

ADEI Graduation & Student Spotlight
Fundraiser in Support of Montgomery County Exec Candidate Andrew Friedson
Time is Almost Up: Sell EVs on Value not just on Tax Credits
Reminder: Special Vehicle Registration Procedures for Foreign Missions
Save the Date: 2025 WANADA Annual Meeting

ADEI Graduation & Student Spotlight

WANADA's Auto Dealer Education Institute (ADEI) invites all members, partners, and friends to join us in celebrating the achievements of our graduates and welcoming our newest apprentices at the **2025 ADEI Graduation & Matriculation Ceremony**.

Event Details:

Thursday, August 28, 2025

10:30 a.m. – 12:30 p.m.

Montgomery College – Rockville Campus

Gudelsky Institute for Technical Education

1264-1398 Hungerford Dr, Rockville, MD 20850

This milestone event will recognize **25 graduates** of ADEI's automotive technician apprenticeship program and welcome a **new cohort of 20–25 apprentices** beginning their training this fall. Graduates will be awarded official Maryland Department of Labor Apprenticeship and Training Council Certificates of Completion — a credential marking them as fully qualified professionals in the industry.



Spotlight: Osmar Martinez – From Student to Six-Figure Technician

Among this year's honorees is Osmar Martinez, a shining example of the talent and perseverance fostered through ADEI. Over the past two years, Osmar has earned:

- Mazda Certified Technician
- Senior Mazda Technician Certification
- Mazda Electrical Specialist Certification

On August 28, Osmar will add the Maryland Department of Labor's Certificate of Completion to his accomplishments — capping an outstanding academic performance that included a 3.7 GPA. Osmar's journey wasn't without challenges. As a non-native English speaker, he faced early hurdles with standardized testing. With dedicated support from ADEI's bilingual instructor, he overcame those barriers and excelled. Today, Osmar is a top-performing technician on track to earn over \$100,000 this year — all without incurring student debt.

An Invitation to Dealers

Osmar's success is just one example of how ADEI delivers highly skilled, motivated technicians to our region's dealerships. If you're interested in hiring promising young talent and investing in the future of your service department, contact **Joe Hemberger, WANADA Vice President of Education**, at jh@wanada.org.

RSVP by Friday, August 15 to Joe Hemberger at jh@wanada.org.

Fundraiser in Support of Montgomery County Exec Candidate Andrew Friedson

As Montgomery County approaches its next major election, local leadership will play a pivotal role in shaping the economic climate of the county and the broader Washington metropolitan region. For the business community — including the retail automotive industry — the county's policy direction can have a lasting impact on growth, competitiveness, and the overall business environment.

Andrew Friedson, a Montgomery County native with deep family ties to the automobile business, has built a track record as a pragmatic, business-minded leader during his time on the County Council. He understands the challenges facing local employers and the opportunities to foster sustainable economic growth.



A fundraiser in support of Andrew Friedson's campaign for County Executive will be held next month, hosted by Sam & Linda Weaver, John & Cheray Bowis, Chevy Chase Acura, Koons Automotive, Sport Automotive, the Washington Area New Automobile Dealers Association, and the Maryland Automobile Dealers Association.

Event Details:

Monday, September 8, 2025

6:30 PM – 8:30 PM

Home of Sam & Linda Weaver

20200 Peach Grove Ln, Dickerson, MD 20842

RSVP & Information: andrewfriedson.com/weaver

For questions, contact Colin at cb@helloadeo.com.

Updates from Maryland MVA

The following reminders and updates appeared in the most recent newsletter from Maryland MVA and have been included in full below in case you missed them:

Vehicle Transactions - Tips & Reminders

- **Dealer Loaners-** As of July 1, 2025, rental vehicles are now charged excise tax at a rate of 3.5%. There is an exception for dealer loaner vehicles that are used while a customer's vehicle is being repaired.
 - The ERT vendors are working on updating their software to incorporate the loaner transaction. As of now, loaner transactions can be processed via the dealer MVA titling portal.
- **Affidavit in Lieu of Title (VR-449A)-** Please note, the [VR-449A](#) is not acceptable for transferring a vehicle to another dealership. If the vehicle received as a trade in will be transferred to another dealer, the transferring dealer must first apply for a Dealer's Duplicate Certificate of Ownership.
- **Updated VR-005-** The Application for Certificate of Title has been updated effective July 1, 2025. Please see attached link with the updated version of the VR-005. <https://mva.maryland.gov/Documents/VR-005.pdf>. The form changes are:
 - Licensed dealerships can apply for loaner vehicles to be exempt from excise tax. The VR-005 now has a section to indicate the vehicle is to be used as a dealer loaner, and the dealer's MVA license account number.
 - Tax rates and fees updated on reverse side.
 - The prior version will continue to be accepted as current stock is exhausted.

Recent Bulletins

We recently issued two bulletins:

- **ERT User Affidavits**
Effective September 1, 2025, MVA will require an electronic list of ERT users with each renewal application. MVA will use this list to confirm that a user affidavit is on file for each ERT users. Please see the July 21, 2025, bulletin for more information. <https://mva.maryland.gov/businesses/Documents/bulletins/2025/ERT-User-Affidavits.pdf>
- **Registration fee change clarification-**

MVA will honor the pre-July 1 registration fees for dealer sales occurring in June 2025 but not processed until July 1 or later. A refund credit has been issued for transactions already processed with the increased fee. Please see the July 25, 2025, bulletin for details. <https://mva.maryland.gov/businesses/Documents/bulletins/2025/Bulletin-Dealer-Reg-Fee-Exception.pdf>

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.

Time is Almost Up: Sell EVs on Value not just on Tax Credits

Content provided by Andy Fraser, E-Motion EV Sales Training and Certification

With the federal \$7,500 EV tax credit set to phase out for many vehicles on September 30, dealerships will soon be selling EVs without one of the market's most prominent closing tools. While this change will present new challenges, it also creates an opportunity for dealerships to stand out through product knowledge and customer engagement.

For the past several years, many sales teams have leaned on the tax credit to help convert hesitant buyers. Going forward, EVs will have to sell on their own merits — and they can. The most successful dealerships today aren't simply quoting incentives; they're taking a consultative approach, showing buyers how an EV fits their daily driving habits and long-term ownership needs.

Key Facts for the Sales Conversation:

- Most new EVs offer 250+ miles of range.
- The average U.S. driver travels just 37 miles per day — easily replenished overnight on a standard 120V outlet.
- Two-car households (the majority of buyers) can often switch one vehicle to electric with minimal disruption.
- When explained clearly, charging, maintenance, and overall cost of ownership are well within most buyers' comfort zones.

What to Expect After September 30:

1. **Reduced Federal Incentives** – The \$7,500 credit, currently available at the point of sale for certain leases, will no longer apply to many vehicles.
2. **More Buyer Hesitation** – Without the incentive, expect more questions, comparisons, and longer decision timelines. Sales teams will need to focus on value, not price.
3. **Higher Demand for Product Knowledge** – Buyers will rely on sales staff to explain charging, range, cost of ownership, and infrastructure. Incomplete or vague answers can cost a sale.
4. **Growing EV Inventory** – EVs will remain a key part of the lineup, and moving them will depend more on skilled sales interactions.
5. **Competitive Advantage for Trained Teams** – Dealerships that invest in EV training will close sales faster, build trust, and foster long-term loyalty.

EV buyers are often first-timers. They have questions, not just interest. A well-prepared sales team can address concerns, build confidence, and close deals — even without the \$7,500 incentive.

For more information on EV sales training and certification, contact:

Andy Fraser

E-Motion LLC

afraser@e-motion.llc | 301-213-2424

Reminder: Special Vehicle Registration Procedures for Foreign Missions

Dealerships selling or leasing vehicles to members of foreign missions should be aware of the unique registration process handled exclusively by the U.S. Department of State's Office of Foreign Missions (OFM). Local DMVs in Washington, D.C., Maryland, and Virginia do *not* process vehicle titles or registrations for foreign diplomats or embassies.

Before completing a sale or lease, the dealership or buyer must request a Tax Exemption Letter by emailing OFM-FMS@state.gov. The request should include:

- The buyer's name and Personal Identification Number (PID)
- The foreign mission name
- Vehicle details (VIN, make, model, year, and color)
- Dealership information (name, contact person, email, and phone number)

Once the exemption is issued and the sale is finalized, the dealership or buyer must mail the completed ownership documents to:

Foreign Mission Support Center (FMSC)

3507 International Place NW

Washington, D.C. 20008

Following receipt, OFM will process the title and registration. This procedure ensures compliance with diplomatic protocols and is critical for avoiding delays or complications. For further questions or to learn more, dealers can visit state.gov/ofm or contact OFM directly at OFM-FMS@state.gov.



WANADA encourages all area dealers to familiarize themselves with these steps to ensure smooth and compliant transactions when working with the diplomatic community. Dealers can [click here](#) to access the flyer that OFM provided to WANADA on this topic.

Save the Date: 2025 WANADA Annual Meeting

Mark your calendars now! The 2025 WANADA Annual Meeting will take place on the evening of **Thursday, November 13**, at the **Smithsonian Museum of American History** in Washington, DC.

This year's event promises an inspiring program and an elegant setting in one of the nation's most iconic museums. More details, including keynote speakers and registration information, will be shared in the coming months.

The WANADA Bulletin is Sponsored by the Following Kindred-Line Members:

