

THE WANADA BULLETIN

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

WANADA Bulletin # 22-21

October 27, 2021

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Last Chance to Register for the WANADA Annual Luncheon!

WANADA's 2021 Annual Meeting & Luncheon is fast approaching! The automotive networking event of the fall is set to be held next week, Thursday, November 4, starting at 11:30 am at the Ritz-Carlton Tysons Corner in McLean, VA. [Click here](#) to purchase a seat or a table.

This year's guest speaker at the luncheon will be Sean Spicer. Spicer's political career began long before the former White House Press Secretary made his mark as one of the most recognized staffers in the Trump administration. Sean built a decades-long career in Republican politics, witnessing and shaping the inner workings of Washington, DC, from every vantage point – as a House of Representatives communicator, heading up incumbent retention at the National Republican Congressional Committee, in George W. Bush's White House as Assistant U.S. Trade Representative, as the Chief Strategist and Director of Communications at the Republican National Committee, top advisor to presidential campaigns, and of course, White House Press Secretary. Sean is currently the host of "Spicer & Co." on Newsmax at 6p weekdays.



Sean Spicer has requested some questions from our audience in advance. If you have a question for Sean, please email it to Bob Storin (RS@wanada.org) by close of business this Thursday, October 28.

The 2021 WANADA Annual Luncheon is generously sponsored by the following:
ACV Auctions, Armatus Dealer Uplift, BG Crovato Products & Services, Penney Design Group, The Keats Group at RBC Wealth Management, and Truist.

Auto Theft on the Rise in Montgomery County

[A recent article reported by WTOP News](#) underscores what many Montgomery County residents already know: the crime of auto theft is at an all-time high. The WTOP piece reports that a Darnestown man, Shane Neff, recovered his own stolen vehicle in Southeast DC using his car's tracking app. The piece continues, "Neff, a former federal probation officer, said he was worried his car could get destroyed in the time it would take Montgomery County Police to farm out a call because the department's Auto Theft unit had been disbanded earlier this year, due to defunding. 'The auto theft unit was disbanded six months ago,' Neff said. 'They used to have six officers and one sergeant. Now the police don't have the manpower to go get the cars when people report them stolen.'"

Area dealers are, of course, feeling the increase in auto related crimes more acutely than the general population. If you are a dealer in Montgomery County and have experienced an increase in theft or attempted theft from your dealership, please submit details to Joe Koch, Vice President of Operations at jk@wanada.org, as WANADA is building a file of these events for future reference. It is also important to communicate the vital role that the Auto Theft Task Force played in keeping these crimes at bay to elected officials in the county. Finally, be sure to review security protocols with staff and any vendors as appropriate. Frontend diligence can often be the difference in a theft and attempted theft. For your reference, WANADA has compiled a contact list of local auto crime investigators that can be found at the WANADA website [here](#).

Sign Up Today for WANADA's Compliance Courses

WANADA, in conjunction with the JM&A Group, will be hosting two compliance courses next month, both of which will be in a webinar format to make attendance convenient for your staff. [Click here](#) to register.

"Legal & Ethical Standards for Sales Managers" is \$50 and will be held on **Wednesday, November 10 from 9:00 a.m. – 12:00 noon** and provides an overview for the laws and regulations that directly affect a dealership's new and used vehicle sales departments. Dealership managers who participate in this course have a better understanding of the laws that impact their day-to-day activities, and are more prepared to act in a legally compliant manner. Upon completion of the seminar, students must pass a legal certification exam in order to become certified.

"Finance & Insurance Certification" is \$100 and will be held on **Thursday, November 11 from 9:00 a.m. – 4:00 p.m.** and focuses on legal compliance. Course participants must demonstrate legal knowledge in order to earn certification on both federal and state specific laws.

The registration link for both courses can be accessed [here](#).

Rob Smith & Fitzgerald Auto Malls Awarded Clean Cities Dealership of the Year

At the Greater Washington Region Clean Cities Coalition's Annual Awards Luncheon on October 14, Rob Smith accepted the "Clean Dealership of the Year" award on behalf of Fitzgerald Auto Malls. Fitzgerald Auto Malls was the first dealership group in North America to become ISO 14001 certified and is an EPA Green Power Leadership Club member. In 2019, the organization installed a one-acre solar canopy at its Gaithersburg location, the largest such array east of the Mississippi River. "This is a leap of faith for us," Fitzgerald Auto Malls Founder and Chairman Jack Fitzgerald had said at the array's unveiling ceremony. "We think it's what our customers want, we know it's what our political leaders want, let's hope it works." After two years in operation, Mr. Smith was proud to accept the award, as the investment has invariably paid off. WANADA sends its hearty congratulations to Rob Smith and the entire Fitzgerald Auto Malls organization for this prestigious honor.

Virginia Elections Candidate Information Sheet

As election day in Virginia arrives next week, WANADA produced a [fact sheet](#) on notable elections in the Fairfax at the request of dealers in that county. Please note that WANADA does not officially endorse any of these candidates, nor does the attached sheet skew towards one party or the other. This is designed to provide a succinct and concise overview of the candidates for educational purposes only and may be helpful for your staffs.

If you have any questions on the candidates or would like more information, please feel free to contact John O'Donnell at jod@wanada.org. To access the fact sheet, please click [here](#).

WANADA Attends Electric School Bus Event with Area Politicos

On October 19, WANADA President & CEO John O'Donnell attended an electric bus demonstration and showcase at the K Neal Truck & Bus Center in Hyattsville, MD, with other members of the WANADA staff. Among the attendees were Rep. Anthony Brown, Lt. Gov. Boyd Rutherford, MD State Sen. Malcolm Augustine and Del. David Fraser-Hidalgo. Mr. O'Donnell and the staff were able to enjoy some face time with the gathered officials while learning more about electrification in the heavy truck and bus industry. Korey Neal, President of K. Neal Truck and Bus Center, said, "Back in the early 1900s we had the transition from horse and buggy to cars, I think this is that same type of transformation. Infrastructure is going to have to catch up, but at the end of the day, this is the right thing for our sustainability as we go forward."

WANADA Insurance: Now Accepting ACH Payments

The WANADA Insurance Department is pleased to announce that ACH payments can now be accepted for all WANADA Trust products. The WANADA Trust utilizes volume discounts for certain employee benefits, including dental, life, disability and vision, to offer the most affordable pricing in the marketplace from nationally recognized carriers and providers.

“Because we specialize in car dealerships and have these exclusive deals within our Trust, there is truly no competition for pricing and service when it comes to these benefits,” said WANADA Vice President of Insurance Ed Mullaney. “Even if a dealership gets their medical coverage through another broker, they should look at the WANADA Trust for dental, life and disability and/or vision insurance because we’re confident we can save any dealership a lot of money.”

For more information about the WANADA Trust or, if you are an existing client and would like to set up ACH to pay your WANADA Trust invoices, please contact Ed Mullaney or Connie Ryan at 202-237-7200 or em@wanada.org and cr@wanada.org respectively.

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