



THE WANADA BULLETIN

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

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The 2020 Washington Auto Show is Just Weeks Away!

WANADA's flagship event, [The Washington Auto Show](#), is less than two months away, with the show opening to the public at noon on January 24, 2020 at the Walter E. Washington Convention Center north of downtown.

The cars have always been the stars at The Washington Auto Show, and 2020 is no exception. [Roughly 35 different manufacturers](#) will be displaying more than 600 total vehicles at the show, and this year marks the return of both Cadillac and Maserati to the show floor. Please keep the Auto Show website handy, as it will be updated with a full list of the vehicles on display at the show by the end of December.

Many show staples will return in 2020, including Camp Jeep and a revamped Jaguar Land Rover Above and Beyond Experience. The show will also once again feature a robust lineup of luxury vehicles, painted and exotic vehicles, and the return of the WHUT/PBS Kids Family Fun Zone, which has now been expanded to include more space and seating on the third floor of the convention center.

Once again, the show will be hosting [MobilityTalks International](#), a one-of-a-kind conference gathering leaders in policy, technology, and the auto industry, to discuss the future of inter-connected vehicles, Smart Cities, and how increasing growth and urbanization worldwide will shape the future of the motor vehicle. Visit the link above to see the current list of participants; additional speakers and panelists will continue to be added in the coming weeks.

To register for *MobilityTalks*, or the show's Sneak Peek Preview event on the night of January 23, [please click here](#). Please contact Mike Bushnell, WANADA's communications manager, at mb@wanada.org or 202-800-4180 if you have any questions about those events. To get tickets to The Washington Auto Show, [click here](#).

And please also see below for more details on the WANADA member reception, presented by Bank of America Merrill Lynch and Effectv, that will be held on-site at the show on the evening of January 30. More details, including registration links, will be published in the coming weeks.

Washington Area Vehicle Sales Outperform National Trends

[R.L. Polk data points](#) (available to WANADA member dealers) from the third quarter of 2019 have some important bright spots for the health of the region's new-car sales industry. Overall, sales in the region from January through September 2019 are up 1.2 percent compared to the same time-frame in 2018; [an NADA report](#) reflecting the same period showed a national drop of roughly 1 percent. The 1.2 percent increase represents an improvement of roughly 2,700 total units, and in almost all sectors, this region is outperforming the national industry as a whole.

Area dealers sold roughly 1.5 percent more new vehicles in the third quarter of 2019 than they did in the second quarter, though dealers were off 4.3 percent compared to the same time period in 2018. Much of that decline can be traced to the drop-off in domestic car sales, which were off by nearly one-third compared to the third quarter of 2018. However, imported trucks, which comprise 62 percent of the region's truck sales, increased by 6 percent in Q3 2019 compared to the same period in 2018, and are up regionally for the year by 6.5 percent.

Imported cars continue to have the lion's share of the regional market, accounting for 83.8 percent of the third quarter's total car sales in the Washington area. Overall, however, trucks continue to show increased market growth; more than 60 percent of all new vehicles sold in the region in 2019 have been classified as trucks.

WANADA is proud to provide the full Polk Data as a service to our member dealers, and encourages dealers who are eligible for access to register at wanada.org to ensure they're receiving the full suite of online tools and resources that come as part of being a member.

Reminder: Va. DMV to Halt Manual Title/Registration Processing at Service Centers in 2020

WANADA would like to remind its members that the Virginia Department of Motor Vehicles [announced in October](#) that, as of Jan. 1, 2020, they will temporarily cease manual processing of title and registration requests at DMV service centers.

State government officials said the decision is due to an anticipated increase in volume at service centers regarding the federal government's requirement that only REALID-compliant ID cards can be used to pass airport security and gain entrance into federal government buildings as of next October. Given the fact that Virginia only introduced compliant licenses and IDs in late 2018, this means there's likely millions of Virginians who need to make the required in-person visit to a service center to get a card that complies with the REAL ID Act of 2005.

As a result, all manual title and registration requests will be processed at three auto auctions. Manual requests can be mailed or delivered in person at the following three locations:

- Manheim Fredericksburg
120 Auction Drive
Fredericksburg, VA 22406
- America's Auto Auction
656 South Military Hwy
Virginia Beach, VA 23464
- Manheim Harrisonburg

3560 Early Road
Harrisonburg, VA 22801

The state encourages dealers to state's [Online Dealer Program](#) in order to both process requests far faster, and to avoid the manual processing fees. A full list of online-eligible transactions, and information on how a dealer can join the program, can be viewed both at the DMV's website and in the letter linked above.

Stay Tuned for Registration Details for Washington Auto Show and NADA Show Receptions

WANADA member dealers are invited to two association receptions in the winter, one at the 2020 Washington Auto Show and the other in Las Vegas in conjunction with the NADA Show.

The [Auto Show Member Reception, sponsored by Bank of America Merrill Lynch and Effecty](#) will be held at the Walter E. Washington Convention Center from 6 p.m. to 8 p.m. on Thursday, Jan. 30, 2020. The Tri-Association Reception at the 2020 NADA Show, which is hosted by WANADA, the Maryland Automobile Dealers Association, and the Virginia Automobile Dealers Association, will be held in the evening of Fri., Feb. 14, 2020 at [The Beer Park](#) at the Paris Las Vegas Hotel on the Las Vegas Strip.

Please stay tuned in the coming weeks for more information about both events, including information on how to register.

Staying Ahead...

"I used to stop at the Exxon and get a chicken on a stick, and they were fantastic. I hope that cook is still there, and I can stop and say hello to her. That's about all I remember. Yeah, chicken on a stick. It was phenomenal. The best I ever had. Not better than Raising Cane's!" – Ed Orgeron, Head Coach of the SEC West Champion Louisiana State Tigers