

# THE WANADA BULLETIN

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

WANADA Bulletin # 30 -18

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## Save the date

### WANADA Annual Meeting & Luncheon shaping up for Nov. 14

Time is running short to register for WANADA's Annual Meeting and Luncheon on Nov. 14. Just eight days after the upcoming midterm elections, dealers and their guests will surely want to hear keynote speaker Ed Henry's analysis of America's current political environment and what it means for the 2020 presidential election and the next Congress' policy agenda. Henry, Fox News Channel's chief national correspondent, has more than 20 years experience covering the national news scene. WANADA's Annual Meeting & Luncheon will be at the Ritz-Carlton/Tysons Corner, from 11:30 a.m. to 2:00 p.m.



Ed Henry, Fox News

Attendees will also hear an update on the latest in cancer research from longtime WANADA friend Dr. Skip Trump, executive director of Inova Schar Cancer Institute.

#### "Fireside chat" with Ed Henry

Immediately following the Annual Luncheon, Ed Henry will host a "fireside chat" at the Ritz-Carlton with WANADA members who elect to pay an extra \$50 to attend this exclusive session. Only 40 tickets will be offered on a *first come, first served* basis. Registration for the *fireside chat* with Ed Henry will be emailed to WANADA luncheon registrants starting Nov. 1.

#### WANADA's Annual Meeting of members

WANADA's Annual Meeting segment of the Luncheon will offer a state of the industry and regional automobile business report from WANADA's leadership. Members will then elect WANADA's 2018-2019 Board of Directors. Accordingly, WANADA members and dealer community friends are cordially invited to attend the Annual Meeting and Luncheon!

Click [here](#) to register for WANADA's Annual Meeting and Luncheon and pay by credit card or check. The 2018 WANADA Annual Meeting and Luncheon is generously sponsored by WANADA Kindred-line members ACV Auctions, Armatus Dealer Uplift, BG Products & Services, SunTrust, and WellNet Healthcare.

## WANADA receives Corporate Sponsorship Award from WRAP



WANADA recognized for its sober driving leadership: WRAP chairman Gary Cohen (center) presents the Award to John O'Donnell (right) and Joe Koch, WANADA CEO and VP of operations, respectively.

WANADA received the Corporate Sponsorship Award from WRAP, the Washington Regional Alcohol Program, at WRAP's recent annual meeting. WRAP was cofounded by former WANADA CEO Gerard Murphy 36 years ago to curb drunk driving and underage drinking, over which time it has established itself as one of the foremost sober driving advocacy groups in the region and nation.

Among other WRAP accomplishments in the past year highlighted at the event were these:

- Successfully removing 5,178 would-be drunk drivers from Greater Washington's roadways;
- With GEICO's support, initiating new, in-school, interactive youth safety events addressing topics including underage drinking, teen driving, bullying and date violence; and
- Helping to unveil the region's new half Lyft/half police car serving as a "mobile billboard," reminding motorists that after an evening that includes drinking, they have a choice of how they get home.

## Warning: Dealers should be wary of dangers from wire fraud

An area dealer almost got scammed recently by someone posing as an employee who, over email, asked that their direct deposit be changed to a different account number. How can dealers avoid this type of cyber crime in their own businesses?

1. **Never accept wire instructions or payment requests by email or other electronic communications.** It is too easy for an emailer to pose as someone else. It is too easy for a hacker to invade your system, know what you are working on, and misdirect payments when you are expecting directions.
2. **Always verbally confirm directions at a known phone number or by having the individual personally provide directions with proof of identity.**
3. **Make sure your company computer protections are *state of the art* and updated.**
4. **Give frequent, mandatory employee awareness training.** Employees must know of crimes like business e-mail compromise. BEC occurs when a fraudster uses social engineering or hacking to compromise business email accounts and swindle unsuspecting

employees into making wire transfers. Your employees must understand that a company that is a victim of a cybercrime can be crippled or destroyed, leading to the loss of jobs.

- 5. Regularly monitor employee use of protections.** Have your computer vendor develop protocols against hackers. These are not difficult and can include practices such as not sharing passwords and not clicking on links in emails from unknown senders. Make sure a monitor checks regularly that employees are following these practices.

*Thanks to WANADA Kindred-line member Michael Charapp of Charapp & Weiss, LLP, for this information.*

## WANADA attends fundraiser for MD Del. Waldstreicher



Del. Waldstreicher

WANADA is involved in many programs to benefit area auto dealers, and its leadership gets around town to a variety of events on both sides of the political aisle. WANADA CEO John O'Donnell recently attended a fundraiser for Maryland State Delegate Jeff Waldstreicher (D), who is

running for State Senate.

Del. Waldstreicher is former chairman of the Montgomery County Subcommittee on Land Use and Transportation, which, of course, reviews an array of important matters impacting WANADA dealers. The fundraiser included regional political luminaries, evidenced in the picture to the right.



Left to right: Mike Miller, president MD Senate; Lulu Gonella, cohost; P.J. Hogan, former Maryland state senator; Kathleen Matthews, chair, MD Democratic Party; John O'Donnell, WANADA CEO.

## NADA's inspection tips to detect flood-damaged vehicles

With the heavy damage from recent hurricanes in the south, NADA offers these tips for detecting flood-damaged vehicles.

1. Check a vehicle's title history using the [National Insurance Crime Bureau's VINCheck](#), the [National Motor Vehicle Title Information System](#), or a commercially available vehicle history report service such as Experian or Carfax. Reports may state whether a vehicle has been flood damaged.
2. Examine the interior and engine compartment for evidence of water and grit from suspected submersion.
3. Check for recently shampooed carpeting.
4. Look under the carpeting for water residue or stain marks from evaporated water not related to air conditioning pan leaks.
5. Inspect for interior rust and under the carpeting, and inspect upholstery and door panels for evidence of fading.
6. Check under the dash for dried mud and residue, and note any mold or a musty odor in the upholstery, carpet or trunk.
7. Check for rust or screws in the console and in other areas water would normally not reach unless the vehicle was submerged.

8. Look for mud or grit in alternator crevices, behind wiring harnesses and around the small recesses of starter motors, power steering pumps and relays.
9. Inspect electrical wiring for rusted components, water residue or suspicious corrosion.
10. Inspect other components for rust or flaking metal not normally found in late model vehicles.

## NADA's new address

NADA has moved its headquarters about 150 yards down the road from its original headquarters in the NADA Building. The new mailing address of the National Automobile Dealers Association is 8484 Westpark Drive, Suite 500, Tysons Corner, VA 22102. WANADA Bulletin readers are urged to make a note of it!

## As Trump gets pushback on fuel efficiency, NADA stresses cost

It has been a busy couple of weeks in the ongoing auto fuel efficiency debate. Opposition to the Trump administration's plan to freeze 2017-2025 fuel economy standards at 2020 levels were not just from California, but also some big guns of the auto industry – Ford, General Motors, Honda, and United Auto Workers. A survey by Autolist.com, a car shopping site, found that less than a third of the 1,132 car shoppers surveyed support the proposed rollback in CAFE standards.

As it has in the past NADA emphasized vehicle affordability, pointing out that automakers producing fuel-efficient vehicles, that no one can afford to buy, will do little to help the environment, the safety of drivers or the economy.

Rising monthly payments are the number one concern for car buyers today, said NADA. The average loan amount also reached new highs this year and is now nearly \$31,000. Perhaps most worrying for the industry and the economy as a whole is the ratio of new to used vehicles sold, approaching levels not seen since the Great Recession.

“As long as the new to used ratio continues to tick down,” wrote NADA CEO Peter Welch, “we’ll be failing to advance our shared goal of maximizing the number of new, fuel-efficient vehicles that we get on the road every year.” Flexible regulations will accelerate fleet turnover, he said.

“If the government fails to take into account the needs and financial constraints of consumers, we all lose,” said Welch.

### Thought for Halloween...

I'd never met a vampire, but I don't know what might happen tomorrow.  
--Bela Lugosi, famed horror film actor