

THE WANADA BULLETIN

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

WANADA Bulletin # 01-25

January 22, 2025

**The Washington, DC Auto Show Opens Next Week!
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The Washington, DC Auto Show Opens Next Week!

The Washington, DC Auto Show is more than just an exhibition of the latest and greatest vehicles—it is a cornerstone event for the automotive industry and a critical opportunity for local car dealers and their staff. As we gear up for the 2025 edition, there are compelling reasons why your dealership team should make this event a top priority. Here's why attending the Washington, DC Auto Show is a must:



Crowds eagerly await the opening of the 2024 auto show.

Generating Excitement for the Auto Industry

The DC Auto Show serves as a powerful platform to reignite enthusiasm for the automotive industry among consumers and industry professionals alike. With a dazzling display of new models, cutting-edge technologies, and innovative concepts, this event sparks excitement and curiosity that translates directly into showroom visits and sales.

The immersive experience of the Auto Show allows attendees to see, touch, and explore vehicles in a way that no advertisement or online research can replicate. This hands-on engagement fosters a sense of connection and confidence in potential buyers, ultimately encouraging them to take the next step toward purchasing a new car.

Events Tailored for Dealers

Beyond the general excitement of the show, the Washington, DC Auto Show offers several events specifically designed to benefit dealers and their staff. These events provide unparalleled networking opportunities, professional development, and a chance to celebrate the contributions of the local dealership community.

- **WANADA Member Reception**: Mark your calendar for Thursday, January 30, 2025 from 6:00 – 8:00 p.m. You can [register here](#). In conjunction with the annual Sneak Peek Preview the evening before the auto show opens to the public, WANADA will host its exclusive Member Reception. This premier event offers a chance to connect with fellow dealers, industry leaders, and special guests while enjoying a first look at the Auto Show's offerings. The WANADA Member Reception is generously sponsored by BG Crovato Products & Services and the Kirvan Pierce Sweeney Group. It's an evening of networking, insights, and camaraderie you won't want to miss.



WANADA Chairman Jamie Darvish addresses dealers at the 2024 Member Reception at the Auto Show.

- **[WANADA Tag & Title Seminar](#)**: On Thursday, February 6, 2025, WANADA will hold its highly anticipated Tag & Title Seminar, in partnership with the National Independent Vehicle Title Agents (NIVTA), sponsored by Solera/Title Tec, The Chesapeake Bay Trust and Auto Data Direct. Staff can [register here](#). This event is designed to help dealers and their staff stay up-to-date with the latest regulatory requirements and best practices in titling and registration. It's an essential session for ensuring compliance and operational efficiency at your dealership.

A Unique Public Policy Showcase

What sets the Washington, DC Auto Show apart from other events in the global automotive circuit is its unique status as the "Public Policy Show." Situated in the nation's capital, the Auto Show draws an unparalleled array of political luminaries, government officials, and policymakers who attend in official capacities or even as everyday consumers shopping for their next car.



Five members of the US House of Representatives Auto Caucus have a lively debate at Public Policy Day in 2024

The intersection of public policy and the automotive industry is a defining feature of the DC Auto Show. For local dealers, this means exclusive insights into the regulatory landscape and emerging trends that will shape the future of the industry. Attending the show provides an invaluable opportunity to stay informed and to position your dealership as a leader in adapting to these changes.

Strengthening the Dealer Community

Attending the Washington, DC Auto Show is not just about business; it's about community. The event brings together dealers, manufacturers, policymakers, and consumers in a shared celebration of automotive innovation. By participating, you demonstrate your dealership's commitment to the industry and strengthen its reputation as an engaged and forward-thinking business.

Don't Miss Out

The 2025 Washington, DC Auto Show is shaping up to be an extraordinary event that no local car dealer or staff member should miss. From its unparalleled ability to generate excitement and drive consumer interest to its unique role as the Public Policy Show, the Auto Show offers immense value for your dealership. Add in dealer-focused events like the WANADA Member Reception and the Tag & Title Seminar, and it's clear that this is a can't-miss opportunity.

Ensure your dealership reaps the benefits of this premier event. Join us at the Washington, DC Auto Show and be part of the momentum driving the automotive industry forward into 2025 and beyond.

Last Chance: Join Us at the NADA Show in NOLA!



Join associations from Virginia, Maryland, and the Washington area for our joint reception in New Orleans! Registration is open [here](#).

VADA/MADA/WANADA Reception

January 24, 2025

Hilton New Orleans Riverside | 2 Poydras Street, New Orleans, LA 70130

6:00 - 9:00 pm

WANADA Launches ASE Prep Class

WANADA is excited to announce the launch of a new ASE (Automotive Service Excellence) prep class, designed to help member technicians enhance their knowledge, sharpen test-taking skills, and advance their careers. This new class is being offered as a part of WANADA's Automobile Dealer Education Institute (ADEI).

This specialized class will be held at Montgomery College in Rockville, MD. Scheduled as an evening program, the class will run from 4:30 PM to 9:00 PM, catering to techs seeking to balance work and continued education.

For just \$50 per student per class, participants will gain a valuable refresher in key ASE content areas while receiving targeted preparation for the certification exam. This affordable and high-quality program reflects WANADA's commitment to supporting member dealerships and their employees in maintaining excellence in automotive service.

It is important to note that the class is designed for those with a foundational understanding of ASE content. While it offers a comprehensive review and test preparation, it is not suited for beginners or those without prior experience in the field.

Don't miss this opportunity to enhance your skills and prepare for ASE certification. Registration will open soon, so stay tuned for details on how to enroll. For questions or to learn more about WANADA's Auto Dealer Education Institute and its initiatives, contact Director of Education Joe Hemberger at jh@wanada.org or 267-346-1700.

Invest in your future today—register for WANADA's ASE prep class and take the next step toward professional growth!

ADEI Featured in Automotive News

A recent article in Automotive News, which discussed the nationwide auto technician shortage, featured WANADA's Automobile Dealer Education Institute's (ADEI) Technician Training Program. The piece also included quotes from John O'Donnell, which were delivered to several members of the Congressional Auto Caucus, including Rep. Troy Balderson (R-OH), Rep. Marcy Kaptur (D-OH) and Rep. Debbie Dingell (D-MI). The piece can be read in full on the Automotive News website [here](#) or downloaded in pdf version [here](#).

MD MVA Talking Points

The following bullets are excerpted from Maryland MVA's December 2024 "Talking Points" newsletter. We hope you find this information useful, and if you have a topic, you'd like us to cover in a future newsletter, please send it to Kristin Orlando-Dillahunt at korlando@mdot.maryland.gov.

- Please submit letters of correction and transmittal sheets through the [portal](#). They are an important part of the transaction documentation and help avoid rejections.

- A customer who is a 100% disabled veteran does not pay registration fees if the vehicle is registered in their name. If a customer who is a 100% disabled veteran buys a vehicle for another person and the vehicle is registered in the other person's name, all registration fees must be paid. The exemption for registration fees only applies if the vehicle is in the name of the customer who is a 100% disabled veteran.
- Excise taxes must be paid for this vehicle. There is no excise tax exemption for a customer who is a 100% disabled veteran.
- We encourage you to issue metal plates at time of sale whenever possible.
- The use of temporary tags should be limited to case-by-case scenarios when there is a technical issue or there is something in the customer's record that prevents you from issuing metal plates. Issuing paper temporary tags should be the exception, not a standard practice.
- If you need to contact Dealer Services at Glen Burnie (Headquarters), please send an email to mddtts@mdot.maryland.gov email box. We (MVA) monitor this inbox continuously and respond within 48 hours.
- In November and December, we (MVA) issued several bulletins. They cover validating inventory in ERT systems, the new annual surcharge for certain electric vehicles and payment schedule for fees, discontinuing the automatic printing of a duplicate title when a lien is released, and instructions for 8GH series plate inventory.

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