2017 CHAIRMAN’S MESSAGE

Pennsylvania Dealer Colleagues,

I am extremely honored and very much look forward to serving as the 2017 PAA Chairman. Having been a member of PAA’s Board of Directors for ten years and on the Executive Committee since 2010, I have had the opportunity to witness what our association accomplishes each year on our behalf, both legislatively and in the many services PAA provides its dealer members.

Over the course of 2016, PAA continued to advocate against the elimination of the vehicle sales tax trade-in exemption and any ill-advised alterations to both the state emissions program and the safety inspection program. We also secured legislation to extend intransit plates from 30 to 60 days and provided sanction alternatives to suspension for stations and inspectors performing safety inspection.

We will be hosting a Legislative Committee meeting early this year to prioritize dealer issues and develop a legislative agenda for 2017. Your legislative suggestions are always appreciated, can be submitted at any time, and will be reviewed by the Board.

In 2016, Pennsylvania dealers contributed $300,400 to PAA’s PAC, exceeding the $300,000 goal. NADA-PAC raised a total of $109,180, with dealers in the East contributing $57,710 and dealers in the West contributing $51,470. These funds are essential to accomplishing our legislative initiatives. To those who contributed, thank you for recognizing the importance of our political involvement.

From April to June, PAA will host 7 Regional Meetings throughout the state to inform dealers of the 2017 legislative agenda, regulatory updates, partnership programs, and insurance offerings. These meetings are highly informative, and I hope to see you there.

PAA will also host a Fall Conference this year, October 4-8, 2017, at the Omni Hilton Head in South Carolina. This event is a great mix of business and fun. Please mark your calendars and consider attending.

Finally, I encourage you to maximize your use of the association’s many resources. If you have a question or a problem, they likely have an answer. Also, I welcome any comments or suggestions on how the association can further assist dealers, and I thank you for the opportunity to serve as your 2017 Chairman.

2017 Documentary Fee

The CPI was announced on January 18, 2017, increasing the maximum documentary fee from $114 to $116 for processing titlework manually (from $135 to $138 if dealers perform on-line registrations with an on-line provider such as Dealertrack).
2017 PAA BOARD OF DIRECTORS

* Denotes Executive Committee Member

Territory 1 - Gray (Northwest)
Territory 2 - Red (Pittsburgh)
Territory 3 - Green (Southwest)
Territory 4 - Purple (Center South)
Territory 5 - Lt. Blue (Center North)
Territory 6 - Pink (North East)
Territory 7 - Dark Blue (Southeast)
Territory 8 - Orange (Philadelphia)
Territory 9 - Gold (Southeast)

Territory 1 - Representing 91 New Car and Truck Dealers
Matthew Clark *
Humes Chrysler-Jeep-Dodge Inc
Sean Ellsworth
Shulfts Of Warren Inc
Floyd McElwain, Jr.
McElwain Motor Car Company

Territory 2 - Representing 112 New Car and Truck Dealers
Brendan Kelly
Kelly Chevrolet-Cadillac-Hyundai Kia
Thomas Rohrich
Rohrich Cadillac
Mitchell J. Unis
Unis Automotive Group

Territory 3 - Representing 117 New Car and Truck Dealers
Mark E. Fox, Past Chairman *
Fox Ford, Inc.
Paul Schimizzi
Hillview Motors
Mark Smail
Smail Auto Group
Matthew Smith
Laurel Auto Group

Territory 4 - Representing 98 New Car and Truck Dealers
Dan Fiore
Fiore Toyota Scion Volkswagen Audi
Jeffrey Forrer
Forrer Chrysler Dodge Jeep Ram
Ray Bromley
Lehman Motors

Territory 5 - Representing 103 New Car and Truck Dealers
Jack Bertolet
J. Bertolet Inc.
Charles Driscoll
Mercedes-Benz of State College
Rick R. Quigley
Fairfield Chevrolet-Cadillac

Territory 6 - Representing 118 New Car and Truck Dealers
Jeffrey A. Berger
Berger Family Dealerships
William J. Egan, Chairman *
Kelly Motor Company, Inc.
Bryan Gaul
Wind Gap Buick-Chevrolet, Inc.
Richard W. Rentschler
Rentschler Chevrolet

Territory 7 - Representing 145 New Car and Truck Dealers
Duke Scott *
Scott Honda of West Chester
Jerome Seidel *
Seidel Hyundai
Lee Turner, Treasurer *
Turner Kia
Dane Whitmoyer
Whitmoyer Auto Group

Territory 8 - Representing 86 New Car and Truck Dealers
Dominic M. Conicelli, Vice Chairman *
Conicelli Autoplex
Robert Lewis *
Faulkner Organization
Jim Glanzmann
Glanzmann Subaru

Territory 9 - Representing 79 New Car and Truck Dealers
Jason Friedman, Secretary *
Colonial Nissan
James A. Peruto
Keenan Motors
Terry Sands
Sands Auto Group

At Large Directors
David Kelleher
David Dodge-Chrysler-Jeep
President, ADA Greater Philadelphia
David B. Penske
Penske Buick GMC Trucks
Eastern PA NADA Director
Fred Scheler
Five Star International
Chairman of the PTD
Catherine Glasgow
Butler County Motor Company
President, Greater Pittsburgh ADA
Michael B. Smith
Laurel Auto Group
Western PA NADA Director
PAA & PAA Services, Inc. Overview

Legislative Advocacy
One of PAA’s primary roles is working with the General Assembly and the Governor’s Administration to ensure that legislation that is signed into law represents the perspective and position of its dealer members and is consistent with PAA’s legislative agenda.

InTransit Plates Extended to 60 Days
Signed into law on November 6, 2016, temporary registration cards issued to a vehicle acquired in Pennsylvania for transportation to another state for registration or use in the other state shall now be valid for 60 days from the date of issuance.

Warnings and Monetary Penalties, Safety Inspection Suspensions- PennDOT now has the authority to issue warnings or monetary penalties to a station or mechanic instead of solely having suspensions as a potential sanction.


2016 Legislative Agenda - Defense
PAA is routinely confronted with the need to engage with the General Assembly regarding legislation that is contrary to dealer’s interest.

1. Emissions and Safety Inspection Program Continuance – PAA continues to be successful in its efforts to discourage the elimination or alteration of the state’s safety and emissions inspection programs. Introduced bills remained in committee throughout the two-year session.

2. Trade-In Exemption - PAA continues to advocate against proposals to eliminate the state sales tax trade-in exemption as a means of raising an estimated $400 million per year in additional state revenue.

3. Regulation of Service Contracts - PAA opposed expanding state regulation of service contracts and the Senate bill remained in committee.

Legislation Requiring PAA Engagement in 2017
It is anticipated that the above issues will again be introduced in 2017-2018, and PAA will continue its efforts to thwart their consideration. It is anticipated that the trade-in exemption will be strongly examined when the General Assembly crafts the 2016-2017 state budget.

The PAA Legislative Committee will meet in March to prioritize dealer issues and discuss various legislative proposals in which PAA will need to engage. Legislative suggestions can be submitted any time at www.paa.org or by contacting PAA.

PAA Services
Title & Tag Messenger Service - PAA Title & Messenger Service reviews titlework before submission to PennDOT and assists with all PennDOT documents. PAA Title provides toll-free customer service and assists with Priority Title Service, Dealer Titles, Lien Verifications, Criminal History Reports, Research Services, Dealertrack Electronic Services, and New Dealer Start-up. Contact the Title Department at 1-800-242-3745.

PAA Dealer Purchasing Service provides dealers with products and supplies used daily in dealerships. DPS has an e-commerce website at www.paadps.com.

Partnership Programs
One of PAA’s objectives is to identify products and services that dealers use daily and provide them with better terms, enhancements, and pricing from industry vendors. Using PAA’s services is one of the best ways to support PAA while enhancing the benefits of membership. Program information is available online at www.paa.org.

Education
PAA’s Education Department offers Agent Services Training, Emissions Training, Compliance Reviews, Online Training, Webinars, and Training Manuals. For member convenience, training courses are held throughout the state, or PAA will come to the dealership to provide training. More information is available at www.paa.org or register online at www.paa.org/seminars.

PAA Insurance Agency
PAA Insurance Agency is appointed with multiple health insurance carriers, allowing PAA staff to find the best renewal option for participating dealers.

In addition to all the health care options, PAA Insurance Agency has a comprehensive portfolio of supplemental products, including United Concordia Dental, Davis Vision, American Fidelity Disability, and Prudential Group Life/AD&D.

By offering these programs and many plan options as well as billing, COBRA administration and customer service, PAA strives to serve all the insurance needs of dealers and their employees.

Contact your Regional Manager for more details or visit PAA online at www.paa.org.
2017 PAA FOUNDATION SUMMARY
In 2016, Pennsylvania dealers, through their PAAF Donor Advised Accounts and Benefactor Club Funds, donated $2,131,052 to worthy charitable organizations.

2017 PAA FOUNDATION BOARD OF TRUSTEES

David B. Penske, Chairman
Penske Buick GMC Trucks, Shillington

John Oyler, Secretary
The Faulkner Organization, Trevose

William Egan Ex-Officio
Kelly Motor Company, Scranton

Blaise Alexander
Alexander Chevrolet Buick GMC, Montoursville

Deborah Campbell
Day Automotive Group, Monroeville

Robert Cochran
#1 Cochran, Monroeville

Cindy Cook
Jim Wynn Volkswagen-Volvo, Inc., Norristown

Robert J. Dolan
Conrad M. Siegel Actuaries, Harrisburg

Kermit G. Hicks
PAA Past President, Greencastle

Robert L. Hunter
Hunter’s Truck Sales & Service, Inc., Butler

Allan “Skip” Jennings
Jennings Chevrolet Buick GMC, Chambersburg

Steven G. Jones
Jones Dealerships, Lancaster

Scott Lustgarten
Martin Dealerships, Philadelphia

William P. Manos
Fairfield Auto Group, Montoursville

Fred Savage
Savage Automotive Group, Reading

Craig C. Scott
Scott Honda of West Chester, West Chester

Kenneth B. Shockey
Greencastle

Michael B. Smith
Laurel Auto Group, Johnstown

2017 PA TRUCK DEALERS BOARD OF DIRECTORS

Fred Scheler, Chairman
Five Star International, Harrisburg

James Sayre, Jr., Vice Chairman
GL Sayre, Inc., Conshohocken

Fred Bentley
Bentley Truck Service, Philadelphia

Robert Dwyer
Transedge Truck Center, Allentown

Sheila Horwith
Horwith Trucks, Northampton

David Hunter
Hunter’s Truck Sales & Service, Butler

Timothy Mitchell
Kenworth of PA, Carlisle

Gary G. Nicholas
Nicholas-Wyoming Valley Truck Sales, Inc., Luzerne

John P. Niebauer, Jr.
W.W. Engine and Supply, Inc., Kylertown

Thomas Noerr
Noerr’s International, Lewistown

Mark W. Novitch
Sherwood Freightliner, Sterling, Western Star, Inc., Dunmore

Tom Strohl
Del-Val International Trucks, Inc., Montgomeryville

PAA Scholarship
Applications Due March 1

Past PAA News
Bulletins
Available online at www.paa.org