

Headlines...

WANADA members urged to register for Roger Penske dinner at The 2012 Washington Auto Show
VA Motor Vehicle Dealer Board decrees TrueCar violates state law and MD MVA has matter under review
Dealer Thomas Moorehead and auto writer Warren Brown honored in Detroit

The 2012 MADA/VADA/WANADA Reception - Join us for one of the *best* events at the NADA Convention!
A 500 mile battery and hands free driving in traffic jams

WANADA Special Seminars

New Union Organizing Rules and your Dealership, Feb 2, 2012 at The Washington Auto Show

Regional Tag and Title Seminar set for Feb 2, 2012 at The Washington Auto Show

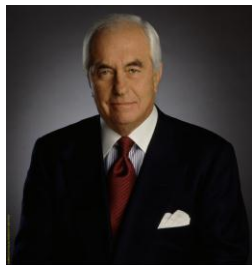
Area sales representatives must register to work The 2012 Washington Auto Show

MLK Day reminder

Thought for the week...

WANADA members urged to register for Roger Penske dinner at The 2012 Washington Auto Show

Penske to receive *Automotive News* Lifetime Achievement Award, Jan. 26



WANADA members are urged to register early for a special reception and dinner on Jan. 26, 2011, following the Sneak Peek Preview at the upcoming Washington Auto Show where auto racing and dealer icon, Roger Penske, will be honored. Penske, world renowned for his successful racing teams in the Indy, Formula1 and NASCAR racing series, not to mention his equally successful ventures into automotive retailing, vehicle leasing and affiliated businesses, will be recognized at the sit-down dinner event with the 2012 *Automotive News* Lifetime Achievement Award. AN editor-in-chief Keith Crain will make the presentation and Mark Reuss, president of GM North America, will be make testimonial remarks. On display at the dinner will be four (4) Penske racecars for guests to see up close, and personal!

The AN award, the fourth to be given at The Washington Auto Show, recognizes individuals in the public and private sector who have made profound contributions to the advancement of the automotive industry. The presentation to Penske will capstone the Sneak Peek Preview, where members of Congress, high level federal officials, diplomats and industry leaders will be hosted by industry stakeholder organizations and provided an exclusive viewing of The 2012 Washington Auto Show exhibits. Sneak Peek Preview hosts include: the Auto Alliance, Global Automakers and NADA.

Prior to the dinner, there will be a private reception for Penske with WANADA members, hosted by Bosch. Tickets for the private reception and dinner are \$125 per person for WANADA

members and \$250 per person for non-members. Ticket sales go to benefit the Automobile Dealer Education Institute (ADEI) and all but \$100 of each ticket is tax deductible. WANADA members are encouraged to register by clicking on this [link](#). Non-members can register by clicking [here](#).

VA Motor Vehicle Dealer Board decrees TrueCar violates state law MD MVA has matter under review

WANADA published a *Special Bulletin* to dealer members earlier this week on the Virginia Motor Vehicle Dealer Board's action that found TrueCar's dealer vehicle referral program, as currently constituted, violative of state motor vehicle laws. MVDB's memorandum to Virginia dealers on the matter was part of that Special Bulletin and can be reviewed by clicking [here](#).

Thomas Moorehead honored with 2012 Urban Wheel Dealer of the Year Award

Warren Brown, notable *Washington Post* auto writer, receives UW's *Lifetime Achievement Award*

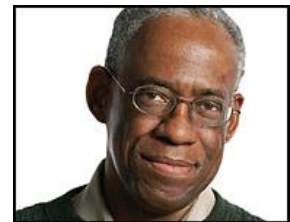


Thomas Moorehead

WANADA member Thomas Moorehead, chairman and CEO of BMW and Mini of Sterling, VA was honored with Urban Wheel's Dealer of the Year Award at the publication's 16th Annual Awards Banquet this week at the North American International Auto Show in Detroit. The award is made in recognition of those companies and individuals who have made a significant difference in the auto industry, and the community as a whole.

The award was presented by Urban Wheel publisher Randy Payton, who noted that Mr. Moorehead is also the recipient of the National Association of Minority Automobile Dealers' Lifetime Achievement Award. The Sterling BMW Center has earned the OEM's Management Systems Award and Center of Excellence Award and is among the top ten percent of BMW dealer producers in the U.S.

Receiving Urban Wheel's Lifetime Achievement Award this year was longtime *Washington Post* automotive writer Warren Brown. Brown, known in some quarters as the "dean of automotive journalists," began covering the automobile industry at *TWP* in 1982. He was cited for his 30 *plus* years of expert and wide ranging reporting on the industry as well as his trenchant reviews of automobile products, good and bad, for which he has become widely regarded.



Warren Brown

Besides Messrs. Moorehead and Brown, William Perkins, chairman of the Detroit Auto Show was recognized by UW, as was Fletcher Davidson, general manager of Toyota Customer Service.

WANADA salutes Messrs. Moorehead and Brown on their respective recognition at the Detroit Auto Show.

Join us for one of the *best* events at the NADA Convention!

The 2012 MADA/VADA/WANADA Reception @ NADA

WANADA members and their friends will want to make a special effort to join their colleagues at this year's joint MADA/VADA/WANADA Reception at the NADA Convention in Las Vegas, Saturday, Feb 4, 2012. A popular, well attended convention event, the M/V/W dealer party affords a wonderful opportunity to network with friends and business associates. This year the M/V/W reception will occur at the Chateau Nightclub beneath the Eiffel Tower of the Paris Hotel.

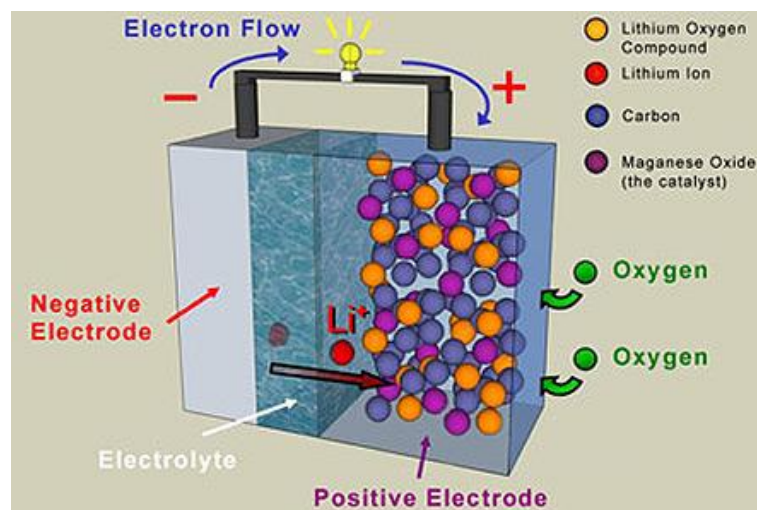


Please note: *Nevada State Law requires that all guests present a valid form of government issued photo ID to security to gain access to the Chateau.*

For more information, contact Kristina Henry at (202) 237-7200, or kh@wanada.org

A 500 mile battery and hands free driving in traffic jams

2012 will see the launch of more hybrid and electric vehicles by major automakers than ever before as they seek to meet sharply higher federal fuel economy standards come 2015 and beyond. Consumers, however, continue to resist purchasing the vehicles in part because of driving range concerns. Now, IBM thinks it has a solution with a promising new lithium-air (Li-air) battery.



According to the technology giant, a typical Li-air battery cell has a theoretical energy density more than 1,000 times greater than today's industry-standard Li-ion battery cell, meaning a range of 500 miles for an all-electric vehicle is readily within distance. Even better, Li-air batteries are one-fifth the size of the typical 1,000 pound battery pack and have a life span at least five times as long as current lithium batteries.

IBM says it plans to have a full-scale prototype ready by 2013, with commercial batteries on sale by the end of the decade.

Meanwhile, Audi announced at the Consumer Electronics Show in Las Vegas this week a new system dubbed Traffic Jam Assistant, which recognizes when a driver is stuck in start-and-stop traffic and can be switched into an autonomous mode that takes complete control of the steering, acceleration and brakes.

The system uses the front-mounted adaptive cruise control sensors combined with wide-angle video cameras to detect lane markings, other vehicles, barriers and pedestrians, and can control the vehicle without any driver intervention up to 37 mph. Eight ultrasonic sensors also keep tabs on what's in front of and at the sides of the vehicle, with the front sensors not only tracking the vehicle ahead, but – like Nissan's latest Predictive Forward Collision Warning System – several vehicles ahead.

Mercedes-Benz has been working on a similar system called Traffic Jam Assist. Both companies will likely launch the systems in their top range models next year.

WANADA Special Seminars

A presentation of the Automobile Dealers Education Institute (ADEI)

New Union Organizing Rules and your Dealership

Feb. 2, 2012 at The Washington Auto Show

New NLRB rules make it easier than ever for unions to organize your dealership. In 2011, the NLRB issued a series of decisions and regulations which make it much easier for labor unions to organize your dealership. WANADA, as part of its Automobile Business Seminar Series, has arranged for a special seminar to review these changes, which will be presented by Stephen Shawe, of Shawe Rosenthal LLP. The topics he will cover include:

- The shortening of the 42-day period between filing of a petition and the NLRB Election
- No pre-election litigation, appeals, or delays
- The new period between petition and election could be as short as 21 days
- Key changes to the post-election appeals process
- New NLRB poster advising employees of their right to select a union as bargaining agent

These rules *significantly* shorten the time an employer will have to communicate with employees about unionization in the event of a petition. Effective April 30, 2012, the old rules are *out!* Plan to attend this important WANADA seminar so you can be aware of what you need to do *now* in order to prepare for any union activity! For details and to register, click [here](#).

Regional Tag and Title Seminar set

Feb. 2, 2012 at The Washington Auto Show

WANADA, as part of its Automobile Business Seminar Series, will once again hold its *annual* Regional Tag and Title Seminar for area dealers during The Washington Auto Show. The date this year is Thursday, Feb. 2, 2012. Representatives from each of the area jurisdictions' motor vehicle departments (DC DMV, MD MVA and VA DMV) will be present to brief attendees on the latest developments in tag and title matters. Event particulars:

Registration: 9:30 to 10:00 a.m. **Session:** 10:00 a.m. until 12:00 Noon
Cost: \$80 per person / \$60 each additional attendee from the same dealer organization.
Includes breakfast, seminar materials and a ticket to the 2012 Washington Auto Show.

To register for this popular seminar please click [here](#).

Area sales representatives must register to work The 2012 Washington Auto Show (see attachment)

Sales representatives from WANADA dealerships in the Maryland and Northern Virginia suburbs must register with the District of Columbia through WANADA to receive a waiver from DC automotive sales licensing law if they will be plying the trade at The 2012 Washington Auto Show, January 27-February 5, 2012. This is a regulatory accommodation made annually by the District of Columbia to the Auto Show.

Please fill out the *registration form* included at the end of this Bulletin by Thursday, Jan 19 with the names and sales license numbers of the dealership and all dealership representatives who will be exhibitors at The 2012 Washington Auto Show and fax it to WANADA at (202) 237-9090. WANADA will file the paperwork with DC regulators. Sales reps who do not register may trigger regulatory scrutiny, not only for themselves, but for the Auto Show as well. Everyone's cooperation is appreciated!

MLK Day reminder...

Martin Luther King's birthday is a national holiday recognized by governments at all levels and many businesses. There will be no mail service and the WANADA offices will be closed.

Thought for the week ...

I believe that unarmed truth and unconditional love will have the final word. This is why right, temporarily defeated, is stronger than evil triumphant.

--Martin Luther King, Jr., accepting the Nobel Peace Prize, 1964

-Participating-

Non-D. C. Automotive Sales Representatives

**2012 Washington Auto Show
Washington Convention Center
Due by January 19, 2012**

Dealership Name _____

Address _____

Telephone _____ Fax _____

Dealer License Number _____

Completed By _____ Title _____

Sales Representative's Name

State

License Number

Sales Representative's Name	State	License Number

(Photocopy blank for additional listings as needed)

Prepared for Submission to the DC Government

Return by Thursday, January 19th to: Washington Area New Automobile Dealers Association
5301 Wisconsin Avenue, N.W., Suite 210
Washington, DC 20015
or via Fax (202) 237-9090 or (202) 237-7779