

FTC WORKSHOP
AUTO DISTRIBUTION: CURRENT ISSUES AND FUTURE TRENDS
JANUARY 19, 2016, WASHINGTON DC
9:00AM – 5:30PM

OPENING REMARKS 9:00-9:30

FTC CHAIRWOMAN EDITH RAMIREZ
PROFESSOR FRANCINE LAFONTAINE, UNIVERSITY OF MICHIGAN
(FORMER DIRECTOR, BUREAU OF ECONOMICS, FTC)

MORNING PANELS

STATE REGULATION OF DEALER NETWORKS 9:30-11:00

Most states closely regulate the ability of automobile manufacturers to add new dealerships, shut down existing dealerships or move dealerships to new locations. This panel will explore the purpose and effect of these laws from the perspective of both market participants and consumers. On balance, do these laws benefit or harm consumers and competition?

JIM ANDERSON, FOUNDER, PRESIDENT & CEO, URBAN SCIENCE
CARL CHIAPPA, PARTNER, HOGAN LOVELLS
AARON JACOBY, PARTNER, ARENT FOX
JOSEPH ROESNER, PRESIDENT, FONTANA GROUP
PROFESSOR HENRY SCHNEIDER, CORNELL UNIVERSITY

MODERATORS: JAMES FROST, OFFICE OF POLICY & COORDINATION, FTC
PATRICK ROACH, OFFICE OF POLICY PLANNING, FTC

-- MORNING BREAK -- 11:00-11:15

WARRANTY REIMBURSEMENT REGULATION 11:15-12:30

When dealers repair vehicles covered by a manufacturer warranty, manufacturers reimburse the dealer for the cost of the labor and parts used to effectuate the repair. Many states directly regulate this reimbursement process, establishing detailed formulas for calculating reimbursement rates. This panel will discuss both the benefits and drawbacks of state regulation in this area, with a particular focus on consumer welfare considerations.

JAMES APPLETON, PRESIDENT, NEW JERSEY COALITION OF AUTOMOTIVE RETAILERS
DANIEL L. GOLDBERG, PARTNER, MORGAN, LEWIS & BOCKIUS
PROFESSOR DAVID SAPPINGTON, UNIVERSITY OF FLORIDA
RICHARD SOX, PARTNER, BASS SOX MERCER

MODERATORS: NATHAN WILSON, BUREAU OF ECONOMICS, FTC
JAMES FROST, OFFICE OF POLICY & COORDINATION, FTC

-- LUNCH BREAK -- (ON YOUR OWN) 12:30-1:45

KEYNOTE PRESENTATION

PROFESSOR DENNIS CARLTON, UNIVERSITY OF CHICAGO 1:45-2:15

AFTERNOON PANELS

DIRECT DISTRIBUTION 2:15-3:45

Some states restrict the ability of car makers to sell their vehicles directly to the ultimate consumer, mandating the use of independent, franchised dealers. Several new entrants into automobile manufacturing have sought to bypass or overturn these restrictions and deal directly with the public. Are restrictions on direct distribution in this industry in the public interest? This panel will include experts on both sides of this contentious issue.

PROFESSOR DAN CRANE, UNIVERSITY OF MICHIGAN
MARYANN KELLER, MANAGING PARTNER, MARYANN KELLER & ASSOCIATES
TODD MARON, GENERAL COUNSEL, TESLA MOTORS
STEVEN MCKELVEY, PARTNER, NELSON MULLINS
PAUL NORMAN, PARTNER, BOARDMAN & CLARK
JOEL SHELTRON, VICE PRESIDENT OF GOVERNMENT AFFAIRS, ELIO MOTORS

MODERATORS: PATRICK ROACH, OFFICE OF POLICY PLANNING, FTC
PAOLO RAMEZZANA, BUREAU OF ECONOMICS, FTC

-- AFTERNOON BREAK -- 3:45-4:00

FUTURE TRENDS 4:00-5:25

If current press reports are accurate, big changes may be coming soon to the ways people use automobiles. As new technologies such as autonomous vehicles, connected cars and car sharing services become more prevalent, how might existing regulatory structures need to change? What will these new ways of using automobiles mean for the traditional, franchised distribution system in place today? How should the interests of competition and consumers be protected?

AVERY ASH, DIRECTOR OF FEDERAL RELATIONS, AMERICAN AUTOMOBILE ASSOCIATION
ASHWINI CHHABRA, HEAD OF POLICY DEVELOPMENT, UBER TECHNOLOGIES
ROBBIE DIAMOND, FOUNDER, PRESIDENT AND CEO, SECURING AMERICA'S FUTURE ENERGY
PROFESSOR FIONA SCOTT MORTON, YALE UNIVERSITY
PROFESSOR BRYANT WALKER SMITH, UNIVERSITY OF SOUTH CAROLINA
PETER WELCH, PRESIDENT, NATIONAL AUTOMOBILE DEALERS ASSOCIATION

MODERATORS: ELLEN CONNELLY, OFFICE OF POLICY PLANNING, FTC
PATRICK ROACH, OFFICE OF POLICY PLANNING, FTC

CLOSING REMARKS 5:25-5:30

JAMES FROST, OFFICE OF POLICY & COORDINATION, FTC

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