

THE WANADA BULLETIN

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

WANADA Bulletin # 17-07

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BOBBY MITCHELL HALL OF FAME CLASSIC

Better Than Ever, Get On Board Today!

Five New Hall of Famers Join BMC F.B.O. Leukemia /Lymphoma Research July 7 & 8, Lansdowne Resort



Bobby Mitchell signing an autograph for a young fan at the 2006 Hall of Fame Classic

News Flash: 2007 Hall of Fame inductees Roger Wehrli of the St. Louis Cardinals and Charlie Sanders of the Detroit Lions will join fellow sports legends for the 17th anniversary of the largest annual hall of fame reunion, *The Bobby Mitchell/TOYOTA Hall of Fame Golf Classic* sponsored by Washington Area New Automob-

ile Dealers Association, July 7 and July 8, 2007 at the Lansdowne Resort in Leesburg, Virginia.

More than five Hall of Famers new to this year's golf classic, including James Lofton of the Green Bay Packers and Rayfield Wright of the Dallas Cow-

boys, will join tournament veterans such as Oscar Robertson, Steve Largent, Sonny Jurgensen, and Meadowlark Lemon as part of a field of nearly 50 pro football and basketball legends who will donate their time to this truly classic event.

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WASHINGTON AUTO SHOW UPDATE



Charlie Stringfellow (left) and Tamara Darvish with Steve Wilhite, COO of Hyundai Motor America on recent WANADA visit to LA-based automakers

Import Automakers Updated on WAS Vision

Preparations for The Washington Auto Show (WAS) is an ongoing process, which includes an annual visit by WANADA leadership to the California headquarters of import automakers to update executives on the rising status of WAS as a tier-one, international show.

"This trip gives us an opportunity to sit with them, review the success of last year's show and discuss our strategy and plan for the upcoming show and how we can work with them as partners relative to their participation in The Washington Auto Show," said WANADA CEO Gerard Murphy. "It's also important to provide a

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BOBBY MITCHELL HALL OF FAME CLASSIC



Redskin Hall of Famer Sonny Jurgensen shows off his golf swing at the 2006 Bobby Mitchell/Toyota Hall of Fame Classic.

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Once again, WANADA is the golf tournament sponsor of the 2007 Bobby Mitchell Hall of Fame Golf Classic benefiting the Leukemia & Lymphoma Society, and event Co-Chairman Tamara Darvish of DARCARS, an officer of WANADA, is inviting dealer members and other area business leaders to get on board for a fabulous event.

"Every once in a while an event comes along with just the right mix of theme, location, purpose and panache to be truly memorable, and I believe we've done exactly that with the Bobby Mitchell Hall of Fame Golf Classic," said Darvish in a letter to WANADA members and friends. Last year, the BMC's combined efforts raised \$705,000 for the Leukemia and Lymphoma Society, which Darvish and other organizers are looking to top this year, "on the road to \$1million."

Darvish points out that since WANADA began working with

the Leukemia and Lymphoma Society nearly ten years ago, the mission has been to accelerate the pace and promise of cancer research. "Together, we have raised and funded over \$5 million for research and patient services," she said, noting that the survival rate among those stricken with blood cancer is over 50%, overall.

The exciting two-day event is complete with networking, receptions, exceptional celebrities, dinner, along with practice and tournament rounds with the NFL and NBA Hall of Famers. Lansdowne Resort, now with two championship golf courses and top shelf facilities, takes the event to a level of exclusivity.

Hall of Famers confirmed besides Former Redskins organizer Bobby Mitchell include: Lem Barney, Bobby Bell, Elvin Bethea, Mel Blount, Lou Creekmur, Joe DeLamielleure, Bill Dudley, Carl Eller, Wayne Embry, Hal Greer, Marques Haynes, Ted Hendricks, Ken Houston, Sam Huff, Charlie Joiner, Sam Jones, Sonny Jurgensen, Leroy Kelly, Paul Krause, Willie Lanier, Yale Lary, Dante Lavelli, Meadowlark Lemon, Larry Little, James Lofton, Tom Mack, Gino Marchetti, Mike McCormack, Tommy McDonald, Lenny Moore, Anthony Munoz, Joe Perry, Mel Renfro, Oscar Robertson, Charlie Sanders, Bob St. Clair, Billy Shaw, John Stallworth, Jan Stenerud, Charley Taylor, Charley Trippi, Paul Warfield, Roger Wehrli, Dave Wilcox, Kellen Winslow and Rayfield Wright. More names will be added closer to the

event.

The Bobby Mitchell Hall of Fame Golf Classic offers a myriad of opportunities to get involved, including rewarding sponsorships and donations of auction items, player participation, and special event attendance. For information call Tamara Darvish at (301) 622-0300.



LoJack Helps Recover Land Rover Stolen in VA

LoJack Corporation reports that its Stolen Vehicle Recovery System was instrumental in assisting police recover a Land Rover that had been reported stolen in Virginia.

A Newark, New Jersey police aviation unit received a signal from the LoJack-equipped Land Rover, and the helicopter tracked the LoJack signal to a steel shipping container sitting at a Newark port awaiting shipment overseas.

When the container was opened, police found the Land Rover they had been tracking along with two other stolen vehicles. The investigation into this illegal export operation is ongoing, but LoJack says its tracking system was also instrumental in helping police uncover four chop shops and one international theft operation in five different states in April.

KINDRED KORNER

Powering up With E-Tec

"Even though your electrical system may look good from the surface, an electrical hazard may be lurking below! And as a WANADA Kindred Member, we understand how important electrical power is to dealers," says Molly Williams, an engineer and very persuasive salesperson for Electric Technologies Inc. (E-Tec Inc.)



Molly Williams

E-Tec Inc. is a full service electrical, certified minority, contracting firm located in Chantilly, VA, and serving the greater DC area. The company provides Electrical Preventive Maintenance (EPM) services to commercial, industrial, retail, government, and military markets with general electrical construction/electrical service work.

A quality EPM program will offer these benefits:

- Minimize business interruption due to electrical failure.
- Minimize life safety risks associated with electrical distribution system malfunctions.
- Reduce, on average, \$1,000-\$4,000 in wasted utilities.
- Meet insurance requirements for risk reduction due to electrical failure.
- Meet manufacturer's requirements for periodic maintenance.
- Meet requirements for NEC, NFPA, and OSHA.
- Increase your electrical distributions system's life expectancy from 17 years without an EPM to an average of 35 years with a quality EPM.
- Provide asset management by documenting your Electrical Distribution System.

E-Tec's EPM services also include: inspection by licensed electricians, infrared thermography, de-energized services, voltage & current diagnostics, power quality, ultrasonic service, and electronic documentation of your EPM program.

"We guarantee Electrical Distribution System for life!" says Williams. "Most insurance providers require an EPM program, and the cost is tax deductible." In addition to general electrical construction, E-Tec has expertise in fire alarms, security systems, data/telephone, fiber optics, instrumentation/telemetry, energy management, and electrical preventive maintenance.

For more information Contact Molly Williams at Electric Technologies Inc. Mid-Atlantic Division, 14700-G Flint Lee Road, Chantilly, VA 20151; tel: (703) 961-8830, (571) 436-9773 (cell); mwilliams@etecinc.org.

Import Automakers

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progress report on our vision to transition Washington into the Congressional Auto Show," he said.

Meeting with top automaker leadership at Hyundai, Honda, Toyota, Jaguar and Land Rover was a WANADA delegation that included Charlie Stringfellow, Brown Automotive Group; Tamara Darvish, DARCARS; Gerard Murphy; Barbara Pomerance and Bob Yoffe WAS promotions director and show manager, respectively. WANADA leaders believe their automaker partners are recognizing the value and importance of a major auto show in Washington that is coming through in meetings like WANADA had with the Los Angeles-situated automaker executives last week.



Above, from left: Bernie Bradford, Toyota national manager corporate marketing department; Tamara Darvish; Donna Walter, Toyota manager, auto shows, and Charlie Stringfellow. Below left: Stringfellow with Hannah Ashor, auto show event specialist, Jaguar Cars/Land Rover North America. Below right: Stringfellow and Bob Yoffe with Anne Clinard, communications and PR manager, Jaguar Cars. The WANADA group also met with American Honda public relations and auto show executives Kurt Antonius, Brian Butts, Steven Montes, and William Palm, Jr., who are not pictured.



LUCKY LADY!**AutoTrader Sweepstakes Winner**

Ms. Brenda Palmquist (center) of Alexandria was the lucky winner of the AutoTrader.com \$25,000 Sweepstakes at the Washington Auto Show in January. She was randomly selected as the Grand Prize Winner last month and recently received her big check from AutoTrader.com District Sales Manager Denise Adebessin (left) and Consultant Sandra Wilson. The check presentation was made at Springfield Toyota in Springfield, VA, an AutoTrader.com dealer customer and conveniently located for Palmquist, who said she plans to use some of the money to get the brakes repaired on her current car before thinking about buying her "dream car," a MINI Cooper.

DON'T MISS OUT!!!!**2007 WANADA Open**

Monday, June 4, Lansdowne Resort

We can't bear to think of anyone being left out of an extraordinary day of golf, dinner and awards at the annual WANADA Open, Monday June 4, at the spectacular new Golf Club at Lansdowne Resort in Leesburg, VA.

So don't delay another minute! Sign up today! We kick off with a shotgun start at 11:00 a.m., cocktails at 4:00 p.m. and the fun-filled Awards Dinner with MC Paul Berry at 5:30 p.m. that features lots of prizes and fabulous giveaways! For golfers and non-golfers there is the company of your friends and associates at an event you simply can't miss!

A registration form and information sheet is enclosed with this WANADA Bulletin, or call WANADA's Events Director Kristina Henry at (202) 237-7200.

**Washington Business Journal Recognizes WANADA Support of SoberRide**

This photo appeared recently in a Washington Business Journal "Good Works" article about WANADA's longtime sponsorship of the Washington Regional Alcohol Program's SoberRide. Here, WANADA Leader Kevin Reilly (left) of Alexandria Hyundai presents a WANADA check for \$7,500 to Vice President of Red Top Cab and WRAP Board member George Pakidis (center), and WRAP President Kurt Erickson (right) at the St. Patrick's Day SoberRide kick-off press conference at Fado's Irish Pub in Washington, D.C.

Staying Ahead...

America believes in education: the average professor earns more money in a year than a professional athlete earns in a whole week.

— Evan Esar

Enclosure

WANADA Open Registration & Information Sheet