



THE WANADA BULLETIN

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

WANADA Bulletin # 14-19

July 17, 2019

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Reminder to Enroll in WANADA's Dealer Employee Flu Shot Program by August 31

The deadline to enroll your dealership in WANADA's dealership employee flu shot program is August 31. The program is very popular every year, and remains a cost-effective and reliable way to ensure that your dealership's employees are protecting themselves and your customers by getting vaccinated.

As in past years, the flu shots will be administered on-site at WANADA member dealerships and administered by Norvar Health Services to adults aged 18 and older.

The fee will be \$31 for the flu shot, with a minimum of 20 participants required at each location, for a minimum cost of \$620. Locations with less than 20 participants will be billed as if 20 doses of vaccine were administered. Additional shots above the initial 20 will be billed at a rate of \$24 per dose.

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 cr@wanada.org, or by calling (202) 237-7200.

Save the Date: The 2020 Washington Auto Show Will Be Back on January 24

Because the 2019 [Washington Auto Show](#) was held this past spring due to a one-time scheduling quirk, planning for the 2020 show was ongoing before the last show had even commenced. In 2020, the show will back to its usual winter time frame, with the 2020 show opening to the public on January 24 and concluding on February 2.

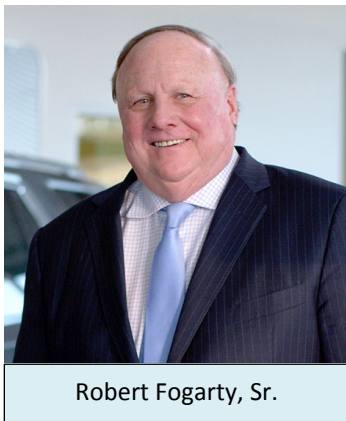


WANADA encourages all dealer principals to talk to their OEM representatives about how the manufacturers can increase their involvement in this coming year's show with more interactive spaces, indoor and/or outdoor ride-and-drive opportunities, and other branding opportunities. Further information about WANADA member events at the show, including dealer receptions and more, will be provided as the show gets nearer.

In addition, WANADA always wants feedback from member dealers about the ways the show has benefitted their businesses. Please feel free to reach out to the organization at any time with anecdotes or information about the ways that the show helped your dealership secure sales, or anything else you wish to share.

If you have any questions about the show, and how your dealership or organization can increase your involvement, please contact Mike Bushnell at mb@wanada.org, or by calling 202-237-7200.

Robert Fogarty, Sr. Leading WANADA Political Involvement Effort



Robert Fogarty, Sr.

Sport Automotive President Robert H. Fogarty, Sr. has been tapped to lead WANADA's political engagement program. In this role, Fogarty will work with WANADA President and CEO John O'Donnell to lobby candidates for local and state office on legislative and regulatory matters that are important to the dealer franchise industry.

Throughout its existence, WANADA has supported elected officials from both political parties who support the franchise model, which is responsible for tens of thousands of good paying jobs in the Washington area alone, and is grateful for those member dealers who have done so as well.

WANADA would like to thank Robert Fogarty, Sr., for his support of the organization, and for Sport Automotive's commitment to a variety of public service initiatives in the Washington area.

Reminder of WANADA Insurance Proprietary Trust Products

WANADA offers a full slate of very competitively-priced insurance and benefits options for auto dealerships. Led by Ed Mullaney, [WANADA's Employee Benefits and Insurance](#) team has been able to successfully leverage a large volume of clients to secure low rates for the employees of WANADA member dealerships.

In addition to managing a diverse range of health insurance benefit options that dealers can offer to employees, WANADA can provide dealerships with one of the country's largest national dental networks through the WANADA Dental Trust. Dealerships can offer three different plan options to employees, and WANADA has control over general rate increases, not the insurer. To that end, premium rates have remained level since 2013, and at a very low rate relative to the national average.

WANADA also provides a robust vision insurance package through the WANADA Vision Trust, which features a broad network of national providers, coverage for safety goggles and glasses for mechanics, a generous reimbursement for frames and lenses, and much more.

The association also offers a variety of life and disability insurance options with extremely low rates via the WANADA Life & Disability Trust. Worksite benefits (accident, cancer, critical illness, etc.) are available as well.

For more information, please contact Ed Mullaney at em@wanada.org, or by calling 202-237-7200.

WANADA CEO Testifies on Autonomous Vehicle Legislation Proposed in D.C.



WANADA President and CEO John O'Donnell [submitted written testimony](#) to the D.C. Council earlier this month on behalf of two pieces of legislation that would establish a regulatory framework for autonomous vehicles. The bills, which are designed to be passed in conjunction with each other, would empower the District Department of Transportation to establish both an autonomous vehicle testing framework and a process for registering those cars with the city.

O'Donnell wrote in his testimony that the bills "would establish the necessary framework for the District to become one of the few places in the nation with a full-fledged regulatory infrastructure to support the responsible testing of autonomous vehicles," and he requested that the organization be included in any working groups that may be established to review the legislation, either before or after it is enacted.

The bills, [B23-232](#) and [B23-0248](#), were introduced by Council Chair Phil Mendelson (D) and Councilmembers Mary Cheh (D-Ward 3) and Charles Allen (D-Ward 6).

Koons of Silver Spring, Inride Announce Partnership with Local Pro Women's Soccer Team

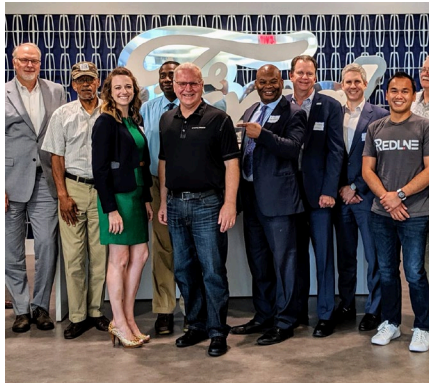
The United States Women's National Team's World Cup championship-winning performance in France earlier this month has sparked renewed interest in the National Women's Soccer League, the domestic professional soccer league that the team's stars play in.

To that end, Koons of Silver Spring and Inride, an automotive startup owned by Koons principal Alex Perdikis, have announced they have signed on as a sponsor of the NWSL's Washington Spirit, with a deal that will run through the remainder of the league's 2019 season. Koons and Inride will be the game sponsors of the team's two remaining matches at Audi Field in Washington, along with other involvement at the team's other home matches at Maryland SoccerPlex in Montgomery County.

"We are thrilled to be a part of this movement," Perdikis said in a [press release announcing Koons and Inride's partnership with the Spirit](#). "I hope that other business leaders, not only in the region, but also nationally, take note of the investments being made in the growth of the Washington Spirit and the NWSL."

Rose Lavelle, who scored a goal in the U.S.' 2-0 victory over the Netherlands in the World Cup final, plays for the Spirit, as does Mallory Pugh, who scored a goal for the Americans in their opening win of the Cup against Thailand.

WANADA Staffers Attend Ford Event on Electric/Hybrid Vehicles



WANADA staff members who help plan The Washington Auto Show attended a briefing last month at Ford's Washington office, where employees from the manufacturer discussed their upcoming plans for expanding their hybrid and electric vehicle offerings, including cleaner Explorer and Escape models.

This visit was just one of the many meetings that Auto Show staff members have held with OEMs, both in D.C. and at headquarters and other auto shows around the country, in preparation for the 2020 show.

Alleged Dealership Thief Arrested in Montgomery County

A little over a month ago, the [WANADA Bulletin reported](#) that one of the organization's members played an integral role in identifying a suspect who Montgomery County Police believe broke into multiple upcounty dealerships one evening.

Earlier this week, thanks to the tip that a WANADA member was able to provide, the police made an arrest in the case. WANADA would like to once again thank that member for this invaluable tip. In addition, the organization is grateful for the professionalism and dedication the Montgomery County Police have shown during their investigation of this case.

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