

THE WANADA BULLETIN

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

WANADA Bulletin # 06-22

March 23, 2022

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NADA Show: Back in Person for 2022

The NADA Show was finally back in 2022 and, as always, WANADA dealers were proudly represented. Held from March 10-13 in Las Vegas, the annual dealer convention reconvened in person after the pandemic had forced the event virtual in 2021. The 2022 show featured such celebrities as Michael Strahan and Dana Perino, 25 franchise meetings representing every major manufacturer, an emphasis on the rise of electric vehicles (EVs) and, of course, lots of great parties.



WANADA Chairman Chip Doetsch (Apple Ford) with Chris Martens (Martens Volvo) at the 2022 WANADA Reception at the NADA Show.



NADA Vice-Chairman Geoff Pohanka, with his son Kevin.

For WANADA's part, the formerly "tri-association" reception brought together four dealer groups for the first time, as the Kentucky Auto Dealers Association will join WANADA, MADA and VADA at Alexxa's inside the Paris Hotel. The event was as well-attended as ever and WANADA would like to thank the event's generous sponsors: ACV Auctions, Armatus Dealer Uplift, Cox Automotive, DealerTrack, Doyle Construction, HHM, Naked Lime, Penney Design Group, Sherwin Williams, Reynolds & Reynolds, Rifkin Weiner Livingston LLC, TrueCar, Truist, and Zurich.

In addition to the quad-association reception, WANADA was proud to see Geoff Pohanka of Pohanka Automotive Group be officially installed

as NADA's Vice Chairman. Following in the footsteps of his father Jack, Geoff will be the second WANADA dealer to serve as Chairman of NADA when he assumes that mantle at the 2023 show.

WANADA also nominated two of its esteemed members for the NADA Show's major awards. Jim Gramm of the Safford Automotive Group was nominated for the 2022 TIME Dealer of the Year award, one of the automobile industry's most prestigious and highly coveted honors. Recipients are among the nation's most successful auto dealers who also demonstrate a long-standing commitment to community service. John Altman of the Beyer Automotive Group was nominated for the Northwood Dealer Education Award. Northwood annually recognizes exceptional owners and dealer principals in the automotive industry who have made noteworthy contributions to education and to their communities.

Beyond displays of EVs at the event, NADA also launched a new program, in collaboration with the Center for Sustainable Energy and Plug In America, that's designed to enhance EV education at franchised dealerships nationwide. Officials explained the dealership EV training program developed through this partnership is supported by the Alliance for Automotive Innovation, which will engage all vehicle manufacturers to further dealership participation across the U.S. While automakers continue to bring more EVs to market, NADA acknowledged that providing future EV buyers with the information and expertise to get them comfortable and confident with their first EV purchase is far more crucial to mass-market adoption and fleet turnover than just product alone.

All in all, it seemed that the attendees of the 2022 NADA Show were thrilled to be "back to normal" with the in-person event and already looking forward to next year's show in Dallas.

Montgomery College Donates Toolboxes to WANADA ADEI Apprentice Technicians

Montgomery College (MC), where WANADA has trained dozens of apprentice technicians each year for several decades through the Automobile Dealer Education Institute (ADEI), recently made a significant contribution to benefit ADEI apprentices. Using funds received as part of the American Rescue Plan Act (ARPA), MC gifted each WANADA student with a brand new Blue Point toolbox and a starter set of tools. Since WANADA provides each apprentice with a \$500 voucher for the purchase of new tools, those funds could be instead be applied toward additional tools the apprentice may need on the job. Ed Roberts, Dean of Applied Technologies, and Mike Carretta, Program Director for the college's automotive programs, visited several dealerships with WANADA President & CEO John O'Donnell and



From left: Mike Carretta and Ed Roberts of Montgomery College; John O'Donnell and Joe Koch of WANADA.

Vice President of Operations Joe Koch to personally deliver toolboxes to fifteen of the program participants. WANADA extends its warmest thanks to MC for its continued partnership and the donation of these high-quality tools.

Register for WANADA's F&I Compliance Training

WANADA will again be partnering with JM&A Group to hold F&I compliance training on April 6 from 8:00 a.m. – 4:00 p.m. The session is \$100 and will be held virtually. Topics will include unfair/deceptive trade practices, the Gramm-Leach Bliley Act, contract elements, the Magnuson-Moss Warranty Act, currency transaction reporting and more. F&I employees are under more pressure than ever between increased regulations & enforcement on one side and a dramatic uptick in fraudulent activity on the other side, so this critical training has never been more important.

[Click here to register.](#)

Virginia Updates COVID-19 Workplace Standards

Last week Virginia Governor Glenn Youngkin released new draft COVID-19 guidance for employers has now replaced the regulations adopted by the Department of Labor and Industry Safety and Health Codes Board. The Safety and Health Codes Board met on Monday, March 21st to consider the proposed revocation and voted to repeal the permanent COVID-19 workplace standard.

Virginia was the first state in the country to implement emergency COVID-19 standards but will now defer to federal rule-makers and existing state workplace safety rules. Board members found in a February meeting that the disease no longer meets the legal standard of posing a “grave danger” to workers.

The guidance document drafted by the governor's administration simply encourages employers to deploy a series of mitigation efforts to fight COVID-19 in the workplace. For example, the guidance suggests that employers “facilitate” vaccinations and booster shots for employees, “encourage” workers with COVID-19 symptoms to remain home, and provide masks and face coverings “as appropriate.” The draft of the guidance document can be viewed [here](#).

U.S. House of Representatives Passes Bill to End Mandatory Arbitration

The U.S. House of Representatives on last Thursday approved a bill that would prohibit companies from enforcing increasingly common agreements that require workers and consumers to bypass court and bring legal disputes in private arbitration.

The Democrat-led House voted 222-209 to pass the Forced Arbitration Injustice Repeal (FAIR) Act over the objections of Republicans and business groups who say it will deprive workers, consumers and companies of a faster and cheaper alternative to court. The House had passed the

bill, which was first introduced in the wake of the #MeToo movement, in 2019 but it stalled in the Senate, which at the time was led by Republicans. President Joe Biden signed a bill into law earlier this month that prohibits mandatory arbitration of sexual harassment claims. That bill had widespread bipartisan support in Congress, but the broader FAIR Act has no Republican sponsors and a companion bill has not gained traction in the evenly divided Senate.

The bill would apply to any type of workplace or consumer dispute, nullifying arbitration provisions that are routinely included in employment contracts and terms-of-use agreements.

Rep. Jerry Nadler, a New York Democrat and the chair of the House Judiciary Committee, said during debate on the bill on Thursday that the FAIR Act extends the same basic fairness to workers and consumers as the sexual harassment legislation, and there was no reason for Republicans to oppose it.

But Rep. Dan Bishop, a Republican from North Carolina, said on Thursday that arbitration has been a fixture of the U.S. legal system for nearly a century, and restricting it would overburden state and federal courts.

"This bill will take the option to arbitrate off the table for everybody and put more money in the pockets of ... plaintiffs' class action trial lawyers," Bishop said.

Critics of mandatory arbitration say it frequently favors employers and prevents many workers from bringing claims for unpaid wages, sexual harassment and other legal violations. More than 60 million private-sector, nonunion workers are subject to mandatory arbitration agreements, a number that has grown steadily in recent years, according to the left-leaning Economic Policy Institute.

RIP Pat Goss of Motorweek

As [reported on WTOP](#), WANADA was saddened to learn of the passing of longtime local car guru Pat Goss. Pat Goss hosted the "Goss' Garage" segment on the show MotorWeek for 41 seasons — beginning with the show's very first episode.

His death was announced on MotorWeek's Facebook page on Saturday. Goss served as the resident master technician on the show, which airs on Maryland Public Television.

"I think what made Pat really resonate with viewers and consumers was his ability to explain what was going on with your car and that was what we loved about him on the show," MotorWeek creator and host John Davis told WTOP. "We didn't necessarily ask him to show us how to fix cars, but to inform the viewers of what the problems are, what to be looking for, and how to communicate those to the technician that they've asked to repair it."

Over the years many WANADA members appeared with Goss on MotorWeek, including George Doetsch, Geoff Pohanka, Charlie Stringfellow, John Ourisman, Tammy Darvish, Kevin Reilly, and Vince Sheehy. Former WANADA CEO Gerry Murphy and current CEO John O'Donnell had also appeared on the program.

Please Complete the 2021 NADA Data Survey

NADA needs your help to gather data for the 2021 NADA Data report. Dealers will receive a link from economics@nada.org to participate in NADA's three-question survey that takes no more than five minutes. Your participation will inform NADA Data, an annual report examining 2021 dealership sales, financial trends and more, and your responses will be used anonymously. The deadline to complete the survey is Thursday, March 24. If you didn't receive an email or have any questions, please contact economics@nada.org.

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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