier One venue on the industry's global industry circuit.

Necrology, 2016

It is all together fitting at this time to remember those in the Washington area dealer community who have passed away this year:

Garry Jenkins, Jr., Fitzgerald Auto Malls

Gloria Avedisian, wife of WANADA ADEI program director Archie Avedisian

Thought for the New Year...

Be at war with your vices, at peace with your neighbors, and let every year find you a better man.

--Benjamin Franklin

WANADA leadership and staff wish all readers of the WANADA Bulletin the very best wishes for a Happy New Year!

