

THE WANADA BULLETIN

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

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Join us for the 2024 WANADA Annual Meeting and Dinner on Saturday, November 9 in the Ballroom of MGM National Harbor. This event will celebrate our achievements, discuss important industry updates, and provide networking opportunities with fellow members and industry leaders. Additionally, WANADA is honored to have Nikki Haley, former U.S. Ambassador to the United Nations and Governor of South Carolina, as the evening's headline speaker. Ms. Haley has been a trailblazing leader in both domestic and international arenas. Known for her strong diplomacy and commitment to principled leadership, Haley has consistently championed American values on the world stage.

Don't miss out on an evening filled with insightful discussions, recognition of outstanding contributions, and a chance to connect with colleagues.



[CLICK HERE TO REGISTER](#)

The 2024 WANADA Annual Meeting is generously sponsored by BG Crovato Products & Services, B&R Associates, Councilor, Buchanan & Mitchell, The Keats Group at RBC Wealth Management, and Truist. Any additional kindred-line members who are interested in a sponsorship for the 2024 WANADA Annual Meeting, please contact Bob Storin at rs@wanada.org.

Audi of Tysons Corner Named Best Dealership to Work for in U.S.

In an awards announcement held on Oct. 10 in Nashville, TN, Audi of Tysons Corner was named the Best Dealership to Work For in the entire country, after being ranked No. 5 overall on

the 2023 Best Dealerships to Work For list. According to Automotive News, who presents the award, employees among the 2024 Automotive News Best Dealerships to Work For are more likely to feel appreciated and also are given enough time away from the workplace. [Click here for more on what makes a dealership a great place to work.](#)

Audi of Tysons Corner was one of 79 Penske Automotive Group Inc. stores honored in a list of the top 150 dealerships, up from 100 honored in previous years. It's also this year's top large dealership. Audi Tysons Corner also was recognized as No. 1 for minority leadership, a new category in the Best Dealerships program. [Click](#)



Audi of Tysons Corner GM Sam Alimi receives the award from Automotive News and Cars Commerce executives at the awards ceremony in Nashville.

[here to find out which stores won individual awards for best rural and single point dealership.](#)

WANADA extends its hearty congratulations to GM Sam Alimi, Penske AVP Jason Hoover, and all of the Penske and Audi of Tysons Corner team members who had a hand in bringing this coveted prize to the metro DC region. A video of the awards ceremony is available on the Automotive News website [here](#).

MD Senator Will Smith Addresses Key Dealer Issues

Maryland State Senator Will Smith, who chairs the powerful Judicial Proceedings Committee in Annapolis, met with WANADA members on Thursday, October 10, 2024, at DARCARS Chrysler Jeep Dodge RAM of Silver Spring to discuss key issues affecting the auto industry. The forum, attended by area dealers, focused on several pressing concerns, including auto-related



WANADA dealers and staff members are pictured at DARCARS CJDR of Silver Spring with MD Senator Will Smith (center)

crimes like theft and fraud, the potential introduction of a new Maryland state inspection bill, and electric vehicle (EV) mandates and infrastructure.

During the discussion, Senator Smith acknowledged the rise in vehicle theft and fraud, emphasizing the need for stronger legislation to protect both consumers and dealers. Dealers expressed support for a new state inspection bill, while also engaging with Senator Smith on how best to prepare for Maryland's EV mandates, including the need for expanded charging infrastructure.

As chair of the Judicial Proceedings Committee, Senator Smith holds significant influence over legislative proposals related to these topics, making his insights especially valuable to the dealer community. Local car dealers appreciated the opportunity to voice their concerns and engage directly with a key policymaker who plays a pivotal role in shaping laws that impact their businesses.

Beware of Flood Damaged Vehicles

As flood-damaged vehicles from Hurricane Helene begin to enter the Washington, D.C. market, with those from Milton soon to follow, area car dealers are urged to exercise caution and implement best practices to avoid acquiring these compromised vehicles. Thousands of cars were submerged in these two devastating hurricanes, making them prone to long-term mechanical and electrical issues, even if they appear undamaged on the surface.

Flood-damaged vehicles often find their way into used car markets through unscrupulous sellers who clean and repair them just enough to hide the damage. While these cars may look fine initially, they can present significant safety risks, such as malfunctioning electrical systems, brake failures, and airbag deployment issues.

Dealers should ensure their staff are well-equipped to identify signs of flood damage. Common red flags include water stains or musty odors in the interior, moisture trapped in the headlights or taillights, rusty bolts, and unusual corrosion around metal parts. A thorough inspection of the vehicle's electrical system and undercarriage is essential. Staff should also run a vehicle history report through services like Carfax or AutoCheck to verify whether the car was previously declared as flood-damaged or salvaged.

Dealers are advised to remind their teams to check for inconsistencies in the title and registration documents, as flood-damaged vehicles are often re-titled in different states to conceal their history. By implementing these best practices, local dealers can protect their businesses and customers from the hidden dangers of flood-damaged vehicles.

LUNGeivity Fundraising Effort in Honor of Barbara Pomerance

WANADA would like to ask each of its member organizations to support a memorial fundraising effort in honor of the late Barbara Pomerance, WANADA's longtime and esteemed public relations counselor. Barbara was hired by Gerry Murphy in 1981, and she stayed engaged with the association until 2017. Throughout her time working with WANADA, Barbara

tirelessly promoted the good works of dealers in the community, while working to ensure that negative media about the automobile business was kept in check.

When she faced late-stage lung cancer in 2017, Barbara became passionate about the need to support research and education efforts to bring about early detection and treatment options for lung cancer patients, believing that the current five-year survival rate of 25% is simply unacceptable. Through personal experience she learned that [LUNGEVITY Foundation](#) is the nation's leading nonprofit focused on lung cancer, and that by supporting [LUNGEVITY's Early Lung Cancer Center](#), she and her family could make the biggest impact.

Later this month LUNGeivity will kick off *Lung Cancer Awareness Month*, (LCAM) with its October 26th *Breathe Deep Together* events to be held in Washington, DC, New York and Boston. Celebrated nationwide in the month of November, LCAM is dedicated to raising awareness about lung cancer, creating educational campaigns, and raising funds for research and patient support services.

Please join WANADA, which is contributing \$25,000, and the many WANADA members who will separately be donating \$1,000, in a fund-raising effort for *LUNGeivity's Early Lung Cancer Center* to recognize the many years Barbara Pomerance served WANADA and its members so well.

Click [here](#) to donate online. Gifts of \$1,000 made by **October 18** will be greatly appreciated and readily noted at Lungevity as an integral part of the combined generosity of WANADA's members.

To pay by check, please mail your donation to: Carol Perline, VP of Philanthropy, LUNGeivity Foundation, PO Box 754, Chicago, IL 60690, and note "WANADA Member" on the check memo line.

Be sure to email your company's logo to wklein@lungevity.org to be included on Barbara's *tribute donations page*, on the *Breathe Deep DC* page and on the [Team Barbara](#) page.

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