

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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John Bowis is WANADA's 2019 Time Dealer of the Year

WANADA is pleased to announce that John Bowis, president of Chevy Chase Acura in Bethesda, and chairman of WANADA, will represent the Metropolitan Washington Area as a 2019 Time Magazine Dealer of the Year.

The Time Dealers are put forward by auto dealer associations across the U.S. and Canada and are recognized at the NADA Convention, which this year is set for Jan. 25, 2019, in San Francisco. The Time Dealer of the Year program honors new-car dealers who are exceptionally successful as automotive retailers, industry change agents and community leaders. Bowis was nominated by WANADA President John O'Donnell.



John Bowis, Time Dealer of the Year nominee (center), with WANADA CEO John O'Donnell and Scott Marton of Ally Financial, co-sponsor of the Time Dealer Award.

“As a third-generation automobile dealer, this business is in my blood,” Bowis said.

After earning a BA degree in government and law from Lafayette College in Easton, Pa., Bowis joined Chevy Chase Cars, a family owned and operated dealership, full-time as a sales representative; from there, he spent six years rotating through every department in the store. Early on in his position at Chevy Chase, Bowis attended Pat Ryan & Associates F&I School in Chicago and the Chevrolet Dealer Management Program in Warren, Ill. Today, John Bowis runs

the business that his grandfather, Art Bowis, founded in 1939, and his father, Fred Bowis, operated as his predecessor.

“My father and grandfather believed that the only way to achieve success was through customer satisfaction, but to have a great CSI, first you have to have a great employee relations,” Bowis said. Just as John followed his father, Fred, in Chevy Chase Cars, he also follows Fred as a recipient of the Time Dealer Award.

Bowis says he is proud to create a culture in his store that fosters long-term career opportunity, noting that four of his staff members at Chevy Chase retired after 50 years of service and three more have been with the company for between 40 and 50 years.

As current chairman of WANADA and a member of the Association’s Executive Committee for many years, Bowis has worked diligently to influence public policy on behalf of the auto industry.

“I have been asked to speak to public policy decision makers, elected officials, urban planners, transportation planners, trade association leaders, businesses and civic and community groups on the future of transportation and mobility,” he said.

Bowis is equally committed to bettering his community. One of his most important civic contributions is his work for The Children’s Inn at NIH. This facility provides homelike housing for families to use while their children are undergoing treatment. For 26 years, Chevy Chase Cars hosted an auto show at the dealership to raise money for the Inn.

Other groups Bowis supports include Best Buddies in the Capital Region; YMCA Youth and Family Services; Alzheimer’s Association; Bethesda Green; Bethesda Cares; Humane Rescue Alliance; and The Combat Soldiers Recovery Fund.

The Dealer of Year Award is sponsored by Time in conjunction with Ally Financial and in cooperation with NADA.

Registration open for MobilityTalks International 2019

Registration is now open for MobilityTalks International®, set for April 3 and 4, 2019 on Capitol Hill and at the Walter E. Washington Convention Center. The conference, now entering its fifth year, is organized and sponsored by The Washington Auto Show, which this coming year will open to the public on April 5.

“In just a few short years, MobilityTalks has earned a reputation as a world-class forum for policy experts and industry leaders to discuss the future of autonomous vehicle regulation,” said Washington Auto Show Producer John O’Donnell. “The 2019 conference promises to be the best yet.”

Confirmed speakers thus far are Heidi King, deputy administrator of the National Highway Traffic Safety Administration; Peter Welch, CEO of NADA; Ed Bradley, program manager at Toyota; Kay Stepper of Bosch, LLC; and Jill Ingrassia of American Automobile Association.

To register for MobilityTalks International®, click [here](#).

Senate approves new CFPB director in Mulvaney's mold

WANADA dealers are advised that the Consumer Financial Protection Bureau (CFPB), has a new executive director, Kathy Kraninger. She was approved for the position by the Senate last week, in the wake Mick Mulvaney stepping out of the lead position at CFPB. Previously, Kraninger had been with the U.S. Office of Management and Budget.

NADA supported the confirmation of Kraninger and wrote in a letter to U.S. senators stating the following: "We urge the Senate to confirm Ms. Kraninger, who we are confident will help bring greater accountability, transparency and appropriate safeguards" to the agency.

The American Bankers Association agreed. "We learned during her nomination hearing that Ms. Kraninger believes in promoting competition and appropriately tailoring regulations by taking into account both costs and benefits," said American Bankers President Rob Nichols.

Mulvaney applauded Kraninger as his successor, though he said he had no say in nominating her. In his several months as acting director of the CFPB, Mulvaney attempted to roll back what he considered to be the extreme aspects of the agency's regulatory agenda.

New EPA rule on safe management of recalled airbags

A newly published interim final rule on safe management of recalled airbags supplements EPA's June 2017 and July 2018 memos on the topic is available [here](#). The Nov. 30 rule focuses on parts subject to Takata-related recalls where Espeel has determined that Takata parts are not suitable for onsite deployment.

The upshot of the new interim final rule is this:

1. Non-Takata recalled and non-recalled waste (discarded or no longer suitable for use) airbag modules may be safely deployed onsite if the resulting residue is recycled as scrap metal.
2. Takata-related airbag parts should be managed consistent with vehicle manufacturer instructions as set out in dealer recall notices or elsewhere. Vehicle manufacturers should compensate their dealers for the cost of proper recalled airbag parts management.
3. The interim final rule exempts dealerships from certain hazardous waste management mandates. Specifically:
 - Airbags do not count toward a dealership's monthly hazardous waste quantity;
 - A maximum of 250 parts may be accumulated at once, for no more than 180 days;
 - Parts shipped offsite must comply with hazmat shipping rules, and be marked "Airbag Waste: Do Not Reuse.")They must be shipped to a facility under a vehicle manufacturer's control or otherwise arranged in connection with a recall, or to a permitted hazardous waste treatment, storage or disposal facility; airbag waste shipment records must be kept for at least three years).

Questions on the interim final rule may be directed to regulatoryaffairs@nada.org, or (703) 821-7040.

Trump threatens to end EV credits, but its unlikely to pass Congress

President Trump and his chief economic advisor, Larry Kudlow, said the administration plans to end the \$7,500 tax credit for buying an electric vehicle by 2021. But the measure was passed by Congress and would have to be repealed by Congress.

[The Hill](#) reports that Congress has little interest in repealing the EV subsidy. Congressional Republicans have other priorities for this year's lame duck session, and Democrats, who will control the House in the 2019 Congress, generally support the tax credit. Meanwhile, VW announced that it will no longer make vehicles using internal combustion engines after 2026 and will instead focus on electric cars. In the United States, General Motors has also announced a focus on EVs, but under the assumption that the Congressional subsidy will continue.

New Kindred-Line members for 2018 approved by WANADA Board

WANADA cordially welcomes the following organizations and their representatives, which were approved as new Kindred-Line members by the association's Board of Directors:

Access National Bank

Reston, VA
Roy L. Giese, senior vice president

Kerrigan Advisors (dealership sell-side advisory firm)

Tysons Corner, VA
Gabe Robleto, vice president

ACV Auctions

Buffalo, NY
Bryan Dougherty, regional sales director

MidAtlantic Shelving and Wall Distributors

Rockville, MD
Bernard Freed, president

Bel Air Auto Auction

Belcamp, MD
R. Charles Nichols, president

OWL Automotive Consulting (HR, IT, operations, buy-sell consultants for small to medium dealers)

Fredericksburg, VA, Tom Olney, partner

Carr Maloney P.C. (legal services)

Washington, DC
Matthew D. Berkowitz, member

Patriot Shredding

Rockville, MD
Courtney Lodico, director of sales

Cox Automotive

Atlanta, GA
Ernest Lattimer, director

PDP Group Inc. (property and casualty insurance)

Hunt Valley, MD
Chuck Verschoore, director

Crowe LLP

Washington, DC
Ed Reinhard, partner

Smart Detailing, LLC

Woodbridge, VA
Suzanne Behrens, owner & CEO

Cushman & Wakefield

Washington, DC
James Mitchell, exec managing director

Stream Companies (digital/traditional automotive retail marketing)

Malvern, PA, Paul Accinno, EVP/partner

Doyle Construction

Rockville, MD
Ryan Tendall, representative

A seasoned general manager seeks dealership position

A general manager in Southern Maryland, with more than 28 years' experience in the automobile business, seeks a dealership position in Maryland or Virginia. For details, contact John O'Donnell or Joe Koch at jod@wanada.org, jk@wanada.org or (202) 237-7200.

Staying Ahead...

His life code was: "Tell the truth. Don't blame people. Be strong. Do your best. Try hard. Forgive. Stay the course." And that was, and is, the most American of creeds.

-- Jon Meacham, George H.W. Bush's biographer, eulogizing the 41st president at his memorial service recently at the Washington National Cathedral

