

# THE WANADA BULLETIN

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

WANADA Bulletin # 17-19

August 28, 2019

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## Friday is Deadline to Register for WANADA Dealer Employee Flu Shot Program

Friday is the deadline to guarantee enrollment in the WANADA Dealer Employee Flu Shot Program. This popular benefit 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. Those who register after August 31 may still be able to participate, but eligibility will be contingent on the availability of the vaccine.

Norvar is offering the quadrivalent (4-strain) vaccine this year. The fee will be \$31 for the vaccine with a minimum of 20 participants required at each location; anyone ordering less than 20 vaccines will be charged \$24 per unused dose. For example, a dealership requesting 15 doses would be charged \$31 per dose for the 15, and \$24 per dose for the unused five. Additional vaccines above 20 will also be charged at \$31 per participant.

To have your dealership participate, please register online at [www.norvarhealthservices.com](http://www.norvarhealthservices.com), under "Scheduling." Alternatively, you may call Norvar at 202-744-1360. Please do not fax or scan your registration requests. Norvar Health Services will begin conducting on-site visits starting October 1, and scheduling will be done by Norvar upon submission of your registration.

If you have any questions, please contact Connie Ryan at WANADA at (202) 237-7200, or via email at [cr@wanada.org](mailto:cr@wanada.org).

## Fox News' Charles Payne to Keynote WANADA Annual Luncheon



Charles Payne

Fox News and Fox Business Network personality Charles Payne will headline the 2019 WANADA Annual Luncheon, to be held Tuesday, Nov. 5 at the Ritz-Carlton in Tysons Corner. Payne has been with Fox's cable news outlets since 2007, and currently hosts *Making Money with Charles Payne* on Fox Business each weekday afternoon. He is also a frequent guest host of shows on both networks, including *Your World with Neil Cavuto* and *Varney & Co.*

As the co-founder of investment firm Wall Street Strategies who is also frequently re-tweeted by President Trump, Payne will share his decades of expertise in the fields of business and politics with luncheon attendees, and

field questions from audience members about the pressing issues of the day.

Be on the lookout for more information about the Annual Luncheon, including links to register for the event, later in September.

## Ourisman Honda of Bethesda Honored by Clean Cities Coalition

Ourisman Honda of Bethesda was honored on Wednesday as the Automobile Dealership of the Year by the Greater Washington Region Clean Cities Coalition, for its environmental stewardship and community efforts related to promoting energy conservation at the dealership. Ourisman Honda was one of 15 awards recipients honored at Clyde's of Gallery Place in Chinatown, at a luncheon featuring representatives from many of the Washington area's most visible public services, including the District Department of Public Works, the Metropolitan Washington Airports Authority, and multiple county-wide transit systems, including those in Arlington and Montgomery counties.



John Ourisman accepts a special recognition award at the GWRCCC luncheon in Washington on August 28.

In recognizing Ourisman Honda, GWRCCC executive director Ira Dorfman highlighted Honda's longstanding commitment to developing energy-efficient vehicles, dating back more than 20 years to the original Honda Insight, and continuing with the Clarity Plug-in and Fuel Cell models. He also noted that Ourisman Honda in particular has been an invaluable collaborative partner as the area around the downtown Bethesda dealership has changed from a classic suburban layout into a dense, walkable urban area with scarce street-level parking.

In accepting the award, dealership chairman John Ourisman said he strongly supports efforts to reduce congestion in downtown Bethesda, and he has worked collaboratively with the state and county on major development shifts nearby related to both the Purple Line's construction and overall smart-growth efforts in southwest Montgomery County. The GWRCCC specifically thanked Ourisman Honda for agreeing in 2018 to assume the multi-million dollar cost of building a plaza and additional green space on the county-owned trail that abuts dealership property.

"Doing the right thing sometimes isn't always the economical thing, but it's worth doing anyway," said dealership chairman John Ourisman at the awards luncheon. "We don't do these things for recognition; it's just been about doing the right thing and being a good community partner."

## Large Turnout for Bi-Annual ADEI Luncheon in Rockville



Several dozen WANADA Automobile Dealer Education Institute students, dealership staffers, and longtime supporters of the initiative gathered in Rockville last week for lunch at Montgomery College, where program enrollees take classes and train at the college's auto-repair shop. WANADA Board of Directors Chairman John Bowis addressed the attendees, as did representatives from the Montgomery Village

Rotary Club and the Masons. Those groups have been longtime financial supporters of ADEI, and their representatives, including past Rotary District Governor Rich Carson, praised WANADA's Archie Avedisian, who at 91 years old continues to secure tens of thousands of dollars in funding for the program.

Through ADEI, hundreds of high school graduates have mastered the intricate skills needed to become an auto-repair technician, and they have secured stable, good-paying jobs at local auto dealerships because of the program. Participants in the program receive free tools, free training, mentorship from a dealer's service technician, and real-world training at a dealership before securing a full-time job upon completion of the program. For more information on the ways ADEI recruits and places eager, enthusiastic technicians-in-training, please visit [adei-programs.org](http://adei-programs.org).

## A Note on WANADA's Updated Phone System

Please note that WANADA's general phone system has been updated. While WANADA's main number of 202-237-7200 remains the same, callers to that general line will now automatically be answered by an auto attendant. The system will allow you to your party's extension directly, insurance department, accounting department or dial "0" for the operator at any time. In addition, WANADA staff members now each have individual phone numbers so that people can contact them directly without having to go through the operator process.

While we at WANADA hope you will find the system to be efficient, please feel free to reach out with any feedback you may have about the changes. Should you have any problems reaching WANADA staffers, you may contact Kathy Teich at [kt@wanada.org](mailto:kt@wanada.org), or by dialing her direct line at 202-800-4190.

## Labor Day Closing Signs Available for WANADA Dealerships

WANADA has published [Labor Day hours of operation signs](#) for the benefit of your showroom and service department customers. We hope you utilize them for extended hours for your Labor Day holiday sales. The signs are in a pdf format and can be customized and printed.

If you have any questions, please contact Kathy Teich at (202) 237-7200 or [kt@wanada.org](mailto:kt@wanada.org).

### Staying Ahead...

"You fail all the time. But you aren't a failure until you start blaming someone else." – Bum Phillips