

WANADA Bulletin #22-08

June 6, 2008

2008 WANADA OPEN SPECIAL EDITION

Picture Perfect Day for Tournament Play! *Golfers, Gamers & Glad Timers Turn Out for This Year's Open*

Following one of the rainiest Mays on record, and wedged in between more cloudy skies was *the perfect day* for the 2008 WANADA Open, which was played under a bright blue sky and temps just short of 80 degrees. Not surprisingly, the championship courses at Lansdowne Resort were in superb shape – as reflected by the blistering low team scores. With a *Shotgun Start* and *Captain's Choice* and *Best Ball* scoring, the winning teams carded an extraordinary 57 on the Robert Trent Jones course and 59 on the Greg Norman course (see page 2).

Following some truly competitive golf, Lansdowne's impressive Golf Club facilities proved again to be well suited for the "19th Hole" terrace reception, complete with a fabulous ice sculpture, martini bar, and jazz combo.

At the awards dinner that evening, Comcast SportsNet's Jill Sorenson served as *master of ceremonies* and regaled the crowd with candid locker room anecdotes that added chuckles to her success story as a sports reporter, and, as it turns out, her impeccable credentials as a scratch golfer.

Once again, nobody claimed any of the four categories or the \$10,000 Hole in One Contest, but it was close (see page 3). Russ Penfield of Lindsay Cadillac, was the lucky, winner of the 50/50 drawing, walking away with \$965. The other half of the 50/50 proceeds go to benefit WANADA's Automobile Dealer Education Institute (ADEI). Russ was also on the winning



Redskins Hall of Famer Bobby Mitchell sounds the opening "call to the carts" as golfers queue up on the sunny, balmy day reserved for the 2008 WANADA Open.



WANADA CEO Gerard Murphy introduces Comcast SportsNet's Jill Sorenson who served as the emcee for the awards dinner. Above right, Russ Penfield of Lindsay Cadillac displays his \$965 cash winnings in the 50/50 drawing. Russ was also on the winning team on the Norman Course.



team on the Norman Course.

And thanks to the generous support of the Open sponsors, there were prizes for tournament and specialty contest winners, as well as Grand Prize drawings. (See inside for results.) What's more, every golfer in this year's Open received an Executive Golf Putter in order to keep their game "on course," even while in the office.

As Jill Sorenson said to close the program: "We had a lot of winners today in a variety of events – some were skillful, some were lucky, some were both, but I think it's safe to say everyone had a good time!"

Tournament, Contests, Prize Report



Robert Trent Jones Course winners (from left) were the Chrysler Financial team of Andy Heye, Gary Baltz, Eric Garber, and Mike Germaine. Above, right, low team score on the Norman course was the Lindsay Automotive team of (from left) Chip Lindsay, Mark Jones, Russ Penfield and Scott Spooner.



Tournament Winners.

- **Low Team Score, Robert Trent Jones -59:** Chrysler Financial team of Gary Baltz, Eric Garber, Andy Heye and Mike Germaine.
- **Second place team, Robert Trent Jones -61:** Travers & Weaver Brothers team of Richard West, Paul McGonagle, Joey Cushman and Dwight Ponsart.
- **Low Team Score, Greg Norman, -57:** Lindsay Automotive team of Chip Lindsay, Russ Penfield, Scott Spooner and Mark Jones.
- **Second place team, Greg Norman, -59:** Easterns Automotive team of Nick Champeau, Larry Peranski, Patrick Brooks, and Dave Kelly.

Each player of the first place teams received a \$100 gift certificate to Washington Golf, while second place team members each got \$75 gift certificates to Washington Golf.

Specialty Golf Contests

Sorry, nobody collected on any of the four **Hole-in-One** contests. The following Specialty Golf Contests winners received either a dozen Pro V 1's or Callaway HX Pearl golf balls.

Robert Trent Jones Course:

- **Closest-to-the-Pin (women):** Amy Bobchek, Comcast Spotlight
- **Closest-to-the-Pin (men):** Andy Heye, Ourisman of VA
- **Longest Drive (women):** Amy Bobchek,
- **Longest Drive (men):** Browning Holcombe, Comcast

Norman Course:

- **Closest-to-the-Pin (women):** (No winner)
- **Closest-to-the-Pin (men):** Tony Santy, Chesapeake Petroleum
- **Longest Drive (women):** Kelly Jarman, Washington Examiner
- **Longest Drive (men):** Scott Spooner, Lindsay Automotive.



Platinum Prize winner Ed Wheaton of Ourisman Automotive poses with his 42" Panasonic HDTV.

Grand Prize Drawings

In addition to an array of prize drawings — including Lansdowne Resort Golf Packages, Washington National's gift package, Wii Sports from Nintendo, Windsor Vineyards wine, and two Cleveland golf bags — the 2008 WANADA Open offered all attendees a chance to win three state-of-the-art TVs. And the winners were:

Lansdowne Resort Golf Packages: Brandon Wills, Chase Automotive Finance; Mike Haskins, Leesburg Toyota; Gus Andrade, Sheehy Ford; Scott Guenther, Shell/Pennzoil.

Washington National's Gift Basket: Shawn Lantz, Ourisman Automotive.

Wii Sports Nintendo & Tiger Woods PGA Tour Game: Tim Hoops American Service Center.

Windsor Vineyard Wine Baskets: Jim Bergin, American Service Center; Jeff Filler, Wachovia Dealer Services.

Cleveland Golf Bags: Stewart Beloff, American Service Center; Christine Roy, The Washington Post

Silver Prize: two Apple Nano iPods were won by Andrew Koblenz, NADA; Don Noland, American Service Center; and two Casio digital cameras went to Irene McGlone, Ourisman Automotive; Gary Little, American Service Center.

Gold Prize: A 32" Sharp HDTV was won by David Ambrose, Mercedes-Benz of Alexandria; a 37" Toshiba HDTV won by Mark Jones, Lindsay Automotive.

Platinum Prize: 42" Panasonic HDTV was won by Ed Wheaton, Ourisman Automotive.



Close, But No Cigar...

Nick Champeau of Easterns Automotive Group, heralded as last year's WANADA Open *winner extraordinaire* for claiming the 50/50 cash and a 32" HDTV and being a member of the winning foursome, looked like he might do it again on the links, coming *oh so close!* On one of the *Hole in Ones*, he hit a tee shot that bounced off the flag and actually dented the cup. Nick also just missed the putt (above) which might have otherwise given his team top honors. As it played out this year, the Champeau foursome came in second.



Sun, Sand & Water

Bobby Mitchell (above, center) and Jill Sorenson (left) were up to the challenges of Lansdowne's professionally designed courses that include a variety of sand, water and wildlife (bottom) hazards. As can be seen here, however, Open players enjoyed great weather and stiff competition, with near record scores. Congratulations to the golfers!



Notice:

All 2008 WANADA Open photos are available for viewing and downloading at www.wanadagolf.photoresponse.com.



At left, a stunning martini ice sculpture greeted "19th Hole" reception guests. An enthusiastic large banquet crowd (center) enjoyed a well earned dinner and fabulous prizes. At right, WANADA Special Events Chairman Tony Santy of Chesapeake Petroleum, assisted by Trish Frisbee and Ralph Frisbee, draws the grand prize winners.

WANADA Thanks Partners & Sponsors

WANADA CEO Gerard Murphy had high praise for The Open's numerous and generous sponsors and supporters, without which events like the WANADA Open wouldn't happen. Special recognition also went to Tony Santy of Chesapeake Petroleum and his Special Events Committee, consisting of Bob Hydorn of Fitzgerald Auto Malls, Chris Knorr of LoJack, Tom Parsons of DARCARS, Bob Reeser of Chase Automotive Finance, and Sam Weaver of Chevy Chase Cars. There was also praise for WANADA's skilled, hardworking staff organized by Kristina Henry, Trish Frisbee and Ralph Frisbee, who also contributed to making this Open the grand success it was.

Open Sponsors:

Dinner - Cars.com, WashingtonPost.com
Cocktail Reception - Chrysler Financial, Wachovia Dealer Services
Golf Carts - Cars.com, Chesapeake Petroleum, WashingtonPost.com
Golf Balls and Tees - The Travelers Companies, Inc.
Boxed Lunches - DentaQuest, M&T Bank, SunTrust Bank, UniCare
Beverage Carts - BG Products, Charapp & Weiss, LLP,
Martini Bar - Chase Automotive Finance
Hole-In-One - \$10,000 Prize - Enterprise Rent-A-Car, Zurich North America
Hole-In-One - 2 Round Trip Airline Tickets - Ford Motor Credit, The Washington Examiner
Hole-In-One Cruise for Two - Autotrader.com, Councilor, Buchanan & Mitchell, CPA
Hole-In-One - Pulsar Irons - BB&T Sales Finance, CARFAX
Bag Drop - Mobil 1
Driving Range - Planning Solutions Group
Putting Green - CARFAX
Music - Smith Barney Citigroup
Sign Sponsor - Hargrove, Inc.

Hole Sponsors

ADESA
 AutoUpLinkUSA
 Comcast Spotlight
 Eyewitness Surveillance
 Hamilton and Hamilton, LLP
 JM&A Group
 Kaiser Permanente
 LoJack
 Pomerance & Associates
 Shell/Pennzoil Quaker State Brands
 Superior Auto Paints
 United Healthcare
 VEHIX.com
 Weaver Brothers Insurance Associates
 Yoffe Exposition Services

Grand Prizes

Platinum - The Washington Auto Show
Gold - WANADA Automobile Dealer Education Institute (ADEI)
Silver - WANADA Employee Benefits Trust

'Tis The Season...

A man came home early from work one day and was greeted by his wife dressed provocatively in a *negligee*. "Tie me up," she demanded, "and you can have your way with me." So he did and went golfing.