

Headlines...

Ed Henry, Fox News, to address WANADA Annual Meeting, Nov. 14

Changes to Fair Credit Reporting Act affect dealers as employers

WANADA's Fraud and Cybersecurity Seminar is Oct. 16

More dates to note: NADA Show, Washington Auto Show

WANADA aims to sponsor EV Grand Prix as part of Auto Show

New sales rep license procedures in Maryland

Surety bond requirement doubles for Maryland dealers

Tony Santy recognized by WANADA Board for 18 years of service

Sport Automotive honored by Clean Cities Coalition

Thought for the Week...

Save the date!

Ed Henry, Fox News, to address WANADA Annual Meeting & Luncheon, Nov. 14

Fox News Channel's Chief National Correspondent Ed Henry will give the keynote address at the WANADA Annual Meeting & Luncheon, Wed., Nov. 14, at the Ritz-Carlton Tysons Corner. Dealers will surely want to take advantage of this opportunity to hear from a Washington political insider just eight days after the midterm elections.

With both chambers of Congress, more than two dozen governorships and state legislatures around the country all up for grabs in the midterms, the choices Americans make will have a major impact on the future of the country. Henry will help attendees make sense of the results and what they mean for the country, the Trump administration and the automotive industry in the Washington, D.C. region.

In his more than 20 years of Washington reporting experience, Henry has covered both Democratic and Republican administrations, six presidential elections and Congresses controlled by both parties. His experience makes him an invaluable resource for attendees trying to anticipate the legislative priorities of 2019, and, of course, the 2020 election.

In addition to his years of television experience, first with CNN and now at Fox News, Henry is also a best-selling baseball author. His book *42 Faith: The Rest of the Jackie Robinson Story* was released in 2017. In the book, Henry offers examples from the past and present to encourage audiences to bridge the gap of individual, cultural and ideological differences and come together as one community.



Ed Henry, Fox News reporter

“Fireside chat” with Ed Henry

Immediately following the Annual Meeting & Luncheon, Ed Henry will host a “Fireside Chat” in the Old Dominion Room in the Ritz-Carlton with WANADA members who elect to pay an extra \$50 to attend the exclusive session. Only 40 tickets will be offered on a *first come, first served* basis. Fireside Chat registration will be emailed to luncheon registrants starting Nov. 1.

WANADA’s Annual Meeting of members

The meeting will also present a state of the industry and regional automobile business report from WANADA’s leadership. And members will elect WANADA’s 2018-2019 Board of Directors. WANADA members and dealer community friends are cordially invited to attend the Annual Meeting and actively participate.

For more information please go to wanada.org or click [here](#) to register for WANADA’s Annual Meeting and Luncheon and pay by credit card, or check.

The 2018 WANADA Annual Meeting & Luncheon is generously sponsored by WANADA Kindred-line members ACV Auctions, Armatus Dealer Uplift, BG Products and Services, and SunTrust.

Changes to Fair Credit Reporting Act affect dealers as employers

New notification requirements went into effect September 21 for dealers in their role as employers. The requirements stem from changes in the Fair Credit Reporting Act. WANADA wrote in the [September 20 WANADA Bulletin](#) about how the changes affect dealers in their role as retailers to consumers. Here’s how the changes affect dealers in their role as employers.

If a dealer takes an adverse action based on use of a credit report for employment purposes, he or she must give the affected individual a copy of the recently revised Summary of Consumer Rights notice. For instance, if a dealer decided not to hire someone because of the person’s credit report, the dealer must give the job applicant a copy of the notice. A dealer might use the credit report for job screening or for firing an employee – for example, if someone who wants to work in accounting has a history of bankruptcy.

The duties of employers who use credit reports for employment purposes is further explained in the FTC publication [Using Consumer Reports: What Employers Need to Know](#), which includes a link to a Summary of Rights notice.

As always, dealers should consult with their legal counsel about their particular situation. General questions may be directed to NADA’s Paul Metrey at pmetrey@nada.org.

Save the date!**WANADA’s Fraud and Cybersecurity Seminar is Oct. 16**

WANADA’s Fraud and Cybersecurity Seminar will take place Tuesday, Oct. 16, from 8:30 a.m. to 11:00 a.m. at the Bethesda Marriott Pooks Hill.

The seminar is a good opportunity for dealership operators to learn about the latest criminal fraud and theft tactics in our area from Prince George’s County Police Sergeant David Mohr, head of the Washington Area Vehicle Enforcement Auto Theft Task Force. A cybersecurity

expert will also speak about best practices to avoid cybercrimes and how to keep employee and customer data safe.

To register, click [here](#). To ask further questions, contact Kathy Teich at WANADA at kt@wanada.org or (202) 237-7200.

More dates to note: NADA Show, Washington Auto Show

WANADA dealer members should note the timing of these important industry events in 2019:

- Jan. 24 - Jan. 27: NADA Show in San Francisco.
- April 2 - 4: *MobilityTalks International*® at the Walter E. Washington Convention Center in downtown Washington.
- April 5 - 14: Washington Auto Show at the Walter E. Washington Convention Center, including the WANADA Member Reception on April 11.

WANADA aims to sponsor EV Grand Prix as part of Auto Show



WANADA's Archie Avedisian (seated) with Gaithersburg High School students who, with the guidance of their instructors, built this electric vehicle.

WANADA is working with an energy-oriented nonprofit group to sponsor the Metro Washington, DC Electric Vehicle Grand Prix (DCEVGP). The DCEVGP, organized by Global EEE (Education/Energy/Environment), will take place March 28, 2019, the week before the Washington Auto Show, presenting WANADA an excellent platform from which to publicize its commitment to a variety of sources to power cars.

The winner of the Grand Prix is the electric car constructed most efficiently to drive the farthest distance before running out of electricity. That car would be displayed at the Washington Auto Show. Students design, engineer and construct the vehicle, including wiring, suspension and

electric components, under the supervision of instructors.

WANADA would provide 10 to 12 volunteers for the event, contact news outlets to cover it, and invite business leaders and elected officials to participate. WANADA consultant Steve Boden with Montgomery County Public Schools, who coordinates WANADA's Automotive Dealer Education Institute, would recruit area high schools to participate. Boden is also contacting his educator counterparts in Northern Virginia and Prince George's County.

The Gaithersburg and Arlington Rotary Clubs also support the project. The district governor of Rotary, Rich Glover, has endorsed the program and is contacting local Rotary clubs to participate and support it.

For more information, see globalee.org/dcevgp.

New sales rep license procedures in Maryland

Since the Maryland vehicle sales license has recently been upgraded to three years, the Maryland Motor Vehicle Administration has announced changes to the license procedures to simplify the transfer and refund process. This policy change is a direct result of the work that Maryland dealers Geoff Pohanka, Dick Patterson and Paul Ritchie are doing on behalf of all dealers in the state through the MVA dealer panel. Here's an outline of the changes:

- There will be no transfer fee for a transfer of a sales representatives' license between dealers, but they will need to notify the MVA.
- A refund for unused complete years will be issued to either the dealer *or* the sales representative who paid for the license (not both). The refund must be requested through the mail on company letterhead.

As a reminder, a criminal background check through the Department of Public Safety and Correctional Services (DPSCS) and Criminal Justice Information System (CJIS) must be conducted for all new and renewal sales rep licenses. With the license upgrade to a three-year period, the CJIS background check will be completed every three years. For seamless processing, the CJIS background check must be completed within 30 days of the license renewal.

For the complete MVA Bulletin, click [here](#).

Surety bond requirement doubles for Maryland dealers

Maryland dealers, take note: As of October 1, the surety bond amount required for title services was increased from \$25,000 to \$50,000 per business.

A title service agent, who, on behalf of the Motor Vehicle Administration, collects and remits the vehicle excise tax imposed may keep the lesser of \$12 per vehicle, or 0.6 percent of the gross excise tax that the agent collected.

If the title service fails to pay the appropriate excise tax for each title transaction, MVA may levy, in addition to the tax and assessment, a penalty equal to 25 percent of the tax due.

The changes and requirements came about from the Maryland General Assembly via HB 1065 Vehicle Laws – Title Service Agents.

Dealers with questions or concerns may contact the MVA at (410) 787-2950 or mvablcsd@mva.maryland.gov.



WANADA Chairman John Bowis (left) and WANADA President John O'Donnell (right) present Tony Santy with a commemorative plaque for his extraordinary service to WANADA

Tony Santy recognized by WANADA Board for 18 years of service

The WANADA Board of Directors honored Tony Santy of Chesapeake Petroleum for his many contributions from 18 years of service on the Board as Kindred-line representative. Santy's recent retirement from Chesapeake Petroleum prompted his stepping off the WANADA Board.

An interesting side light of Tony's career were his college football years with the University of Maryland Terrapins. From there, he went on to try out for the New York Jets during the years Joe Namath was quarterback and the team went on to win the Super Bowl.

WANADA greatly appreciates the invaluable leadership and hard work Tony provided its organization no less than Washington area dealers over the many years!

Sport Automotive honored by Clean Cities Coalition



Flanked by Robert Fogarty, Gibbs Fogarty of Sport Automotive accepts the Clean Cities Coalition Award in Washington..

The Fogarty family, owners of Sport Automotive in Silver Spring, was honored Sept. 25 by the Greater Washington Region Clean Cities Coalition (GWRCCC) for their commitment to marketing General Motors and Honda plug-in electric vehicles. The Fogartys, through Sport Automotive, are one of the region's leading sellers of EVs. WANADA is a sustaining member of the GWRCCC.

Robert Fogarty, Sr., president of Sport Automotive, and Gibbs Fogarty, Sport Chevrolet's general manager, came to Clyde's in DC to receive the GWRCCC's Automotive

Dealership Environmental Leadership Award. Gibbs Fogarty said Sport Automotive is committed to the importance and popularity of EVs and sees them as an integral important part of their business' future and of America's consumer driving ambition.

"We strongly believe that EVs are here to stay," said Gibbs Fogarty. "General Motors and Honda have been leaders in the electric vehicle field, and Sport remains committed to making clean energy technology as widely available in the region as we can."

For more information on GWRCCC, click on its [website](#).

Thought for the Week...

Judges ought to be more learned than witty, more reverent than plausible, and more advised than confident. Above all things, integrity is their highest and most proper virtue.

--Francis Bacon

English philosopher, 1561-1626