

# THE WANADA BULLETIN

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

WANADA Bulletin # 04-24

May 23, 2024

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## Theft & Fraud Reports Decline in 2<sup>nd</sup> Quarter

WANADA values the safety and security of all our dealership partners and their customers. Recently, we've noticed a decline in the reporting of incidents related to attempted fraud and theft. While this could be perceived as positive news, it's crucial for us to maintain a vigilant stance against such activities. Your feedback on any incidents, even if they seem minor, is invaluable in helping us understand the evolving landscape of fraudulent behavior. By sharing your experiences and observations, you not only contribute to the collective safety of our community but also help us fine-tune our prevention strategies.

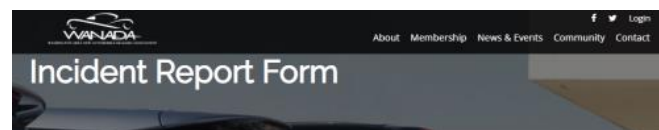
Currently, incidents can be reported to Joe Koch via email ([jk@wanada.org](mailto:jk@wanada.org)) so that the information can be disseminated to the dealer body. WANADA is also in the process of developing a systematized crime reporting tool that will make the process easier and provide historical data for WANADA members. The tool is currently in the beta testing phase and is slated for release this year. Some screenshots of the new system are included for context.



### Incident Dashboard

WANADA has developed a database to assist our member dealers and law enforcement share valuable information related to theft and fraud in our region. The information you provide is distributed to all of our stakeholders in real time to help us combat automotive crime around the Capital area.

Filters	All Incidents																																								
<p>TYPE OF INCIDENT Choose Type of Incident</p> <p>LOCATION Choose Location</p> <p>VEHICLE Choose Year Choose Make Choose Model</p> <p>DATE RANGE Choose Date</p>	<table border="1"><thead><tr><th>Location</th><th>Year</th><th>Make</th><th>Model</th><th>Date</th><th>Time</th><th>Incident Type</th><th>Image</th></tr></thead><tbody><tr><td>Herndon, VA</td><td></td><td></td><td></td><td>04/24/2024</td><td></td><td>Smash and Grab</td><td></td></tr><tr><td>Marlow Heights, MD</td><td></td><td></td><td></td><td>09/21/2022</td><td></td><td>Smash and Grab</td><td></td></tr><tr><td>Washington, DC</td><td></td><td></td><td></td><td>02/08/2023</td><td></td><td>Smash and Grab</td><td></td></tr><tr><td>Alexandria, VA</td><td></td><td>Volkswagen</td><td></td><td>01/21/2022</td><td></td><td>Smash and Grab</td><td></td></tr></tbody></table>	Location	Year	Make	Model	Date	Time	Incident Type	Image	Herndon, VA				04/24/2024		Smash and Grab		Marlow Heights, MD				09/21/2022		Smash and Grab		Washington, DC				02/08/2023		Smash and Grab		Alexandria, VA		Volkswagen		01/21/2022		Smash and Grab	
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Please complete the information below regarding your incident. Detailed descriptions, photos and VINs (if the vehicle is no longer at the dealership) are helpful and important.

Incidents required fields

INCIDENT TYPE\*  
Choose Incident Type

DEalersHIP LOCATION\*  
Enter City:  Select State:

DATE OF INCIDENT\*  
Choose Date:

TIME OF INCIDENT\*  
HH:  MM:  AM/PM:

VEHICLE YEAR\*  
Enter Year:

VEHICLE MAKE\*  
Enter Make:

VEHICLE MODEL\*  
Enter Model:

SYNTHETIC ID NAME / SUSPECT'S NAME  
Enter First Name:  Enter Last Name:

UPLOAD IMAGE FILES  
• Synthetic ID is taken from a "customer" during a theft attempt  
• Image file of a person attempting Synthetic ID theft  
• Image file from security camera captured during the incident

Drop files here or

Please don't hesitate to reach out to WANADA staff with any feedback or concerns you may have encountered. Together, we can ensure a secure and trustworthy environment for everyone involved.

## Grow Your Service Department Through WANADA Training & Apprenticeships

One of WANADA's most valuable membership benefits is our Auto Dealer Education Institute (ADEI) technician apprenticeship program. ADEI offers a unique opportunity to cultivate a skilled workforce tailored to a dealership's specific needs while fostering loyalty and commitment among employees. ADEI helps you ensure a pipeline of talented technicians trained to tackle the increasingly complex technologies found in modern vehicles. If you are interested in interviewing one of our current apprentice candidates, or if you have a talented employee who would benefit from technical training, contact WANADA's Director of Education Joe Hemberger at [jh@wanada.org](mailto:jh@wanada.org) or 267-346-1700.



WANADA Director of Education Joe Hemberger (center) receives an award from Fairfax High School for his efforts to promote automotive careers in the region.

The program's branch in Northern Virginia in particular is currently experiencing rapid growth. While ADEI has always flourished in Montgomery County and the new Prince George's branch has nearly tripled since its inception in 2022, the NOVA program has struggled to find the same momentum in recent years. Mr. Hemberger's efforts to foster relationships with NOVA area high schools to attract applicants is paying off. Applications from around Northern Virginia are at an all time high and Mr. Hemberger was recently presented an award from the auto tech training program at Fairfax High School for his efforts.

In addition to the apprenticeship program, WANADA recently launched two new training initiatives to great success. The first is a certification for Maryland state inspections. These classes are held exclusively for our members, developed by a recently retired MD State Trooper who oversaw Maryland's Vehicle Inspection program for the last eight years of his career. WANADA is bringing you this private class for only \$1,150.00.

Our second offering is designed to help you increase your hours per RO by enhancing your service advisors' product knowledge and sales confidence. Held at the WANADA offices, our live interactive class has a maximum of ten students, which allows for more personalized attention and interaction, unlike online training, which can be isolating.

We are in the process of identifying optimal dates and times for 2024 sessions of the aforementioned trainings. If you have staff that could benefit from either, please contact WANADA's Director of Education Joe Hemberger at [jh@wanada.org](mailto:jh@wanada.org) or 267-346-1700.

## Jack Fitzgerald Receives Lifetime Achievement Award from NAACP

A humble man who credits his success and prosperity to helping the underprivileged and underrepresented citizens of our communities. This is how Linda Plummer, President of the NAACP Montgomery County MD Unit, describes Jack Fitzgerald, founder and CEO of Fitzgerald Auto Malls. Fitzgerald was recently recognized and awarded the NAACP's Presidential Humanitarian award.

"The NAACP's Presidential Humanitarian award is given to a person who has consistently exhibited the concern for community residents versus the commonly recognized actions of those who represent the entities of 'power and prestige'," states Linda Plummer. "We salute Mr. Fitzgerald's contributions to public safety, responsible consumer access, exposing youth to workplace environments and providing the renowned "FitzWay" business practices."

For 50 years, Fitzgerald Auto Malls has been one of Maryland's leading car dealers and consumer advocates. Fitzgerald's leadership has advanced a number of industry standards. He has always stressed the importance of consumer education and supported efforts to strengthen local laws to protect consumers. Fitzgerald's business practices have also demonstrated an unwavering commitment to passenger safety and environmental responsibility.

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## MADA/WANADA Health Benefits Program

First announced in July of 2023, MADA and WANADA have partnered to provide health, dental and vision insurance products to dealer members with superior customer service. This is the only regional insurance brokerage owned completely by dealers to serve dealers and their employees.

Since June 1 is a significant renewal date for many dealers, the time is now to explore potential cost savings under the MADA/WANADA program. Regardless of renewal date, dealers can change brokerages any time during the year as expense management is essential with a slowdown in vehicle sales.

Here are just a few reasons why you should join the MADA health benefits program powered by WANADA Insurance Brokerage and Trust:

- Competitive Health Insurance with Superior Customer Service

1. Fully Insured
  2. Self-Insured
- Dental Insurance through WANADA Trust (Exclusive Product)
    1. Fully Insured
    2. Self-Insured
  - Vision Insurance through WANADA Trust (Exclusive Product)
  - Prescription Drug Plans & Rx Carve-Outs
  - Life and Accidental Death & Dismemberment (Exclusive Product)
  - Additional Life Insurance - For Employee, Spouse, & Dependents
  - Worksite Products
    1. Accident
    2. Cancer
    3. Critical Illness
    4. Hospital Indemnity
    5. Long Term Care Insurance
  - Owned By Auto Dealers
    - Insurance program owned by your fellow motor vehicle dealers and operated by your valued trade associations
  - Cost Savings
    - The new MADA health benefits partnership is centered around delivering quality insurance benefits to dealerships at a reduced broker commission with superior customer service to help employee retention.
  - Exclusive Products
    - The WANADA Trust offers proprietary dental, vision, life, and disability options that are not offered by any other broker-of-record. These proprietary products allow for greater insurance flexibility and value.

In addition to the reasons detailed above, the MADA health benefits partnership offers the following services to help dealership human resources personnel provide the best plan to employees:

- Flexible Spending Account (FSA)
- Health Savings Account (HSA)
- Health Reimbursement Arrangement (HRA)
- COBRA Administration
- HIPPA Administration
- Enrollment, termination, and coverage change administration
- IRS 5500 form assistance
- HRIS Systems (payroll/benefits administration)
- Consolidated Billing
- Claims Intervention
- Mobile Benefits App for all dealership employees

Please contact [Travis Martz](#) at MADA (410-777-5494) or [Ed Mullaney](#) at WANADA (202-800-4283) to begin the exploratory process of this exciting new health insurance partnership.

## US Says Tariffs on Chinese EVs & Components to Start Aug. 1

May 22 (Reuters) - Some of the steep U.S. tariff increases on an array of Chinese imports, including electric vehicles and their batteries, computer chips and medical products, will take effect on Aug. 1, the U.S. Trade Representative's office said on Wednesday.

President Joe Biden will keep tariffs put in place by his Republican predecessor Donald Trump while ratcheting up others, including a quadrupling of import duties on Chinese EVs to over 100% and a doubling of semiconductor duties to 50%.

USTR said in a federal notice, opens new tab that a 30-day public comment period will close June 28. The trade agency is seeking comments on the effects of the proposed tariff increase on the U.S. economy, including consumers, and on whether a proposed 25% duty on medical facemasks, gloves and syringes should be higher.

The notice also provides specific tariff codes for some 387 product categories affected along with new duty rates and implementation dates. Tariffs targeted to start in 2025 and 2026 will start on Jan. 1 for those years, USTR said.

The proposed Chinese tariff increases include "products targeted by China for dominance, or are products in sectors where the United States has recently made significant investments."

Washington is investing hundreds of billions of dollars in clean energy tax subsidies to develop U.S. EV, solar and other new industries, and has said China's state-driven excess production capacity in these sectors threatens the viability of U.S. firms. The tariffs are meant to protect U.S. jobs from a feared flood of cheap Chinese imports.

The new measures affect \$18 billion in current imported Chinese goods including steel and aluminum, semiconductors, electric vehicles, critical minerals, solar cells and cranes, the White House said. The EV figure may have more political than practical impact in the U.S., which imports few Chinese EVs because of prior vehicle tariffs.

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## Key Considerations For Asset Purchase Agreements In Dealerships

From Councillor Buchanan & Mitchell: Navigating an asset purchase agreement in the automotive dealership sector is a crucial step that could significantly impact your business's future trajectory. This guide focuses on the essential aspects of managing and strategizing such transactions, with a detailed look at both tangible and intangible assets—ranging from new and used vehicle inventory to Goodwill/"Blue Sky". Understanding these elements is vital for ensuring that your asset acquisitions are both strategic and beneficial.

Key considerations for asset purchase agreements in dealerships header image

The Importance of Comprehensive Asset Evaluation in Dealership Transactions

Asset purchase agreements are central to acquiring or selling dealership assets and necessitate a thorough examination of several key factors to ensure a favorable outcome for your business.

These agreements typically involve a complex array of assets, including inventory, property, equipment, and intangible assets such as customer lists and brand reputation, which are critical for a dealership aiming to expand or refine its operations.

#### The Essence of Asset Purchase Agreements

At their core, asset purchase agreements in dealerships involve the meticulous transfer of various assets. This includes tangible assets such as new vehicle inventory, used cars, parts inventory, shop equipment, furniture, and computers, as well as intangible assets like customer lists, brand reputation, and, significantly, Goodwill or “Blue Sky.” The latter represents the value that transcends the physical assets of the dealership, such as the business’s standing, customer loyalty, and market potential. Understanding and valuing these diverse assets is crucial for expanding and refining operations.

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## Register for the 2024 WANADA Open!

[Register here](#) for The WANADA Open. WANADA’s annual golf tournament will be returning to Trump National Golf Club in Sterling, VA on **June 3, 2024** after an imminently successful outing in 2023. For kindred-line members who are interested in a sponsorship for the 2024 WANADA Open, please contact Bob Storin at [rs@wanada.org](mailto:rs@wanada.org).



The Trump National Golf Club in Sterling, VA

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