



# 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 # 25 -18**

**August 23, 2018**

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## **WANADA offers new vision plan for members, insurance clients**

WANADA is pleased to announce that it is now offering a Vision Trust plan to all association members and/or insurance clients. The new Vision plan is with Anthem BlueCross BlueShield and offers drastically discounted group rates for employees. The Anthem BlueCross BlueShield plan (UniView) is accepted by over 36,000 doctors at more than 27,000 locations nationwide. Among them are major chains like LensCrafters, Pearle Vision, Target, Sears, JCPenney, Glasses.com and 1-800 Contacts.

The Vision plan is flexible such that WANADA can customize it so that employers can offer it by frame allowance frequency (12 or 24 month) and can match the tier structure to the employer's other benefit plans.

Contact Ed Mullaney ([em@wanada.org](mailto:em@wanada.org)) for more information on this promising new benefit!

## ***Fraud Alert***

### **Watch out for identity thief!**

An identity thief has been trying to buy a vehicle from a WANADA dealer member using these false names:

- Mandy Armenta
- Vicki Money
- Patsy McDaniels
- Max DeWinter
- LeighAnn Lamkin
- Leanna Lamkin
- Sue Grogin

It appears that all of these are the same person and may be fraudulent. WANADA members are cautioned to keep an eye out for potential customers who are using these names. As always, please contact local law enforcement any time fraudulent activities of any kind are suspected at your dealership.

## Last chance to register for WANADA's flu shot program

The deadline of August 31 to register dealership employees for WANADA's flu shot program is fast approaching!

The program, for adults aged 18 and older, will again be available on-site at WANADA dealerships and administered by Norvar Health Services.

The fee will be \$31 for the quadrivalent vaccine with a minimum of 20 participants required at each location. Locations with less than 20 participants will be billed as if 20 doses of vaccine were administered. The difference will be billed at \$24 per dose.

As usual, adults 65 and older may choose to get the high-dose trivalent flu shot, for \$50. It offers better protection against the flu for older people.

To have your dealership participate, register online at [www.norvarhealthservices.com](http://www.norvarhealthservices.com), under "Scheduling," or call Norvar at (202) 744-1360. Do not fax your registration. Register early to guarantee the date of your choice. Any request received after Aug. 31 may be subject to vaccine availability.

Norvar Health Services will begin conducting on-site visits starting October 1. All scheduling at WANADA dealerships will be done by Norvar upon submission of employer registration. Norvar will contact the dealer's designated representative with the scheduled date and time and forward all appropriate forms. Norvar will invoice WANADA dealers directly.

Questions can be directed to Connie Ryan, WANADA Insurance Services at (202) 237-7200.

### **Save the date!**

## **WANADA presents Glenn Mercer on future of dealerships, Sept. 13**



Glenn Mercer

Save room on your calendar for a WANADA-sponsored presentation by auto industry analyst Glenn Mercer on the Dealership of Tomorrow. The presentation will take place on September 13 at 5 p.m., followed by a networking *happy hour* at 6 p.m. The venue is Trump International Hotel in downtown Washington, DC.

To register, click [here](#). Additional questions may be directed to Kathy Teich, [kt@wanada.org](mailto:kt@wanada.org) or (202) 237-7200.

The Glenn Mercer presentation and networking *happy hour* are sponsored by Porter Construction, a WANADA Kindred-line member.

## **Next F&I Certification Workshop is Sept. 18**

WANADA's next F&I Certification Workshop is Tuesday, September 18, from 8:30 a.m. to 5:00 p.m. Up-to-date training is more important than ever in today's regulatory and legal environment, with dealerships receiving scrutiny from both federal and state regulators.

The laws to be covered in class include: Unfair and Deceptive Trade Practices and Fraud; Currency Transaction Reporting; Truth-in-Lending and Regulation Z; Consumer Leasing and

Regulation M; the Equal Credit Opportunity Act and Regulation B; the Fair Credit Reporting Act; Gramm-Leach-Bliley Act; Magnuson-Moss Warranty Act; the USA Patriot Act; and the Office of Foreign Assets Control (OFAC).

The workshop also touches on *best practices* and legal information specific to Maryland and Virginia new car dealers.

Participants will receive compliance certification after passing an exam at the end of class.

The class runs from 8:30 a.m. to 5:00 p.m. at WANADA headquarters in upper Northwest, DC. The cost is \$199 per person. Additional questions may be directed to Kathy Teich, [kt@wanada.org](mailto:kt@wanada.org), or (202) 237-7200. To register, click [here](#).

## Dealerships can join President Trump's Workforce Initiative

President Trump is calling on businesses – including new-car and -truck dealerships – to sign a “Pledge to America’s Workers.” The pledge is designed to improve workforce development and increase vocational training opportunities for students and workers over the next five years.

Any dealership that would like to make a pledge to increase career opportunities for students and workers, including apprenticeships, work-based learning programs, continuing education, on-the-job training, or re-skilling, may send an email to [WorkforcePledge@who.eop.gov](mailto:WorkforcePledge@who.eop.gov). To find out what information must be included, in the email, click [here](#).

Upon confirmation of the pledge, a member of the Trump administration will contact dealerships about potential inclusion in a White House press release.

## Dealership numbers stable, but sales per store expected to slip

The “prophets of doom and gloom” for the retail auto industry were again proven wrong with the latest Franchise Activity Report from Urban Science. Dealership rooftop numbers are stable, all though sales per store are forecast to slip.

The dealership network has been fairly stable since 2010, with 98 percent of local markets showing virtually no net change. As of July 1, there were 18,252 dealerships, an 0.2 percent increase from Jan. 1.

“With the current range of 2018 sales forecasts being slightly less than 2017, throughput [sales per store] is forecast to fall around 11 units to 937 units,” said Mitch Phillips, Urban Science’s global director of data.

## Driver assistance features still have flaws, IIHS study shows

Researchers at the Insurance Institute for Highway Safety (IIHS) wanted to know if advanced driver assistance systems – such as adaptive cruise control and active lane-keeping -- would handle driving tasks as humans would.

The answer is, “not always.” So drivers in vehicles with those features should not give up control. But as long as the people at the wheel remain alert, semi-autonomous vehicles can, in fact, make driving safer.

“Adaptive cruise control is designed to slow for cars ahead and can come to a full stop but may not react to already-stopped vehicles,” the IIHS report said. On the other hand, the Tesla Model 3 was cited for unnecessary or overly cautious braking, sometimes for tree shadows on the road.

Active lane-keeping systems that rely on road markings to keep vehicles in their lanes were sometimes thrown off by hills or curves that obscured the lane markings.

WANADA continues to track research and developments on autonomous vehicles at its annual MobilityTalks International Conference, a three-day industry meeting preceding the Washington Auto Show, set next year for April 2-4, 2019.

## 2019 Washington Auto Show cycle kicks off with OEM space draw



John O'Donnell of WANADA welcomes guests to the 2019 WAS Space Selection Meeting.

WANADA recently kicked off the auto show planning season by hosting the annual Space Selection Meeting for OEMs. Representatives from the gamut of domestic and import automakers attended the event, held at the brand-new InterContinental Hotel in downtown Washington, DC, to select space on the Washington Convention Center floor for the 2019 WAS.



Bob Yoffe, WAS director, helps OEM exhibitors select their space at the meeting for 2019 WAS.

WANADA president and WAS producer John O'Donnell spoke to attendees, as did other members of his staff, along with executives from some of the 2019 WAS's major partners, including Diana Mayhew, president of the National Cherry Blossom Festival, and Anthony Shop of SocialDriver, the digital media firm that will be managing the show's social media for the second consecutive year.

Following the Space Selection Meeting, attendees enjoyed *happy hour*, while taking in the exquisite panoramic views of the Potomac River, Georgetown, and Arlington from the prominent situs of the new InterContinental Hotel.

The Washington Auto Show will be held later in the year for 2019, April 5 - 14, preceded by the three-day MobilityTalks International Conference, which will commence April 2.

### Thought for the Week...

I will always be singing somewhere.  
 --Aretha Franklin, *Queen of Soul*, 1942-2018

