

# THE WANADA BULLETIN

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

WANADA Bulletin # 20-21

September 29, 2021

O'Donnell Joins MD Rep. Anthony Brown & Sen. Ben Cardin at EV Event  
Sam and Linda Weaver Host Event for David Blair, Candidate for Montgomery County Executive  
WANADA Insurance: Now Accepting ACH Payments  
Registration Now Open for WANADA Annual Luncheon on Nov 4  
Be Wary of Flood-Damaged Vehicles Entering the Market  
DC DMV Excise Tax Fee Structure Reminder  
In Memoriam: Joseph P. Carroll

## O'Donnell Joins MD Rep. Anthony Brown & Sen. Ben Cardin at Local EV Awareness Event



On September 21, WANADA President & CEO John O'Donnell joined Congressman Anthony G. Brown (MD-04), Senator Ben Cardin (D-MD), local leaders, car dealers and climate activists at an event highlighting historic investments in electric vehicles and green infrastructure at the New Carrollton Branch Library. Representatives from Prince George's area dealers included the DARCARS, RRR

Automotive and Pohanka organizations. "Dealers in the DC area are leading the way in electric vehicle sales and service," said Mr. O'Donnell during his remarks. "Investments in infrastructure are critical to the further adoption of these technologies, and our dealers are poised and eager to sell all types of alternative fuel technologies to the car buying public. Events like these can and should continue to highlight the benefits these technologies can bring and we are thankful to Congressman Brown and Senator Cardin's leadership in this area."

## Sam and Linda Weaver Host Event for David Blair, Candidate for Montgomery County Executive

Sam Weaver, Vice President/Partner of Chevy Chase Acura, and his wife Linda, hosted an event at their home on Monday evening, September 27<sup>th</sup>, to support the campaign of David Blair for Montgomery County Executive. Mr Blair, a businessman and philanthropist who finished just 77 votes out of the money in the 2018 Democratic primary for Montgomery County Executive, announced in March that he plans to run again in 2022.



Several WANADA dealer members, along with members of the WANADA staff, attended the reception.

In his remarks to the attendees, Mr. Blair emphasized his strong leadership skills and his plans to support the police in a county where crime has increased drastically, including auto thefts, which are up 300%.

For more information on David Blair, or to support his campaign, please visit [www.blairformontgomery.com](http://www.blairformontgomery.com). The David Blair for County Executive campaign will also be hosting an open house and campaign office grand opening this Saturday, October 2<sup>nd</sup>, from 9:00 am to 12:00 noon at campaign headquarters located at 11751 Rockville Pike, Rockville, MD 20852.

## WANADA Insurance: Now Accepting ACH Payments

The WANADA Insurance Department is pleased to announce that ACH payments can now be accepted for all WANADA Trust products. The WANADA Trust utilizes volume discounts for certain employee benefits, including dental, life, disability and vision, to offer the most affordable pricing in the marketplace from nationally recognized carriers and providers.

“Because we specialize in car dealerships and have these exclusive deals within our Trust, there is truly no competition for pricing and service when it comes to these benefits,” said WANADA Vice President of Insurance Ed Mullaney. “Even if a dealership gets their medical coverage through another broker, they should look at the WANADA Trust for dental, life and disability and/or vision insurance because we’re confident we can save any dealership a lot of money.”

For more information about the WANADA Trust or, if you are an existing client and would like to set up ACH to pay your WANADA Trust invoices, please contact Ed Mullaney or Connie Ryan at 202-237-7200 or [em@wanada.org](mailto:em@wanada.org) and [cr@wanada.org](mailto:cr@wanada.org) respectively.

## Registration Now Open for WANADA Annual Luncheon on Nov 4

Registration is now open for WANADA's 2021 Annual Meeting & Luncheon on Thursday, November 4 at the Ritz-Carlton Tysons Corner in McLean, VA. [Click here](#) to purchase a seat or a table.



The luncheon will begin at 12:00 noon, preceded by a networking reception for registered attendees starting at 11:30 am. This year's guest speaker at the luncheon will be Sean Spicer. Spicer's political career began long before the former White House Press Secretary made his mark as one of the most recognized staffers in the Trump administration. Sean built a decades-long career in Republican politics, witnessing and shaping the inner workings of Washington, DC, from every vantage point – as a House of Representatives communicator, heading up incumbent retention at the National Republican Congressional Committee, in George W. Bush's White House as Assistant U.S. Trade Representative, as the Chief Strategist and Director of Communications at the Republican National Committee, top advisor to presidential campaigns, and of course, White House Press Secretary. Sean is currently the host of "Spicer & Co." on Newsmax at 6p weekdays.

Any WANADA kindred-line members who are interested in sponsoring the 2021 Annual Luncheon should contact Bob Storin at 301-335-8289 or [RS@wanada.org](mailto:RS@wanada.org).

## Be Wary of Flood-Damaged Vehicles Entering the Market

In the wake of severe weather across the Southeastern U.S. and even [flash flooding in the DC region](#), it is important that dealers remain vigilant against cars that may have been damaged in severe weather. Especially in this environment where used vehicles are more valuable than ever, hurricane season provides an opportunity for dishonest actors to pass off previously flood-damaged vehicles as clean. And cars with pre-existing water damage are often not easy to identify. Those people in your dealership who are authorized to purchase vehicles should remember to be on the lookout for the following telltale signs of water damage:

- Water stains, mildew, or sand and silt under the carpets, headliner, and behind the dashboard;
- Signs of oxidation on wires or under the hood;
- A musty interior odor that has been covered up by air freshener;
- Dampness in the seats and carpets;
- New items in the car that don't match the original design;

You can also look up the title history on [vehiclehistory.gov](http://vehiclehistory.gov) to look for any indication the vehicle was damaged or came from an area that recently flooded.

## DC DMV Excise Tax Fee Structure Reminder

In a [recent issue](#) of the DC DMV's "Dealer News" newsletter, they posted the following "Excise Tax Fee Structure Reminder. Excise Tax rates/fees are determined by both the vehicle unladen weight and the mpg city rating:

Unladen Weight	20MPG or Less	21MPG - 25MPG	26MPG - 30MPG	31MPG - 39MPG	40MPG or More
3,499 or Less	8.1%	4.4%	3.1%	2.2%	1.0%
3,500 - 4,999	9.1%	5.4%	4.1%	3.2%	2.0%
5,000 or More	10.1%	6.4%	5.1%	4.2%	3.0%

Formula - Fair Market Value (FMV) X MPG Taxable Percentage (%) = Excise Tax

Notes:

- Fuel efficiency is not based on MPGe (equivalent)
- Individuals who qualify for the District Earned Income Tax Credit (EITC) may elect to pay by weight class (6%, 7%, 8%), or the MPG adjusted tax benchmark/schedule depending on lowest costs.
- If EITC is applied to the excise tax, documentation from the Office of Tax and Revenue (OTR) will be required prior to vehicle titling.
- 100% electric vehicles are exempt from the vehicle excise tax.

If you have any additional questions regarding the excise tax or other inquiries related to DC DMV, please reach out to Joe Koch, Vice President of Operations at WANADA, at 202-821-5824 or [jk@wanada.org](mailto:jk@wanada.org).

## In Memoriam: Joseph P. Carroll

WANADA is sad to report on Joseph P. "Joe" Carroll's passing. His long and wonderful life ended last weekend. Joe dedicated his career to serving Maryland auto dealers and did an extraordinary job heading up Maryland Auto Dealers Association over the years. Our deepest sympathy goes out to the Carroll family. MADA will be distributing service details as soon as they are available.

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

---

The Keats Group

---



**Wealth  
Management**

A division of RBC Capital Markets, LLC,  
Member NYSE/FINRA/SIPC.

