

THE WANADA BULLETIN

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

WANADA Celebrating 100 Years of Service (1917-2017)

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Dottie Fitzgerald is WANADA's 2018 Time Dealer



Dorothy Fitzgerald

WANADA is pleased to announce that Dorothy (Dottie) Fitzgerald, president of Fitzgerald Subaru in Rockville, MD, will represent the Metropolitan Washington area as a 2018 Time Magazine Dealer of the Year.

The Time dealers are put forward by auto dealer associations across North America and are recognized at the NADA Convention, which this year is set for March 23, 2018, in Las Vegas. The Time Dealer of the Year program honors new-car dealers who are exceptionally successful as automotive retailers, industry change agents and community leaders. Fitzgerald was nominated by WANADA President John O'Donnell.

Fitzgerald has a long history in the retail auto industry in the Washington area. A 1965 graduate of Immaculate Conception Academy in DC, she attended Montgomery College before joining her brother, Jack Fitzgerald, at his new Dodge dealership as a temporary employee answering phones in 1966. "I fell in love with the business and never left," she said.

She still works with Jack and is vice president of Fitzgerald Auto Malls, which has 12 dealerships and 16 brands in three states – Maryland, Pennsylvania and Florida. Fitzgerald has long been devoted to providing educational opportunities to those wanting to pursue an automotive career.

She co-founded the Montgomery County Students Automotive Trades Foundation (ATF) in 1978, a public/private partnership between WANADA, Montgomery County dealers and Montgomery County Public Schools. She said launching ATF is her most rewarding accomplishment.

“This nationally recognized program has been implemented in other school systems and coordinated with complementary college training, which has enhanced the spread of dealership careers,” said Fitzgerald.

She is also proud of the dealer recruitment system she created for the Fitzgerald organization in the 1960s. “Give new people a chance to demonstrate their talents and many will find careers,” Fitzgerald said. “Our headquarters office manager, hired in 1986 as a file clerk, grew into title clerk before securing her current position. Our EVP started in sales in 1989, moved to service manager, and ultimately became ‘right hand man’ to the dealer principals.

“Dealer success is based on staff success,” she said. “I’m fortunate to have recognized this early in my career.”

Fitzgerald led the effort to pass HB 1128 in the Maryland General Assembly in 2003, which provided that students pursuing career education on-site at no compensation could be covered by worker’s compensation, thereby enabling them to engage in hands-on work/study experiences growing out of such activities as being on the line with technician mentors in dealership service departments. This legislation eventually passed. Without it, businesses like dealerships would have been unable to sponsor career-ed students in hands-on work experiences.

Fitzgerald led and implemented a program at Fitzgerald Auto Mall stores to ensure that the public understands the importance of the seat belt law and the correct installation and use of child safety seats. She started the program in 1998 and has run it every year since then, substantially raising public awareness of these essential auto safety protocols in the Washington area. Since then, 48,000 *plus* child seats have been inspected.

She continued her career education work when she co-founded WANADA’s Auto Dealer Education Institute (ADEI) in 2006 and was the first chairman of its Auto Technician Development Program. That program works with Montgomery County Public Schools and Montgomery College in Maryland. In Northern Virginia, ADEI works with Marshall Career Academy in Falls Church and Hayfield Secondary School in Alexandria.

Fitzgerald has been a member of WANADA for 51 years and has been on the WANADA Board since 2014.

She has won numerous civic and public sector awards, including the Distinguished Service to Public Education Award from Montgomery County Public Schools. She has been co-chair of the Montgomery Country Executive’s Ball benefiting the Arts and Humanities since 2015. She has been a member of the Catholic Business Network since 1995 and was recognized with its Business Leader of the Year Award in 2003. She received the Northwood University Dealer Education Award in 1997.

Other organizations that Fitzgerald supports include the Yellow Ribbon Fund, helping injured veterans and their families while they recuperate at Walter Reed National Military Medical Center; Operation Outreach-USA, which provides teacher guides and books to elementary school students nationwide promoting literacy; the Friends of Montgomery County Animals; and the Washington Animal Rescue League.

The Time Dealer of the Year Award is sponsored by Time Magazine in association with Ally Financial and in cooperation with NADA. A panel of faculty members from the Tauber Institute

for Global Operations at the University of Michigan will select one finalist from each of the four NADA regions and one national Time Dealer of the Year.

WANADA salutes Dottie Fitzgerald for this high honor!

Michigan Gov. Rick Snyder to open Media Days at Washington Auto Show

Michigan Governor Rick Snyder will open the 2018 Washington Auto Show's Media Days at the International Motor Press (IMPA)/Washington Automotive Press Association (WAPA) breakfast on Thursday, Jan. 25, 2018. In addition to IMPA and WAPA's support of the opening event on Media Day, the Media Day Breakfast is sponsored by the Michigan Economic Development Corporation.

"More than a century ago, Michigan put the world on wheels and we are continuing to lead the world in shaping the future of the auto industry," said Gov. Snyder. "As the manufacturing industry converges with the IT sector in the evolution of autonomous vehicles and mobility, we are staying at the forefront. Nowhere else has the manufacturing strength, entrepreneurship growth and automotive R&D leadership that Michigan does. I look forward to sharing our incredible story at the Washington Auto Show in January."



The Governor's remarks are expected to include his vision of the auto industry's future, Michigan's role in automotive mobility, autonomous vehicles, and trade. Snyder's varied background as a venture capitalist, business executive, and accountant and, for the past seven years, Governor of the ninth largest state in the country, gives him a unique perspective on the auto industry.

WANADA CEO and WAS President, John O'Donnell, said he is delighted to have Gov. Snyder as the kickoff speaker for WAS Media Days. "The Governor's leadership in technology, autonomous driving and the entire auto industry makes him eminently well qualified to share his insights at such a critical time for vehicle development when there is more change than any we have seen since the industry began," said O'Donnell.

The Washington Auto Show will take place from Jan. 26 to Feb. 4, 2018. It is a major auto show in the industry's international show circuit and is the largest consumer show in DC. The 2018 WAS is preceded by two Industry/Media Days, Jan. 23 to 25, to include the MobilityTalks International Conference.

The WAS takes place in the Walter E. Washington Convention Center where more than 35 automakers will display over 650 vehicles. For more information visit www.washingtonautoshow.com.

Auto Show listed as #1 trade show in Washington by BizBash

BizBash.com, a website focused on events and meetings, has named the Washington Auto Show #1 in the category of *Trade Shows and Conventions*, under Washington's Top 100 Events of 2017.

The site's description of the Washington's Auto Show mentioned MobilityTalks International as "a conference on best practices around driverless vehicles;" an exotic car display; the Art in Motion exhibit; and appearances by prominent sports figures and celebrities. It also gave the dates for the 2018 Washington Auto Show, Jan. 23-25 (Industry Media Days) and Jan. 26 – Feb. 4 (Consumer Days), Walter E. Washington Convention Center in DC.

MD MVA advises dealers on excise tax credit request for plug-in EVs



In Maryland, buyers of plug-in vehicles, such as the Chevrolet Volt, are eligible for the excise tax credit.

The MDOT MVA has issued a bulletin to Maryland dealers to clarify the calculation on excise tax credit for plug-in electric vehicles (PEVs) bought after July 1, 2017. Those vehicles are eligible for the credit, subject to available funding. A credit is allowed for PEVs and will be granted up to \$3,000, regardless of the amount of excise tax paid by a customer.

This program continues to be subject to available funding, which cannot exceed \$3,000,000 per fiscal year (ending in June). The MDOT MVA will continue to process the excise tax credit for

PEVs until program funds have been depleted.

Here's how the excise tax credit is calculated:

- \$100 multiplied by the kilowatt hour of the battery capacity of the vehicle.
- Any vehicles with 30 kwh and above will qualify for the maximum credit allowed of \$3,000.

Vehicles that plug in to receive power from an external source qualify for the excise tax credit. Hybrids that do not plug in to an external source do not qualify.

Here is a link to the revised VR-334 Excise Tax Credit Request for Plug-In Electric Vehicle. This form should be used to apply for the credit:

http://www.mva.maryland.gov/_resources/docs/VR-334.pdf.pdf.

Here is a link to Maryland Senate Bill 393, Clean Cars Act of 2017, effective July 1, 2017.

http://mgaleg.maryland.gov/2017RS/Chapters_noln/CH_363_sb0393e.pdf

Maryland dealers with questions or concerns are invited to call MVA's refunds unit at (410)768-7346.

GAO effectively nixes CFPB auto lending guidance

The Government Accountability Office (GAO) said the Consumer Financial Protection Bureau (CFPB)'s 2013 auto lending guidance should have been sent to Congress for review and must be sent for review now. That 2013 guidance from the CFPB advises indirect lenders to impose controls on dealer markups of auto loans to avoid even unintentional discrimination. It was seen by many in the industry as regulatory overreach.

Republicans in Congress have been anxious to curb the powers of the CFPB since it was created. In this case, Sen. Pat Toomey (R-PA) had asked the GAO to review the indirect lending rule.

“GAO’s decision makes clear that the CFPB’s back-door effort to regulate auto loans, which was based on a dubious legal justification, did not comply with the Congressional Review Act,” said Toomey. “I intend to do everything in my power to repeal this ill-conceived rule using the Congressional Review Act.”

The GAO advice means the CFPB needs to send the 2013 guidance back to Congress for review, after which the GAO, under the direction of President Trump’s interim director, Mick Mulvaney, will likely continue monitoring the situation.

Personal sedan sales in U.S. will be cut in half by 2030, report says

The increasing use of autonomous cars and mobility services will cause U.S. personal sedan sales to be cut in half by 2030, according to a new report by KPMG. They will drop from 5.4 million today to 2.1 million in just 13 years.

The report says the transportation market will evolve from a national or regional one to 150-plus metropolitan areas that each has its own distinct mix of consumer travel needs delivered by autonomous mobility services.

“Several OEMs will likely close plants and exit the segment entirely,” said Tom Mayor, strategy leader for industrial manufacturing at KPMG. “At these volumes, we would expect the current 10 OEMs serving the U.S. market with more than 800,000 sedans per year to contract to only three or four.”

Researchers predict that by 2030, families may use autonomous vehicles offered by mobility services in place of a second car. The single family vehicle is more likely to be an SUV or crossover.

Staying Ahead...

When you cease to dream, you cease to live.

--Malcolm Forbes

