

Editor's note: The following commentary by NADA President Phil Brady appeared in the Aug. 31, 2009, edition of Automotive News.

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NADA: Not a Battleground, But Definitely at Battle Stations

Regarding the article "Dealership closings turn NADA into battleground" (Aug. 24): A couple of important points were overlooked. One, the article fails to note the fact that NADA's proposal to help affected dealers has the full backing of the established dealer organizations: the Automotive Trade Association Executives (ATAE), which represents state and metro dealer groups around the country, and the National Association of Minority Auto Dealers (NAMAD).

Secondly, the article also fails to include the substance of the NADA proposal. NADA and ATAЕ and NAMAD seek to accomplish two main goals:

1. A transparent appeals process that offers a realistic opportunity for reinstatement.
2. Fair and proper financial compensation for the affected dealers who are not reinstated.

We believe that the NADA/ATAE /NAMAD proposal provides the best opportunity to obtain meaningful relief for all affected dealers.

Since the onset of the credit crisis last September, dealers have had to face a series of historic challenges, none of which were of their own making. During this time, NADA has been aggressively engaged on every front in support of dealers -- with Congress, the White House, the regulatory agencies, the manufacturers, the investment community, the courts, the media and the public at large. And we will continue to press forward on all these fronts. Having said that, we are proud of what we have achieved. This includes helping secure the original manufacturer bridge loans which allowed GM and Chrysler to continue operations. That success alone allowed all of us to live to fight another day. We also have spent countless hours helping to move the credit markets toward stability, and, at the same time, we have focused on boosting auto sales, successfully getting two separate stimulus bills enacted (auto sales tax deductibility and "cash for clunkers").

With a large and diverse membership, NADA is well accustomed to vigorous internal debate. To us, that's a sign of health. What's important is to build a consensus essential to move forward. We have done that. And, given the unprecedented nature of the issues we face, this alone is perhaps one of NADA's biggest successes.

Phil Brady
President
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