

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)

WANADA Bulletin # 1-18

January 5, 2018

Headlines...

Fitzgerald Auto Mall, Toyota donate \$5,000 to ADEI tech training

ADEI luncheon, Jan. 10 – Learn about the upcoming semester for auto tech development

VIP tours scheduled throughout the Washington Auto Show

A different sports team for every day at the Washington Auto Show

Discounts for students; free admission for active-duty military, veterans

Display revised FTC Used Car Buyers Guides by Jan. 28

Free tax reform webinar for dealers

NADA Show offers new Distinguished Speaker Series

WANADA dealer member necrology, 2017

How to have a happy new year...

Fitzgerald Auto Mall, Toyota donate \$5,000 to ADEI tech training



ADEI offers an “earn while you learn” scholarship, as program participants work at area dealerships.

WANADA would like to thank Fitzgerald Auto Mall, spearheaded by dealers Jack and Dottie Fitzgerald, who made a generous donation of \$2,500 to the Automotive Dealer Education Institute (ADEI). Toyota Motor Company then matched that gift, for a total of \$5,000.

ADEI’s nationally recognized training program for recent high school graduates and existing dealership employees is an “earn-while-you-learn” scholarship. It combines NATEF-certified classroom instruction in automotive repair fundamentals with real-world experience

gained while working 40 hours per week at a WANADA member dealership. The ADEI scholarship is a four semester program conducted in partnership with Montgomery College in Rockville, Maryland, and, in Virginia with Marshall Academy in Falls Church and Hayfield Secondary School in Hayfield. Student ADEI program achievements can be applied toward an associate degree.

For the Fitzgerald group’s strong, longstanding support of WANADA’s Auto Technician Development Program through ADEI, the association expresses its sincere gratitude.

ADEI luncheon, Jan. 10 – Learn about the upcoming semester for auto tech development

WANADA dealer service managers, mentors and students are invited to attend a luncheon Wednesday, Jan. 10, to learn about the Automotive Dealer Education Institute (ADEI)'s spring semester. The event is an excellent way for service managers to meet students interested in a dealership careers in auto technology.

The lunch will take place at Montgomery College, Rockville, MD in the Homer S. Gudelsky Building, at North Campus Dr. and Hungerford Dr. (MD 355). Participants can enjoy a great lunch while learning about ADEI's program for the coming semester. There will be door prizes for mentors and students.

RSVP to Billy Painter at bp@wanada.org, or (202) 236-2270.

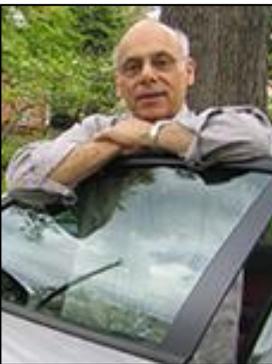
VIP tours scheduled throughout the Washington Auto Show

Visitors to the Washington Auto Show can buy tickets for VIP tours by automotive experts on both weekends of the show and at various points during the week. Automotive journalists John Davis, Les Jackson, Fadra Nally and William West Hopper will provide a peek under the hoods of the latest vehicles on display and an in-depth look at the products on the show floor through their individual two-hour VIP tours.



John Davis

As Emmy Award-winning producer, host and creator of *MotorWeek*, television's original and longest running automotive series, **John Davis** can be seen and heard throughout the U.S. on PBS broadcast and Velocity cable networkers. Through media appearances, Davis's automotive industry expertise is tapped by commercial radio and TV programs nationwide (e.g. , *Weekend Today* on NBC and *Live with Kelly and Ryan* on ABC). A sought-after speaker, Davis frequently addresses automotive executives, consumer groups, auto enthusiasts and students interested in the field. Davis has owned a variety of high performance cars, including several vintage Ford Mustangs, Chevrolet Corvettes and a deTomaso Pantera.



Les Jackson

A professional automotive journalist who test drives and reviews around 100 new vehicles a year from all manufacturers, **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 and 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 program devoted to all aspects of the automotive world. He has also restored 16 classic automobiles. Jackson is past president of the Washington Automotive Press Association and a member of the International Motor Press Association.



Fadra Nally

Fadra Nally is a lifestyle blogger, travel writer and entertainment podcaster. She has covered the car scene on her blog, All Things Fadra, for more than six years and has previously written for the women's automotive site, She Buys Cars. A self-proclaimed "chick who digs cars," Nally has long been a fan of aesthetics over mechanics, which she covers in her popular YouTube segment, Fadra Drives. She has worked with Kia, Toyota, Volvo, Chevy, GMC, Nissan, Subaru, Mazda, Buick, Lexus, Hyundai, VW, Fiat and Chrysler.



William West Hopper

William West Hopper is sought after for his automotive knowledge as well as his knowledge of history, interior design, and antiques. A lifelong automotive enthusiast, Hopper is currently president of the Washington Automotive Press Association and has served as a director for the Mercedes-Benz Club of North America, overseeing club publications, and social media. He currently owns and manages WWH Communications, providing freelance and lifestyle marketing as well as event management services. Called a "consummate consumer with a nose for a bargain" by the *Washington Post*, Hopper produces Automotive Business Report and Queer4Travel blogs.

A different sports team for every day at the Washington Auto Show

The lineup of celebrities and guests at the Washington Auto Show features a different Washington sports team almost every day. Here's the rundown:

Monday, Jan. 29 – Washington Capitals Day

Wear red to the Auto Show and meet the Capitals mascot, cheerleaders and Capitals star player **Tom Wilson** from 6:00 to 8:00 p.m.

Tuesday, Jan. 30 – Washington Redskins Day

Meet Redskins cheerleaders and star player **Josh Norman** from 6:00 to 8:00 p.m.

Wednesday, Jan. 31 – Washington Wizards Day

Meet the Wizards mascot, cheerleaders and Wizards star player **Otto Porter** from 6:00 to 8:00 p.m.

Thursday, Feb. 1 – Washington Nationals Day

Meet new Nationals Manager **Dave Martinez** from 6:00 to 8:00 p.m.

Friday, Feb. 2 – DC United Day

DC United players and times to be announced.



Visitors to the Auto Show can meet Redskins star player Josh Norman.

Discounts for students; free admission for active-duty military, veterans

As it has traditionally done, the Washington Auto Show will offer discounted admission to students and free admission to active-duty military and veterans on specified days.

Student Day is Friday, Jan. 26. On that day, students can get \$7.00 off admission to the Auto Show with a valid student ID.

Military Tribute Day is Tuesday, Jan. 30. All active-duty military and veterans who present a valid military ID or DD214 and photo ID will receive free admission that day. The day will also feature special exhibits and entertainment, highlighting the education and outreach of military special services. The American Red Cross in the National Capital Region will bring service dogs trained to assist soldiers with PTSD, and consumers can wrap care packages to be sent to combat soldiers. The children's table will feature Star Wars Lego models for youngsters to enjoy.

Display revised FTC Used Car Buyers Guides by Jan. 28

Based on the Federal Trade Commission (FTC)'s Used Car Rule, JM&A Group has rolled out updated Buyers Guides. According to the new rule, revised Buyers Guides complying with the new guidelines must be displayed by Jan. 28, 2018. Revised Buyers Guides are available for dealers to order from JM&A Group for Gold Check, Gold Assured, PAC and Private Label warranty programs. JM&A is a WANADA Kindred-line member.

Buyers Guides for limited warranty programs administered by JM&A Group may be ordered by calling (888) JMA-FORMS. Allow for two-day processing and four-day shipping.

Revisions:

- Description of an *As Is* sale to identify the warranty as a dealer warranty.
- Check boxes showing whether an original manufacturer warranty still applies, a manufacturer used vehicle warranty still applies, or if any other used vehicle warranty applies.
- Air bags and catalytic converters are included on the list of major defects that may occur.
- A statement is added that directs consumers to obtain a vehicle history report at ftc.gov/usedcars and to check for open recalls at safercar.gov.
- A statement is added to English-language Buyers Guides advising Spanish-speaking consumers to ask for the Buyers Guide in Spanish (if the dealer is conducting the sales in Spanish) and a Spanish translation of the consumer's acknowledgement of the receipt of the Buyers Guide.

JM&A's partner, Transworld Data, will continue to provide Vehicle Details online Buyers Guides programming and window stickers for dealer warranty programs administered by JM&A. Vehicle Details support is available at vehicledetails.com, or (262) 240-9652.

Buyers Guides have been formatted to a standard 8.5 by 11-inch paper size.

For the FTC Dealer's Guide to the Used Car Rule, click [here](#).

Free tax reform webinar for dealers

Join DHG Dealerships on Tuesday, Jan. 23, or Wednesday, Jan. 24, for a one-hour webinar on how the recently passed tax law will affect dealers and dealership operations.

Topics covered include corporate and pass-through tax rates, limitation on business interest expense deduction, real estate tax matters, estate and gift taxes and more.

Both webinars will run from 2:00 to 3:00 p.m. EST. To register for Jan. 23, click [here](#). To register for Jan. 24, click [here](#).

For questions or for more information, contact Meade Carlisle at (901) 259-3615, or meade.carlisle@dhgllp.com.

NADA Show offers new Distinguished Speaker Series

NADA Show 2018, March 22-25 in Las Vegas, formerly the NADA Convention & Expo, will feature a new Distinguished Speaker Series. Four dynamic speakers will go beyond the show's six traditional workshop tracks to discuss leadership, culture, team building, and personal and business success. The speakers include the following:

- Harry Cohen, PhD, president of Entheos, with the topic Heliotropic Leadership (Thursday, March 22, from 2:30 to 3:30 p.m.).
- Jim Knight, former Hard Rock International executive and author, *Culture That Rocks: How to Amp Up or Revolutionize a Company's Culture* (Friday, March 23, from 10:30 to 11:30 a.m.).
- Joe Theismann, former Washington Redskins' quarterback, broadcaster and entrepreneur, with the topic Game Plan for Success (Saturday, March 24, from 10:30 to 11:30 a.m.).
- Mark O'Neil, executive vice president of Cox Automotive, with the topic The Relevance Revolution: Data and the Auto Industry (Sunday, March 25, from 10:45 to 11:45 a.m.).

Read more about all of the [workshops and educational sessions](#) at the show and be sure to [reserve your spot today](#).

WANADA dealer member necrology, 2017

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

Donald S. Beyer, Sr., Don Beyer Automotive
Alvin J. Brooks, Mercedes-Benz of Arlington & Mercedes-Benz of Alexandria
Mandell Ourisman, Ourisman Automotive
Vincent A. Sheehy, III, Sheehy Auto Stores
Edwin L. Stohlman, III, Stohlman Automotive

How to have a happy new year...

You won't have a happy new year by dwelling on all your regrets or with a long list of good resolutions. You'll have a happy new year by being willing to try new things and being more aware of who you really are. In short, the *new* in the new year is inside each one of us, and is there for the taking.

-- Carlos Drummond de Andrade