

THE WANADA BULLETIN

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

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2004 BOBBY MITCHELL HALL OF FAME CLASSIC, JULY 10 & 11

WANADA Aiming for Another Fundraising Record at '04 Classic

Goal is to Eclipse \$1/2 Million for The Leukemia & Lymphoma Society

The Bobby Mitchell Hall of Fame Golf Classic has raised more than \$3 million for the Leukemia & Lymphoma Society since the annual event was conceived in 1990. Just in the past three years, however, with WANADA as a primary sponsor, over \$1.3 million has been raised thanks to the strong support of Washington's franchised dealer community and the continuing commitment of more than 40 sports legends who show up each year to mix and golf with local patrons and sponsors.

For 2004, the dynamic duo of former Redskin Bobby Mitchell and co-chair Tammy Darvish have set an ambitious goal of \$500,000 for the Hall of Fame Classic, which will again be held at the Lansdowne Resort in Leesburg, VA, July 10 & 11, 2004.

"Although we set a record level of donations the past three years, we have not obtained this



Last year's classic drew 43 Hall of Famers and raised over \$440,000. This year the goal is \$500,000.

goal," said Darvish in a recent letter to WANADA members and friends. "This year, however, we have many plans to

reach our \$500,000 goal, but we really need your help to be able to do it!

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DEALERS IN THE SPOTLIGHT

John Darvish Honored by Parkinson's Action Group



DARCARS President John Darvish was honored recently with the "Buddy Award for Enduring Spirit" at the 11th annual Morris K. Udall Awards ceremony to benefit Parkinson's Action Networks.

The Parkinson's Action Network (PAN) is an educational and advocacy voice for the Parkinson's community. The group is fighting to find a cure within five years through lobbying for increased investment of public resources to bring a cure to the more than one million Americans who suffer from Parkinson's disease.

The Buddy Levenson Award is named after a well-known and well-liked Washingtonian who battled Parkinson's disease for more

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2004 BOBBY MITCHELL HALL OF FAME CLASSIC, JULY 10 & 11

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Darvish pointed out that nearly 80% of all money raised at the Hall of Fame classic went directly to the Society after all expenses were covered. "I can assure you that there is no other charity that I know of that has such a high return on its donations," she added.

Second only to The Snow Ball, WANADA's premier charitable event, the Hall of Fame Classic is a great opportunity for the local auto community – dealers, kindred-line members and vendors – to show their support for their community and their commitment to a cure for these life threatening diseases.

The Leukemia & Lymphoma Society is devoted to finding a cure for blood-related cancers, such as Leukemia, Lymphoma, Hodgkin's Disease, and Myeloma, and to improving the quality of life for patients and their families. The Society funds research, patient services, educational programs, and advocacy efforts.

Although cure rates for some forms of childhood leukemia have risen above 80% today, from 4% only 30 years ago, the fight is not over. One in five children will not survive, and the four who do will endure difficult chemotherapy and/or radiation treatments – setting back their chance for a normal childhood. Furthermore, leukemia affects more adults than children, and non-Hodgkin's lymphoma is one of the fastest growing cancers in the nation – taking the lives of

tens of thousands each year.

"We can't stop our work on behalf of The Leukemia & Lymphoma Society until we find a cure, and with the aid of the local auto industry we are aiming to set a new record this year," said Mitchell.

In addition to supporting this critically important cause, the tournament weekend is great fun. It's a unique opportunity to golf and mix with 40 Hall of Famers – including Bill Russell, Oscar Robertson and Redskins legends Sonny Jurgensen, Sam Huff and Charley Taylor – who respond every year to the call of their colleague, Bobby Mitchell.

The weekend begins with a "Tournament Practice Round" on Saturday, July 10, 2004, followed by a VIP private reception with all of the Hall of Famers. After the reception, all participants will be hosted at a private banquet, which will highlight all of the sports heroes there and include a silent auction. On Sunday, July 11, 2004, the final "Tournament Round" will be held, followed by an awards luncheon/banquet. For those who do not golf, packages are also being offered that include the VIP reception and banquet with the Hall of Famers.

Darvish, who is vice president of DARCARS, stressed that there are several sponsorship opportunities available, as well as the need for a wide variety of auction items (see the flyer and donation forms enclosed with this Bulletin).

"Please take the time to review



Bobby Mitchell and Tammy Darvish are aiming for a record Classic!

these enclosures, which provide you with many opportunities for various levels of sponsorships.

"In addition to your support of our fundraising effort, we would encourage you to attend and participate in this event," she added. "The exclusive VIP reception and Gala Dinner on Saturday, July 10, 2004 is a great opportunity for you to visit with fellow dealers and other community VIPs, while at the same time have the opportunity to meet and enjoy the company of many NFL/NBA Hall of Famers. It is a lot of fun, and benefits a wonderful cause."

For more information on participation and sponsorship opportunities for this year's Hall of Fame Classic, contact Barbara Martin at WANADA, (202) 237-7200 or bjm@wanada.org.

Hall of Fame Checks Should be Sent to Leukemia Society:

Those contributing to the 2004 Bobby Mitchell Hall of Fame Golf Classic should send their donations directly to the Leukemia & Lymphoma Society, 5845 Richmond Hwy., Suite 630, Alexandria, VA 22303. For more information call Barbara Martin at WANADA (202) 237-7200.

VA DMV to Study Better Use of Resources

At the May 10, 2004 meeting of the Virginia Motor Vehicle Dealer Board (MVDB) it was reported that the Department of Motor Vehicles (DMV) is studying methods to better use its resources. Because of budget considerations, the DMV has 10 unfilled investigative positions. The DMV is studying how to better use investigative resources, as well as methods in which titles and title issues can be better and more efficiently handled.

In other notable actions, MVDB discussed the need for more vigorous enforcement action against dealers who are paid for vehicles and who fail or refuse to provide titles. MVDB discussed both the possibilities of stronger licensing actions and criminal prosecutions, and a sub-committee was formed to investigate more vigorous actions.

MVDB also discussed procedures for licensing dealers selling fire fighting equipment, ambulances and funeral vehicles. Under legislation passed in the 2004 Virginia General Assembly, companies selling those vehicles are no longer exempt from dealer licensing. It was determined that all dealerships selling this equipment will be re-licensed as of January 1, with an appropriate adjustment of fees.

And because of increasing concerns about theft, loss, and misuse of temporary tags, MVDB noted that procedures for issuance of temp tags will be reviewed.

The next meetings of MVDB and its committees were scheduled for July 12, 2004.

Summer's Almost Here:

Know Your Teen Driving Rules

Dealerships that hire teens for the summer (or anytime) are reminded of the 1998 "Drive for Teen Employment Act," which sets a minimum age of 17 for any on-the-job driving on public roadways. On-the-job driving by employees 18 and older is not regulated, and 16-year-olds may not drive on public roads, but may drive on dealership property.

According to the Department of Labor, 17-year-olds may drive on public roadways as part of their employment **only if all of the following requirements are met:**

- The driving is limited to daylight hours;
- They hold a driver's license valid for the type of driving involved in the job performed;
- They have successfully completed a state approved driver education course and have no record of any moving violation at the time of hire;
- The automobile or truck is equipped with a seat belt for the driver and any passengers and the employer has instructed the youth that the seat belts must be used when driving the vehicle;
- The automobile or truck does not exceed 6,000 pounds gross vehicle weight;

The driving may not involve:

- Towing vehicles;
- Route deliveries or route sales;
- Transportation for hire of property, goods, or passengers;
- Urgent, time-sensitive deliveries;
- Transporting more than three passengers, including employees of the employer;
- Driving beyond a 30-mile radius from the youth's place of employment;
- More than two trips away from the primary place of employment in any single day to deliver the employer's goods to a customer (other than urgent, time-sensitive deliveries which are prohibited);
- More than two trips away from the primary place of employment in any single day to transport passengers, other than dealership employees; and,
- Such driving is only occasional and incidental to the 17-year-old's employment. This means that the youth may spend no more than one-third of the work time in any workday and no more than 20 percent of the work time in any workweek driving.

The above requirements apply whether the youngster is driving a personal or employer-owned vehicle. Employers can guard against unwitting violations of the new requirements by securing documentation from 17-year-old employees who drive as part of their job. Such documentation would include evidence of the employee's age, completion of a driver education course, clean driving record and appropriate state driver's license.

A violation of these requirements can result in a fine of up to \$10,000. For more information go to the DOL Web site, <http://www.dol.gov/esa/regs/compliance/whd/whdfs34.htm>.

SIGN UP TODAY!**F&I Best Practices & Legal Awareness Workshop***June 22, 2004, 9:30 a.m. - 11:30 a.m., Pooks Hill Marriott, Bethesda, MD*

In response to the heightened scrutiny and legal activity in the area of F&I and sales practices, WANADA will be sponsoring an F&I Best Practices and Legal Awareness Workshop that will focus on:

- Changes in the finance industry in today's market,
- Dealer best practice practices - recommended effective F&I processes,
- Legal issues as they apply to our market,
- How lawsuits affect every dealer and the industry's reputation.

Chris Costello, corporate attorney for Jim Moran & Associates, Inc., and Peter Chafetz, JM&A Group's career development manager, will be in attendance to answer your questions and will review 10 Specific Strategies to Ensure Legal Compliance.

The enrollment fee is \$80 for 1st attendee, \$50 each additional person. For more information or to register, see the flyer and RSVP form enclosed with this WANADA Bulletin, or call Nick Champeau at WANADA, (202) 237-7200.

Darvish Honored *(continued from page 1)*

than 20 years, passing away in May 2000. Mr. Levenson worked for 12 years after being diagnosed. When he could no longer work, he still provided inspiration to his family and friends with his optimistic and wholehearted approach to life.

The Buddy Award is given to an individual who, despite suffering from Parkinson's disease, exhibits that same enduring spirit by making extraordinary contributions to the betterment of humankind in their work, family life and charitable endeavors.

John Darvish was chosen as this year's recipient because he and the DARCARS dealerships (31 franchises in 20 locations in three states) are recognized as major donors and a major force in the charitable and civic needs of the Washington area. "My most important civic achievement has been our ability to establish a solid foundation in the community whereby people we touch know they can always count on me and my organization in times of need. There are over 30 local charitable and civic organizations to which we constantly provide time, talent, and resources," said Darvish.

Also honored for their public service were Health and Human Services Secretary Tommy G. Thompson, Senate Majority Leader Bill Frist, and Rep. Lane Evans (D-IL). Joe and Nina Brown, full time volunteers in Houston, received the Milly Kondracke Award for Outstanding Advocacy.

Thought for the Week...

The U.S. Senate is like the cicada swarm we're now experiencing: When they come out they make a lot of noise, fall all over each other, wreak havoc, and it takes them 17 years to get anything done!

—Rep. Mark Udall (D-CO)

Enclosures:

- Bobby Mitchell Hall of Fame information sheet & donation form
- F&I Best Practices and Legal Awareness Workshop flyer and RSVP form
- Universal Underwriters Loss Prevention Series: *Vehicle Maintenance*