



THE WANADA BULLETIN

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

WANADA Bulletin # 16-21

August 4, 2021

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Reminder: Register Your Staff for WANADA's Flu Shot Program By August 31

Registration is open for WANADA's seasonal flu shot program for dealership employees.

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.

The fee will be \$33 for the 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 \$26 per dose.

As usual, adults 65 and older have a choice of getting the high-dose flu shot, which offers better protection against the flu compared with the regular shot. The fee for the high-dose shot will be \$75. Human immune defenses become weaker with age, which places older people at greater risk of severe illness from influenza. In addition, 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". Alternatively, you may call Norvar at 202-744-1360. Given 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 dose-minimum.

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

Need Entry Level Techs? WANADA Can Help!

WANADA's Auto Dealer Education Institute (ADEI) has been turning entry level technicians into successful line techs for over two decades. With our fall semester kicking off right around the corner, now is the time to reach out if you would be interested in sponsoring one of our student apprentices. While all of our apprentices in Montgomery County are currently placed, we have several young men and women that are ready to be hired around Northern Virginia.

Here's how it works: you hire one of our apprentices for your shop and they come to work for you 4-5 days per week. On one of their days off they attend classes at Northern Virginia Community College. The dealership sponsors their education for \$1,000 per semester and WANADA pays the rest of the program costs. After two years, they have all the education and work experience they need to become master level technicians, all for only a \$4,000 total investment from the dealership.

If you would like to learn more or are interested in interviewing one of our few remaining apprentices in Northern Virginia, please contact Vice President of Operations Joe Koch at jk@wanada.org or 202-821-5824.

DC Reimposes Mask Mandate, While Va. & Md. Do Not

Following the updated Centers for Disease Control and Prevention [recommendations](#) last week, which recommend that everyone wear a mask indoors in places with "substantial" community spread of COVID, D.C. Mayor Muriel Bowser [announced](#) that masks would be required indoors beginning Saturday, July 31, irrespective of ones vaccination status.

In Virginia, Gov. Ralph Northam [issued an update](#) that residents "should consider" wearing masks in crowded indoor spaces, but stressed that this "is not a requirement, but a recommendation." Maryland Gov. Larry Hogan [also stated](#) that a new statewide mask requirement is not currently being considered.

Currently, our region is seeing increased COVID case rates compared to a month or two ago, though they are significantly lower than other parts of the country that have vastly lower vaccination rates. As a result, many of the counties in our region do not meet the threshold the CDC has defined for ["substantial" community spread](#).

We will be sure to keep WANADA's membership updated whenever these guidelines change in the future, and we recommend all businesses continue to keep up to date on local and county restrictions when it comes to mask requirements. We also encourage your employees to take advantage of the highly-effective vaccines that are available, without appointment, at numerous locations across our region.

Virginia Proposes Amendment to Overtime Wage Act

On the back of the bill appropriating funds from the federal American Rescue Plan Act (ARPA), Virginia lawmakers appear poised to amend the Overtime Wage Act that was passed in the recently concluded 2021 session. Introduced as part of this month's special session which is primarily focused on adjusting the state budget to account for ARPA funds, the amendment would exempt salesman, partsman, or mechanics primarily engaged in selling or servicing automobiles from the Overtime Wage Act. This would appear to, in effect, maintain the exemption franchised new car dealers in the Commonwealth currently have as part of their federal exemption in the Fair Labor Standards Act.

This amendment has not been finalized at the time of this writing, but WANADA and our partners at VADA are closely watching this development to help ensure the best possible result for our members. Stay tuned to the WANADA Bulletin as well as additional email blasts that we will put out as the special session continues.

FTC Aims to Increase "Right-to-Repair" Enforcement

Last week, the Federal Trade Commission issued [a press release](#) and an [accompanying policy statement](#) indicating they would be more aggressively enforcing industries that inhibit a consumer's so-called "right to repair" the products they own. This statement is directed towards a number of industries, including electronic devices, home appliances, and other interconnected products, in addition to passenger and commercial vehicles.

In a report published last May, the FTC outlined anti-competitive repair practices that are plaguing a number of different industries, but did give the automotive sector credit for taking proactive, consumer-friendly steps that other sectors have not.

"While the car manufacturing industry has taken important steps to expand consumer choice, other industries that impose restrictions on repairs have not followed suit," the report's authors wrote.

That said, any crackdowns on repair restrictions in other industries could likely impact the automotive industry, and NADA's regulatory affairs committee has urged dealers to continue following any potential regulatory movements or proposed legislation that could impact a dealer's vital right to host proprietary car and consumer data.

Some of the potential pressure points of a "right-to-repair" enforcement are outlined on page 6 of the May report. The FTC's definition of right-to-repair restrictions includes examples of OEMs creating vehicle designs that "make independent repairs less safe," certain software or firmware locks, and restrictive End User License Agreements.

Final Md. MVA eService Portal Training Sessions to be Held Next Wednesday

We would like to remind you that the Maryland Motor Vehicle Administration is hosting several virtual training sessions in the next few weeks for their eService training portal. Please view the MVA Dealer Bulletin [at this link](#) for more information on the topics that will be covered during the sessions.

To register for any of the sessions, please contact Lakea Shelton of the MVA at 410-787-7738, or by email at lshelton1@mdot.maryland.gov with details on which date and time you wish you participate. You will then be emailed a link to access the live training session at your chosen date and time.

There are four upcoming sessions, and each will cover the same material. The training sessions will be hosted through the Microsoft Teams platform; you can access Teams through a web browser without having to download any additional programs (though you do need to have access to a computer). The upcoming sessions will be held at the following times and dates:

- Wed., August 11 – 1pm
- Wed., August 11 – 5pm

Please note that there is one evening session available on August 11. If you have any questions about this event, please contact Ms. Shelton or the MVA's Business Licensing and Driver Instructional Services department at mvabldisd@mva.maryland.gov.

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