

NEWS BULLETIN

Maine Automobile Dealers Association

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2012-7

DISTRIBUTION

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MADA ANNUAL MEETING PREVIEW

You have recently received a special mailing announcing the 2012 annual meeting and convention, with registration and hotel reservation forms included in that mailing. Our annual meeting and convention will be held on the weekend of June 29 through July 1 at the Harborside Hotel and Marina in Bar Harbor. This facility has been our host for several annual meetings and conventions, and has proven to be a terrific site with excellent accommodations, great food, multiple attractions, and a very picturesque oceanside setting.

The educational segments of our annual meeting and convention will include workshops on the future of health insurance obligations and opportunities for businesses following the much-anticipated U.S. Supreme Court decision in the current case, a presentation by the Paul Gillrie Institute on computer systems, and a workshop on service department merchandizing. In addition, there will be presentations on the 2012 session of the Maine Legislature, developments in the legal world affecting dealerships, a report on the current status of electronic submission of title and sales data to the Bureau of Motor Vehicles, and a preview of Maine's U.S. Senate race as well as the November elections in general.

Our session on future healthcare issues will incorporate the anticipated decision of the U.S. Supreme Court relative to the current and 2013-2014 ramifications of federal healthcare, regardless of the specifics of the Supreme Court decision. Your MADA Insurance Trust anxiously awaits this decision, as it likely will have a significant impact on the programs and services available in our own self-funded, self-administered plan for the dealers, their employees, and family members. The Maine Legislature this year chose not to adequately prepare for the major federal healthcare requirements of 2014, so the U.S. Supreme Court decision will create significant obligations for Maine governmental regulation.

The related issues of dealership computer vendor contracting, the extraction of various data from dealership computer files, and the dealership's obligation under federal statute related to privacy and marketing will be issues included in the presentation by the Paul Gillrie Institute. This organization is extremely well regarded for its capabilities in helping dealerships with computer vendor contracts and retention of control of their computer systems. This has been a particular hot button item with regard to the data mining activities of various companies with which dealerships contract for different services.

In recent months more and more dealerships have commented on the apparent weakening of service department appointments, noting that it is getting harder to maximize the technician time available to dealers on a daily basis. We are working with NADA Management Education to develop a workshop on service department merchandizing, which will also incorporate proven ideas and programs for a dealership's service and parts department operations.

The Maine Legislature has now adjourned for 2012, and has made some changes which will affect business operations. Other areas of outside activity that affect dealerships are those of litigation and regulatory change. MADA attorney Bruce Gerrity and association personnel will address these areas in a presentation of current legal, legislative and regulatory topics.

Shortly before our annual meeting and convention begins its weekend activities in Bar Harbor, the Democratic and Republican primaries will have been held. The two parties will each have nominated a candidate to oppose independents, such as former Governor Angus King, in the November general election to replace current United States Senator Olympia Snowe. This promises to be an interesting election cycle, and MADA will be extending an invitation to these individuals to participate in our weekend. It is unknown at this time, obviously, whether any or all of these individuals will be able to incorporate a visit with MADA, but each will be invited to make remarks and mingle with conventioners.

In future bulletins, we will expand on our description of convention events to include the recreational and social aspects of our June 29 to July 1 weekend on the Bar Harbor shore. Included with this bulletin are additional copies of the MADA Convention Registration as well as Hotel Reservation form. While MADA convention registrations come back to your association office, any hotel reservation information must be faxed to the hotel directly (the fax number is on the last line of the Hotel Reservation form). As always, should you have any questions, comments or suggestions on the MADA convention program, please contact your Association office.

SPILL PREVENTION CONTROL AND COUNTERMEASURES PLAN IS REQUIRED

Under both Federal and State law, Maine dealerships are among those businesses which must have a Spill Prevention Control and Countermeasures (SPCC) plan put into writing and filed in dealership records with other environmental paperwork. The Maine Department of Environmental Protection (DEP) has generously offered to work with MADA member dealerships to assist dealers in the development and completion of their SPCC plan. To accomplish this requirement, MADA and the DEP's Office of Innovation & Assistance have been developing a seminar workshop specifically designed for Maine's franchised dealerships. A series of regional meetings have been scheduled for early June, and a separate mailing will arrive at your dealership in the next week announcing more specifics on this SPCC obligation, as well as providing details on the meeting sites and times. MADA strongly urges each dealership to attend the meeting site of their choice, as this will be your only opportunity to have DEP assist, in person, with the understanding and the development of your mandatory SPCC plan.

MAINE AUTOMOBILE DEALERS ASSOCIATION, INC.

180 CIVIC CENTER DRIVE

P. O. BOX 2667

AUGUSTA, MAINE 04338-2667

NOTICE OF ANNUAL MEETING

OF THE

MAINE AUTOMOBILE DEALERS ASSOCIATION, INC.

Please take notice that the Annual Meeting of the members of the corporation will be held at the Bar Harbor Club of the Harborside Hotel & Marina in Bar Harbor, Maine on Saturday, June 30, 2012 at 8:15 a.m. to transact the following business:

1. Election of the Board of Directors and other Officers of the Corporation.
2. To Receive the Annual Reports of the Treasurer and Officers of the Corporation.
3. To Receive the Report of Charles R. Gaunce, N.A.D.A. Director for Maine, on N.A.D.A.'s Activities.
4. To Receive the Annual Report of the M.A.D.A. Insurance Trust.
5. To Receive the Annual Report of the M.A.D.A. Workers Compensation Trust.
6. To Transact Such other and further Business as may legally come before Said Meeting.

Dated this 10th Day of May, 2012.

Attest:

Thomas T. Brown J.
Clerk



Maine Auto Dealers Association
 Thursday, June 28, 2012 - Sunday, July 01, 2012

Reservation Deadline: **May 28rd, 2012**
 Please complete all areas of this form.

Room Rates Per Room Per Night: Subject to 7% State Tax

Sunset View Rooms

Deluxe King \$229
 Deluxe Double \$229
 Premium King \$239

Ocean Front Rooms

Deluxe King \$279
 Deluxe Double \$279
 Deluxe King Accessible
 \$279
 Premium King \$299
 Premium King Jacuzzi
 \$349

Studio

King Sunset \$239
 King Island View \$249

Two Connecting Rooms

Island View \$439

Island View Rooms

Deluxe King \$249
 Deluxe Doubles \$249
 Premium King \$269

One Bedroom

Double Sunset View \$399
 King Ocean View \$469

(Reservations received after the Reservation Deadline will be based on availability and may also be subject to the prevailing hotel room rate.)

Please Note: all of our guestrooms are non-smoking

Last Name		First Name	
Company			
Home Phone		Work Phone	
Address			
City, State		Zip	
Arrival Date		Departure Date	
Payment Information	CC Number		Credit Card - Type
			Exp.

If cancellation is received 72 hours prior to arrival date. Cancellations may be made by calling 800-328-5033

Name of Persons Sharing Room	
2.	
3.	
4.	
Special Request	

Check in time is 4:00 PM Check out time is 11:00 AM
 NO TELEPHONE RESERVATIONS ACCEPTED
 FORM MAY BE FAXED TO 207-347-7997