

THE WANADA BULLETIN

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

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Another Successful and Well-Attended WANADA Open



This past Monday, June 17th, nearly 150 golfers competed in the 2019 WANADA Open at the Trump National Golf Club in Sterling. The weather cooperated once again this year and the 2019 WANADA Golf Outing was an overwhelming success!

Golfers from more than 20 dealerships around the region participated this year. Dealerships represented included Apple Ford/Lincoln, AutoNation Toyota Leesburg, Beyer Automotive

Group, Bomnin Chevrolet Manassas, Chevy Chase Acura, Fair Oaks Chrysler/Jeep/Dodge/Ram, Farrish of Fairfax Chrysler/Jeep/Dodge/Ram/Subaru, Fitzgerald Auto Malls, Mercedes-Benz of Alexandria, Ourisman Automotive, Rosenthal Automotive, Safford Automotive Group, Sheehy Auto Group, Ted Britt Ford/Lincoln, and many more. [Click here to view a gallery of photos from the day's events.](#)

The 2019 WANADA Open also featured several members of WANADA's current Board of Directors out on the links: Chairman John Bowis and Secretary Chip Doetsch, plus board members John Altman, Robert Fogarty Jr, Jim Gramm, Joe Sanchez, and Tom Parsons. Attendees had overwhelmingly positive reviews of Trump National's Championship Course, which provides players with stunning views of the Potomac River. [Click here to view a gallery of photos from the day's events.](#)

The tournament was a "scramble" format ("Captain's Choice") and as such, some of the teams shot very low scores. The winning foursome was the group from Dixon Hughes Goodman LLP, a Kindred-Line member. Together, Louie Galbraith, Nick Brunotte, Johnny Groupe, and Tony

Taylor posted a score of 60, or 12 shots below par. The second-place team from JM&A Group shot -11, and the team from Ted Britt Ford/Lincoln shot 10-under to finish in third place.

A number of dealers and Kindred-Line members also joined the post-golf festivities, including a happy hour and dinner in the course's clubhouse, featuring panoramic views of the course and the Potomac River. In addition to the prizes awarded to the winning golfers, attendees had the chance to win a host of high-end door prizes, including \$500 gift cards, an iPad, outdoor portable grills, and more. There was also a charitable 50-50 raffle, which collected \$1,830 total -- \$915 went to the raffle winner, and the same amount went to WANADA's Automobile Dealer Education Institute.

WANADA extends its many thanks to all those who helped make this year's WANADA Open a big success, including the WANADA Special Events Committee and the many sponsors who made this event possible.

Dealers with 100+ Employees Must Report Pay Demographic Data to EEOC

A federal judge ruled in April that all employers with 100 or more employees must provide the Equal Employment Opportunity Commission (EEOC) with information on how they compensated their employees in 2017 and 2018, as it relates to their employees' race, sex, and ethnicity.

Dealers who employ 100 people or more have until September 30 to provide this data, which can be submitted as Component 2 of their EEO-1 form. The portal to submit this information is not yet live, but the federal government has said that it will be active by the middle of July. Once it is, dealers can submit their information [at this link](#).

An EEOC helpdesk related to this court ruling also went live this week; dealers with questions about the information they are required to submit can contact eeocompdata@norc.org, or call toll-free at 877-324-6214. For more information, please visit the [EEOC's website](#).

Legal and Ethics Training for Sales Personnel Being Held Next Week – Register Now!

WANADA is offering legal and ethical standards training and certification courses for salespeople and managers, to be held on June 25 (for sales staff) and June 26 (for sales managers). Trainers from JM&A Group, an automotive finance and insurance services provider, will give sales personnel overview on critical compliance and regulatory issues that are being enforced by the federal government and the states/localities in this region, including the Gramm-Leach Bliley Act, the Equal Credit Opportunity Act, and much more.

Attendees will also get the chance to participate in real-life exercises using true case studies to learn how to make sure they're always compliant, no matter what specific situation they encounter at the showroom. At the end of the course, participants will have the chance to take an online legal exam to earn a certificate of participation for taking part in this event.

The workshops cost \$100 each, and will be held at the WANADA office in Northwest Washington. For more, information, and to register, [click here](#). In addition, [JM&A is offering special discounts to WANADA members](#) for their online courses for compliance managers,

comptrollers, and more. For questions, please contact Kathy Teich at kt@wanada.org, or by calling 202-237-7200.

Two Class-Action Settlement Developments for Dealers to Note

Dealers should be aware of two important class-action lawsuits that they may be eligible to receive compensation from in the near future.

The settled case involves a roughly \$6.2 billion settlement that Visa and MasterCard have tentatively reached with plaintiffs, who sued the credit card companies accusing them of violating anti-trust laws in charging merchants illegally high processing fees. Any business that accepted Visa or MasterCard-branded credit cards between 2004 and January 2019 will be eligible to file a claim, if a federal judge in the Brooklyn-based Eastern District of New York approves the settlement at an upcoming hearing in November.

For more information on this case, [click here](#). A claim form will be posted on the linked website if the settlement is approved. The case is formally known as *In re Payment Card Interchange Fee and Merchant Discount Antitrust Litigation*.

In the other case, Reynolds & Reynolds agreed to preliminarily settle a class-action lawsuit of their own for \$29.5 million. Plaintiffs in this case filed a class-action suit against Reynolds and CDK Global (formerly part of ADP Dealer Services until 2014), alleging that the providers of dealer-management software violated anti-trust laws by charging unlawful prices for their services.

CDK was not a party to this settlement, and according to the [lawsuit settlement's website](#), dealers who believe they were aggrieved by these companies will not be able to file a claim for some of the Reynolds settlement money until the litigation process involving CDK is settled.

This federal court case is formally known as *In re Dealer Management Systems Antitrust Litigation*, and is proceeding in the Northern District of Illinois, based in Chicago.

Register by Aug. 31 for the Dealership Employee Flu Shot Program

Registration is now open for WANADA's seasonal flu shot program for dealership employees. With the flu annually infecting over 40 million people, resulting in workplace disruptions averaging 4-5 work days per employee, this is a popular, well-received WANADA employee benefit.

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

Norvar is offering the quadrivalent (4-strain) vaccine this year. For years, flu vaccines were designed to protect against 3 different flu viruses (trivalent). The trivalent vaccine is no longer available on the market except for adults aged 65 and over. The quadrivalent flu vaccine is designed to protect against four different flu viruses: two influenza A viruses and two influenza B viruses.

The fee will be \$31 for the quadrivalent vaccine with a minimum of twenty (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 a rate of \$24 per dose.

As usual, adults 65 and older have a choice of getting the high-dose trivalent flu shot, which offers better protection against the flu compared with the regular trivalent shot. The fee for the high-dose shot will be \$55. Human immune defenses become weaker with age, which places older people at greater risk of severe illness from influenza.

Also, aging decreases the body's ability to have a good immune response after getting influenza vaccine. A higher dose of antigen in the high-dose vaccine gives older people a better immune response against the flu. Data have shown that that leads to greater protection against influenza.

To have your dealership participate, please register online at www.norvarhealthservices.com, under "Scheduling". Please do not fax in your registration. Alternatively, you may call Norvar at 202-744-1360. With the popularity of this program you are encouraged to register early to guarantee the date of your choice. Any request received after August 31 may be subject to vaccine availability.

Norvar Health Services will begin conducting on-site visits starting October 1. All scheduling will be done by Norvar upon submission of your registration. Norvar will contact the dealer's designated representative with the scheduled date/time and forward all appropriate forms. Norvar will invoice the dealership directly for all flu shots administered via the program, subject to the 20 doses minimum.

If you have any questions, please contact Connie Ryan at WANADA at (202) 237-7200.

WANADA Hosts Hiring Fair for Dealerships in Montgomery County



Representatives from WANADA and its Automobile Dealer Education Institute were in Burtonsville last week recruiting new participants.

WANADA and WorkSource Montgomery, a state-county partnership focusing on job placement and recruitment, co-hosted a hiring fair last week in Burtonsville. Representatives from Jim Coleman Automotive, DARCARS, Chevy Chase Acura, and Fitzgerald Auto Mall were on hand at the East County Regional Services Center recruiting potential blue- and white-collar employees.

WANADA also hosted a table for the organization's [Automobile Dealer Education Institute](#), which connects recent high-school graduates with dealerships in need of eager, reliable service employees.

In Memoriam: Rudi Tischer and Harvey Cherner

WANADA is sad to report the passing of two longtime members of the WANADA family – dealers Paul “Rudi” Tischer and Harvey Cherner.

Tischer was the founder of Tischer Acura and Nissan in Laurel (now Laurel Acura and Ourisman Nissan, respectively) and Tischer Autopark in Silver Spring, and passed away earlier this month at the age of 98. Cherner was formerly the co-owner of Cherner Automotive Group (now Cherner Development Group) passed away last week at the age of 87.

Tischer is survived by his four children, seven grandchildren, and two great grandchildren. Contributions to his memory can go to Epiphany Lutheran Church in Burtonsville.

Cherner is survived by his wife Arlene, his two children, his sister, and his seven grandchildren. In lieu of flowers, memorial contributions may be made to Washington Hebrew Congregation.

Capitol Cadillac Celebrates 85th Anniversary

[The Cadillac & LaSalle Club Potomac Region](#) recently held their 27th Annual Spring Car Show and Automobilia Auction at Capitol Cadillac in Greenbelt, and created a video to commemorate the dealership’s 85th anniversary, and the annual meeting for the group of local Cadillac enthusiasts. You can [check out the video here](#).

WANADA’s John O’Donnell Meets with U.S. Sen. Mark Warner



L to R: WANADA President and CEO John O’Donnell; U.S. Senator Mark Warner (D-Va.); WANADA Kindred-Line Member Kyle Wannemacher of Mid-Atlantic Insurance and Dealer Added Services.

WANADA President and CEO John O’Donnell recently got the chance to meet U.S. Senator Mark Warner (D-Va.), at the annual Leadership Luncheon for the Virginia Foundation for Research and Economic Education, held in Tysons Corner. O’Donnell was joined at the event by Kindred-Line member Kyle Wannemacher of Mid-Atlantic Insurance and Dealer Added Services.

Staying Ahead...

“There are risks and costs to action. But they are far less than the long-range risks of comfortable inaction. – John F. Kennedy