

THE WANADA BULLETIN

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

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2004 WANADA OPEN SPECIAL EDITION

Lansdowne is Great Venue for '04 WANADA Open

Great Weather, Competition, Prizes and Laughs with David Brenner

On a bright, warm, summer-like day that brought out the first wave of 17-year Cicadas, the most notable swarm at Lansdowne Resort and neighboring Raspberry Falls Golf & Hunt Club last week was over 300 participants who showed up to compete in and enjoy the 2004 WANADA Open golf tournament, reception and dinner show featuring comedian David Brenner.

The new venue for the Open featured two championship courses designed by renowned pros Robert Trent Jones (Lansdowne) and Gary Player (Raspberry Falls). Both courses were in perfect shape, which produced low scores and friendly competition.

- With a *Shotgun Start* and *Captain's Choice* or *Best Ball* scoring, a low team score of 56 was carded on the Lansdowne course by the Bank One team of Dave Kelly, John Koons III, Bob Reeser, and Greg Stewart. Winners at Raspberry Falls with a low team score of 61 were the Weaver Brothers foursome of Michael Crilley, Mike Loveless, Dick West and Paul McGonagle.

Unlike last year's Open, which saw a record three holes-in-one, nobody put the ball in the cup in one shot this year, so the \$10,000 Hole-in-One Contests sponsored by the Babcock Advertising Agency and Enterprise Rent-A-Car went unclaimed.

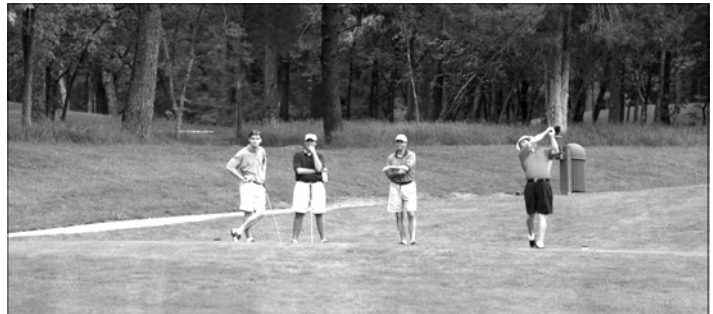
But there were plenty of other winners of special golf contests and grand prize drawings, awarded by WANADA Chairman Dennis Rippeon and Kindred Board Member Tony Santy of Chesapeake Petroleum, who is chairman of WANADA's Special Events Committee and who acted as emcee for the evening. Plus, everyone who came to the event got a WANADA Open wind shirt...so no one went away empty handed.

Special guests at the cocktail reception and banquet at Lansdowne that evening included Maryland Motor Vehicle Administrator David Hugel, former Redskin Bobby Mitchell, NADA President Phil Brady, AIADA President Marianne McInerney, MNCTDA President Peter Kitzmiller, and ATAE Executive Director Jennifer Lindsey.

The evening's entertainment was provided by David Brenner, best known for guest hosting for Jay Leno and his regular appearances on the *Tonight Show*, *Late Show With David Letterman*, and *Late Night With Conan O'Brien*. Brenner kept the dinner crowd in stitches with his colorful, Vegas-style "observational" humor that relies on news clips and current events to poke fun at life's absurdities.

In short, a grand time was had by all!

(See inside for full results.)



A fabulous new venue, professional golf courses and top quality entertainment by David Brenner, above, combined for a spectacular 2004 WANADA Open.

Open Tournament Winners

Tournament Winners

- **Low Team Score, Lansdowne, 56:** Bank One team of Dave Kelly, John Koons III, Bob Reeser, and Greg Stewart.
- **Second place team, Lansdowne, 57:** Jerry's Ford team of Chuck Bolton, James Kim, Wade Meadows, and Robert Reed.
- **Low Team Score, Raspberry Falls, 61 (tie decided by scorecard playoff on hole #14):** Weaver Brothers foursome of Michael Crilley, Mike Loveless, Dick West and Paul McGonagle.
- **Second place team, Raspberry Falls, 61:** US LEC/TelForward team of Richard Kurila, Chuck Queri, Dallas Oskey, and Jeff Miller.

Members of the first place teams on both courses received a complimentary follow-up round of golf at a time of their choosing later in the season and \$75 gift certificates to the Raspberry Falls Pro Shop.

Members of the second place teams got \$75 gift certificates at the Raspberry Falls Pro Shop. Each foursome and runner-up foursome received a golf umbrella compliments of The Washington Post. All golfers received WANADA Open wind shirts.

Special Golf Contests

Not surprisingly, nobody collected on the \$10,000 **Hole-in-One** contests sponsored by Enterprise Rent-A-Car on Raspberry Falls and the Babcock Agency on Lansdowne Resort.

The following Special Golf Contest winners received a \$75 gift certificate at the Raspberry Falls Pro Shop:

Raspberry Course:

- **Closest-to-the-Pin:** John Palas, Chrysler Financial
- **Longest Drive (men):** Mike Loveless, Weaver Brothers
- **Longest Drive (women):** Pam Loving, MNCTDA
- **Straightest Drive:** Jeff Nail, Enterprise Rent-A-Car

Lansdowne Course:

- **Closest-to-the-Pin:** Scott Shinnick, DARCARS
- **Longest Drive (men):** John Koons III, Koons Automotive
- **Longest Drive (women):** Lee Smith, DARCARS
- **Straightest Drive:** Ken Moncayo, Bank One

Grand Prize Drawings

In addition to the above prizes, the 2004 WANADA Open also offered all attendees a chance to win three fabulous getaway trips, including airfare, courtesy of the



Top from left, Greg Stewart, John Koons III, Bob Reeser, Dave Kelly is the Bank One foursome that carded a 56 at Lansdowne. Above, from left, the Weaver Brothers team of Paul McGonagle, Dick West, Michael Crilley and Mike Loveless took low score honors at Raspberry Falls with a 61.

WANADA Employee Benefits Trust, The Washington Auto Show, and Universal Underwriters. As in years past, winners had to be present to win. And the winners were:

- **Trip to the Ritz-Carlton Naples, Florida** for three nights for two and a round of golf, courtesy of the WANADA Employee Benefits Trust: Ron Guthrie, The Washington Post Autobuyers Guide.
- **Trip to the Ritz-Carlton Amelia Island, Florida** for two for three nights and a round of golf, courtesy of The Washington Auto Show: Danny Johnson Sr., East West Lincoln-Mercury.
- **Getaway weekend to New York City, NY** for two, one night hotel accommodations at The Waldorf Astoria, and dinner with a Broadway show, courtesy of Universal Underwriters: John Martin, Dudley Martin Chevrolet.



Fairway to Heaven

Clockwise from upper left are: After signing in and enjoying a barbecue lunch, golfers took to the courses in carts with a Shot Gun start. Then it was down to business/fun on the beautiful professionally designed Lansdowne and Raspberry Falls courses. Here are a few snapshots of our WANADA Open players in action.





Thanks to Our Partners & Sponsors On The Open

WANADA Chairman Dennis Rippeon gave high praise to the WANADA staff and to Tony Santy and his Special Events Committee, including John Crispeno, Autotrader.com; Bob Hydorn, Fitzgerald Automotive; Martin Kady, The Washington Post; Bob Reeser, Bank One; Gordon Smith, SunTrust; and Sam Weaver, Chevy Chase Cars. Also cited were all volunteers and sponsors who contributed generously of their time and resources to make this WANADA Open a great success.

Event Sponsors:

Bank One and SunTrust Bank –
barbecue lunch
BB&T Bank, Charapp & Weiss,
E&G Classics and
The Washington Times –
refreshment carts.
Chesapeake Petroleum and Mobil 1 –
golf carts
M&T Bank and Wachovia Bank –
cocktail reception.
Autotrader.com, The Washington Post,
washingtonpost.com and The Washington
Post Auto Buyers Guide –
dinner show with comedian
David Brenner.
Babcock Advertising Agency and
Enterprise Rent-A-Car –
hole-in-one contests.
CitiBank – bag drop.
Beers & Cutler and Brackenbury & Audi
– foursome photographs

Golf Hole Sponsors:

AutoTrader.com
Babcock Advertising (two holes)
BenefitMall
BG Products & Services
B&R Associates
Computerized Vehicle Registration
(CVR)
Councilor, Buchanan & Mitchell
Enterprise Rent-A-Car (two holes)
Hamilton & Hamilton
Jim Moran and Associates (JM & A)
Kip Prah & Associates
Pomerance and Associates
Shell/Pennzoil-Quaker
Smith Barney
Washington Financial Group
Yoffe Expositions

Grand Prize Donations:

The Washington Auto Show
Universal Underwriters.
WANADA Employee Benefits Trust



A large banquet crowd enjoyed fine dining and after dinner give-aways with Tony Santy acting as emcee. The highlight of the evening was “observational” comedian David Brenner (below).



Enjoying the cocktail reception are, from left, former Redskin Bobby Mitchell, Gina Lee from WANADA, Gwen Mitchell, Morty Zetlin of American Service Center and NADA President Phil Brady.

Thought for the Week:

Golf isn't a game, it's a choice that one makes with one's life

—Charles Rosin, from the TV show Northern Exposure

Notice:

2004 WANADA Open foursome photos are being mailed to participants. Candid photos are available for viewing and downloading on the Web site
www.WANADA.photoresponse.com.