

THE WANADA BULLETIN

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

WANADA Bulletin # 08-23

June 21, 2023

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Training Offered for Entry Level Technicians

Nearly every dealership in the country is facing the same problem: the nationwide technician shortage. Over twenty years ago, WANADA members collaborated to address this issue by reformatting the Automobile Dealer Education Institute (ADEI) into a program tailored to assist in developing your technician pipeline. With summer break upon us, it is the prime time to begin assessing your service department's needs if you wish to capture any of the apprentice candidates WANADA will be deploying for interviews over the next two months.

The ADEI apprenticeship program can work two different ways. First, we can bring you entry level technicians to interview and you can decide whether or not to hire and then enroll them in training. The second is to identify promising candidates in your shop (either a porter or entry level tech) that you think could benefit from formal training and enroll them.

The only commitment from the dealership is to assign the apprentice a mentor who will help oversee their progress through the training and then support the apprentice's education to the tune of \$1,200 per semester. Over the two years of the program, the total financial commitment is only \$4,800. Compared to other tech schools or even most OEM training programs, this is far less expensive because WANADA offsets approximately 80% of the total program costs as a benefit to our dealer members.

Our pre-screened candidates interview for positions in your service department and, if hired, your new apprentice then



WANADA Director of Education Joe Hemberger interacts with an ADEI apprentice.

works under the supervision of a mentor and attends classes one day per week at either Montgomery College in Rockville, MD, Northern Virginia Community College in Alexandria, VA, or at our newest training site at Crossland High School in Camp Springs, MD. Instruction consists of four modules which are roughly equivalent to academic semesters and also entail one hour of factory training per week. Completion of all four modules (a two-year process) provides the competency needed for participants to successfully pass the ASE Certification exams.

WANADA staff regularly visits and communicates with the candidate, the college instructors, key dealership personnel and the mentor over the entirety of the 2-year program to ensure all parties are working together toward developing the apprentice into a confident and capable member of your service team.

If you are not currently participating with ADEI and would like to learn more, contact WANADA's Director of Education Joe Hemberger at jh@wanada.org or 267-346-1700. You can also visit our website at www.adei-programs.org.

Area Theft & Fraud Updates

Law enforcement agencies and communities across the United States continue to be plagued by record and near-record levels of vehicular crime as monthly theft totals nationwide consistently exceeded 75,000 in 2022. According to new analysis conducted by the National Insurance Crime Bureau (NICB), the insurance industry's association dedicated to predicting, preventing, and prosecuting insurance crime, more than 1 million vehicles were stolen last year, marking a 7% increase over 2021. This is part of a disturbing trend wherein vehicle thefts have increased by [over 25% since 2019](#).

Any WANADA dealer can tell you that 2023 isn't faring much better, and it isn't just Tik-Tok inspired thefts of late model Korean cars. The [Auto Finance Journal](#) reports that nearly 5% of all digital transactions are suspected to be fraudulent including those transactions conducted digitally at dealerships. "The pivot to increasingly digital transactions since the beginning of the pandemic means the overall risk to individuals and organizations is even greater than it was pre-pandemic," notes the journal staff, citing fraud statistics from TransUnion.

In response to these alarming trends, WANADA has been sending out alerts to both the dealer and area law enforcement communities of suspicious or known fraudulent activity in our region. Because enforcement is lax when an individual attempts to purchase a car under false pretenses, such individuals typically make multiple attempts at many different dealerships. WANADA is



Pictured (from left): WANADA CEO John O'Donnell; Montgomery County Police Chief Marcus Jones; Rob Smith, Fitzgerald Auto Malls; Sandra Address, MoCo Police Foundation; Vince Leonard, Jim Coleman Automotive.

also currently engaged with a software developer and expects to roll out an enhanced version of the current system with additional features and capabilities later this year.

In addition to facilitating communication, WANADA regularly meets with law enforcement officials on this topic. Last month, WANADA CEO John O'Donnell and Vice President of Operations Joe Koch met at length with nearly 40 auto crimes investigators from Baltimore, Prince George's, Montgomery, Fairfax and DC to discuss the latest tactics and best practices for hardening your sales and finance staff against these threats. Many of these tips are included in the [Fraud Prevention Worksheet](#) WANADA recently distributed.

WANADA also continues to support law enforcement politically, encouraging lawmakers to provide funding and manpower for units devoted to identifying, stopping and prosecuting auto crimes perpetrators. In this connection, WANADA CEO John O'Donnell and representatives from the Fitzgerald Auto Malls and Jim Coleman Automotive organizations recently attended an event for the Montgomery County Police Foundation where they were able to interact with members of the Foundation Board and police force, including Montgomery County Police Chief Marcus Jones.

For more information on these efforts, our fraud communication system, or other questions, please contact John O'Donnell at jod@wanada.org or Joe Koch at jk@wanada.org.

In Memoriam: Michael Charapp

The WANADA community was stunned and dismayed to learn of the recent passing of Mike Charapp. Mr. Charapp was arguably the most prominent lawyer in the United States on dealer-related issues, who consulted with NADA, MADA and VADA in addition to WANADA on all manner of issues facing our industry. In fact, Mike presented to the WANADA Board of Directors the day before his passing with strength and clarity that made the news all the more shocking. With his passing, our industry lost a titanic voice of advocacy that greatly benefitted all dealers throughout the tenure of his illustrious career.

The following is a message from his children:

“The family of Michael G. Charapp, who passed away on Tuesday, June 13, 2023, sends a warm welcome to all loved ones, friends and family to join us on June 25, 2023 at 11:00 am. at the Beth El section of the Ponte Vedra Valley Cemetery located at 4750 Palm Valley Rd, Ponte Vedra Beach, Florida 32082 to honor his memory. Following the graveside service, please join us in celebrating his life at the Beaty residence, 6170 St. Andrews Court, Ponte Vedra Beach, Florida 32082. In lieu of flowers, please send a charitable donation in Michael's memory to the VADA Charitable Foundation Inc., P.O. Box 5407, Richmond VA 23220.”



Michael Charapp

The entire WANADA community extends our condolences to the entire Charapp family during this trying time.

DARCARS & Toyota Donate Vehicles & Engines to MCPS



DARCARS, in conjunction with Toyota and Lexus, recently made a substantial donation of vehicles and engines to Montgomery County Public Schools (MCPS) in an effort to provide area high school auto tech students with the latest technology on which to learn. Jamie Darvish, Vice Chairman of WANADA and COO of DARCARS, was on hand to make the presentation and talk with the students about careers in the automotive industry. WANADA applauds DARCARS and Toyota for their efforts to support automotive education in our region.

Maryland EV Tax Credits Begin July 1

The state of Maryland is once again offering a one-time excise tax credit of up to \$3,000 for the purchase of qualifying zero-emission plug-in electric or fuel cell electric vehicles. The credit is available from **July 1, 2023, to June 30, 2027**, and applies to both vehicle owners and lessees. Business entities can also qualify for the tax credit on up to ten vehicles. The credit is subject to available funding and cannot exceed \$3,000. Additional information on how to qualify for the tax credit and vehicle criteria is available at the MVA website [here](#).

The MVA is creating emergency regulations to define “base price” as it’s not a defined term in the Maryland Transportation Article. Our friends at MADA have consulted with MVA and expect the “base price” to be the base price as reflected on the Monroney Label. *The base price is not the MSRP.* As soon as the final regulations are adopted, we will distribute a final explanation of the tax credit.

2023 WANADA Open Rescheduled Due to Inclement Weather

Threats of lightning in the vicinity of the Trump National Golf Club in Sterling, VA caused the 2023 WANADA Open to be rescheduled. The tournament is now slated for Monday, September 25, 2023. All registrations and sponsorships will be honored for the new date. Mark your calendars today and stay tuned for additional relevant details.



The Trump National Golf Club in Sterling, VA

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