

# THE WANADA BULLETIN

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

WANADA Bulletin # 1-20

January 8, 2020

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## Important Washington Auto Show Information for Dealers

The 2020 Washington Auto Show is a little more than two weeks away, and WANADA member dealers and Kindred-Line members should have received their tickets in the mail.

Those who anticipated receiving tickets, but have not yet, should contact Kathy Teich at [kt@wanada.org](mailto:kt@wanada.org) or by calling 202-237-7200.



Each ticket is valid for one admission to the show, valid any day between January 24 and February 2. Dealers and Kindred-Line members are empowered to disburse the tickets as they see fit, though typically they are given to dealership staff, quality customers, and other business associates. WANADA has eliminated the four-in-one VIP Tickets and are sending recipients the equivalent number of single-admission tickets.

In addition, if you have received your allotment of tickets and need to purchase more, please contact Kathy Teich for additional tickets. Tickets over your allotment can be purchased for \$8 each, a \$4 discount off the standard price.

WANADA would also like dealers to be aware of the attached [sales representative form](#), which all dealers must complete for all sales representatives who will be attending the show. All sales personnel that will be working on-site at the Auto Show must pick up their credentials in the main lobby during regular Auto Show hours, and should be prepared to provide two unique forms of identification when they arrive to pick up their badge.

The Washington Auto Show will once again be participating in a Mystery Shopper program, which will anonymously identify and recognize top-performing sales personnel at the Auto Show. Identified sales personnel will be given \$250 cash awards throughout the duration of the show.

This year's Washington Auto Show promises to be bigger and better than ever, as it is one of just a small number of shows nationwide that will be hosting displays from both Cadillac *and* Maserati in 2020.

## Notice Regarding WANADA Member Events at Auto Show

WANADA will be hosting another [Regional Tag and Title Seminar](#) at the 2020 Washington Auto Show at the Walter E. Washington Convention Center, along with the show's staple member event, the [WANADA Member Reception](#).

The Tag and Title Seminar will be held from 9:30 a.m. to 11:30 a.m. on Friday, Jan. 24, the morning that the show opens officially to the public. This seminar is designed to provide attendees with valuable information on tag and title processes in the District, Maryland, and Virginia, and is really a must-attend event for dealership tag and title coordinators, and those staff members who interface with state DMVs.

The tag and title seminar costs \$75 per person, and you may [register for the event here](#). For more information, please contact Kathy Teich at [kt@wanada.org](mailto:kt@wanada.org).

In addition, registration is now open for the [2020 WANADA VIP Member Reception](#), to be held from 6 to 8 p.m. on Thurs., Jan. 30. Be sure to arrive early and you may get the chance to meet Washington Redskins running back Derrius Guice, who will be making an appearance at the event in Room 201 at the Washington Convention Center before he goes on the show floor to sign autographs for the general public. If you wish to tour the show floor, WANADA recommends arriving ahead of the start of the member reception to do so.

Tickets to the event are \$50 per person, and you can [register for the event here](#). The WANADA Member Reception at the 2020 auto show is generously sponsored by Bank of America Merrill, Crovato Products & Services, and Effectv.

And finally, the Washington Auto Show also hosts an annual Sneak Peek Preview Reception for local policy-leaders, business personnel, and of course, our member dealers. The Sneak Peek, which allows guests to visit the full Washington Auto Show floor before it opens to the public, will be held Thursday, Jan. 23 from 5 p.m. to 8 p.m. Please contact Joe Koch at [jk@wanada.org](mailto:jk@wanada.org) if you are interested in attending.

## Report: Total New Auto Sales in U.S. Set to top 17 Million for 2019

A strong economy has apparently buoyed new automobile sales to yet another strong year, with automotive analysts reportedly expecting total new car sales to eclipse the 17 million unit mark for the fifth straight year.

According to [The Detroit News](#), auto dealers were able to overcome hurdles including trade-policy uncertainty, the longest federal government shutdown in a generation, a UAW strike that lasted more than a month, impacting suppliers and retailers who sell General Motors models, and warning signs early in the year of another impending economic downturn that has, at least, not yet materialized.

Overall, the *News* reports that automotive analysts anticipate the final sales number to be at 17.1 million, a 1.3 percent decline from 2018. Interestingly, though, the analysts only anticipate a 1 percent year-over-year decline in Quarter 4, which included the lengthy General Motors strike. Analysts in the *News* story cite the Federal Reserve's decision to cut interest rates over the

summer as another action that helped counter-balance other negative economic indicators that may have slowed the industry down further.

Nationally, SUV sales are anticipated to have made up more than half of all new auto sales in the United States in 2019, with pickup trucks now representing 1 out of nearly all 5 new-vehicle sales in the country. Reflecting this trend, several manufacturers have aggressively phased out traditional sedans, including Ford and Chevrolet. Ford has essentially stopped selling sedans entirely.

As for 2020's prognosis, analysts are somewhat split, with Edmunds anticipating a slight increase over 2019, but Cox Automotive predicting a decline of roughly 400,000 units sold nationwide. Among Cox's concerns are the high levels of household debt that consumers have, a number that is beginning to approach (and in some sectors has long eclipsed) the consumer debt burden of the mid-to-late 2000s, right before the Great Recession. It seems clear that the future of the new-car industry largely hinges on overall economic indicators.

Washington area-specific numbers for the full year will not be released by R.L. Polk for another couple of months.

## **NADA Dealer Feedback Wanted**

The National Automobile Dealers Association sent qualifying dealers a link to complete their Winter 2020 Dealer Attitude Survey. If you believe you should have received this link, please check your inboxes and spam folders for an email from [chairman@nadasurvey.com](mailto:chairman@nadasurvey.com). WANADA encourages all qualified dealers to participate in this survey and to emphasize the importance that auto shows have in helping dealerships sell cars.

The user ID is associated with the dealership, not a specific individual, according to NADA. If you need to register your dealership to get a new ID, just purchased a dealership, or forgot your user ID, please follow the appropriate information links on the [NADA Survey website](#).

Unlike in past years, the NADA survey will not require dealers to enter in their zip code prior to beginning the questionnaire. The survey is open until February 6, and dealers who need help or have questions about the survey can contact [questions@nadasurvey.com](mailto:questions@nadasurvey.com), or visit the survey website linked above for more information.

## **Save the Date for Financial Fraud Prevention Seminar Feb. 20**

Local police departments will be holding an all-day financial and vehicle crime-prevention seminar on Thursday, Feb. 20 from 9:30 to 3 p.m. at the James N. Robey Public Safety Training Center in West Friendship, located just northwest of the intersection of Baltimore National Pike and Interstate 70.

The seminar is tentatively set to cover vehicle crime matters, identifying ID fraud and dealership scams before they harm your business, fraudulent transaction prevention, and of course, ample networking opportunities.

Please stay tuned for more information about this event, or please contact Kathy Teich at [kt@wanada.org](mailto:kt@wanada.org) for more information.

## BB&T, SunTrust Bank Complete Merger

Last month, BB&T and SunTrust completed their long-anticipated merger, uniting two of the Southeast's largest banking outfits into one, known as Truist Financial Corporation.

In a note last month to BB&T and SunTrust's supplier networks regarding the merger, Truist encouraged all clients who may be affected by the deal to contact [TruistSourcingandSupplyManagement@SunTrust.com](mailto:TruistSourcingandSupplyManagement@SunTrust.com) with any inquiries they may have.

Truist noted that their joint supplier network, now referred to as Truist Sourcing and Supply Management, will "collaborate with our business partners to progressively evaluate and optimize our supplier portfolio. Documents and invoices may continue to reflect the BB&T or SunTrust logos, with invoicing practices continuing 'as is' until further communication."

## Prince William Dealership Seeks Controller

A dealership in Prince William County dealership is in search of an enthusiastic, hands-on Controller with automotive accounting experience. The ideal candidate must be self-motivated with a stable work history and proven track record of success and team leadership. CPA preferred. Salary will be between \$90,000 to \$150,000, based on experience. If interested, please submit a resume to Joe Koch at [jk@wanada.org](mailto:jk@wanada.org) to be forwarded to the dealership.

### Staying Ahead...

"I know a lot about cars, man. I can look at any car's headlights and tell you exactly which way it's coming." - Mitch Hedberg