

WANADA Bulletin # 25-05

June 22, 2005

2005 Greater Washington Soap Box Derby

Capitol Hill Belongs to the Kids on Derby Day

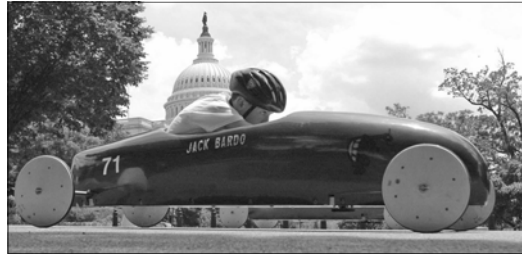
It won't make the headlines in *Roll Call*, but June 18th was all about the kids who took over Capitol Hill for the 64th running of the Greater Washington Soap Box Derby, which was marked by nearly perfect weather and fierce competition.

How fierce? Well, after losing earlier in the day, Michelle Gregos, 15, of Silver Spring, MD, nosed out her closest competitor in a run-off to take the trophy for the Super Stock class. Also taking the checkered flag were Masters Division winner Robbie Reuss, 15, of Waldorf, MD; and Stock Division winner Michael DeYoung, 9, of Stevensville, MD (on Kent Island).

These division winners are now eligible to compete for scholarships and prizes at the 68th All-American Soap Box Derby in Akron, Ohio, Saturday, July 30, 2005.

WANADA has been the proud *lead* sponsor of this all-American event since it moved to Capitol Hill 15 years ago (thanks to an act of Congress by Rep. Steny Hoyer (D-MD), who got the approval to use Constitution Avenue). Other sponsors of this year's Derby include Canon, Case Design and Remodeling and Pepsi.

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Super Stock racer Jack Bardo (above) and the Derby winners with their trophies (right, from left: Masters champ Robbie Reuss, Super Stock champ Michelle Gregos, and Stock winner Michael DeYoung.



WANADA AREA SALES REPORT

1st Quarter Sales Dip 2nd Quarter Promises Better

Despite the strength of the Washington regional economy, higher gas prices, a sluggish stock market and less than enthusiastic consumer confidence resulted in a 7.4% decline in total new vehicle sales for the first quarter of 2005 – 69,739 versus sales of 75,311 in the first quarter of 2004, according to the WANADA area report compiled by R. L. Polk. Still, sales were above the 68,338 units sold in the first quarter of 2003, and 2005 second quarter sales are expected to show improvement.

Surprisingly, no vehicle segment showed a gain, with the largest sales decline (13.1%) recorded by domestic light trucks as a result of higher gas prices. Import light trucks were not immune to a softening market, either, down 6.2%. Domestic and import cars declined 5.3% and 4.5%, respectively.

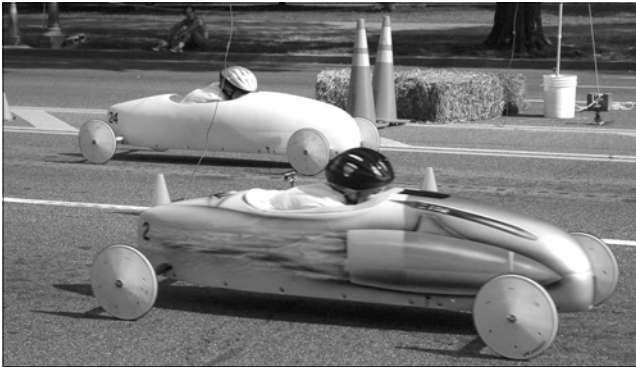
Import cars as a percentage of total car sales

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2005 Greater Washington Soap Box Derby



Above, the competition was fierce on Capitol Hill for all of this year's Soap Box Derby racers (right).



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The Derby allows area youth between 8 and 17 years of age to use their skill, confidence and determination to compete in hand-crafted, motor-less racing cars over a quarter-mile course in three divisions: Stock Car, ready-to-assemble kits for the youngest group; Super Stock, slightly larger cars for older kids; and Masters, sleek, custom-built cars that must meet rigid standards.

Our hardest congratulations go to our 2005 winners and sponsors. For full photo coverage of the 2005 Greater Washington Soap Box Derby and a virtual ride with a racer, visit our website, www.dcssoapboxderby.org.

WANADA AREA SALES REPORT

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in the DC metro area remained about the same: 71.8% versus 71.7% for the first quarter of 2004.

Total unit sales for January, February and March were 21,345, 20,405, and 26,359, respectively.

A more detailed, monthly sales summary sheet is enclosed with this WANADA Bulletin.

WANADA Area Sales Report 1st Quarter 2005 vs. 2004

Vehicles '04 Sales '05 Sales
(% Change From Previous Year)

Domestic Cars	10,488	9,936 (-5.3%)
Import Cars	26,511	25,310 (-4.5%)
Total Cars	36,999	35,246 (-4.7%)
Domestic Trucks	20,936	18,191(-13.1%)
Import Trucks	17,376	16,302 (-6.2%)
Total Trucks	38,312	34,493 (-10.0%)
Total Cars & Trucks	75,311	69,739 (-7.4%)

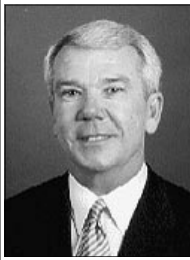
Source: R.L. Polk Company, by contract with WANADA



Clockwise, The Super Stock "Elmo" car driven by Hanna Elmer; Stock racer Marley Keitz; and 1953 DC winner, John Moore of Clifton, VA (note the Evening Star sponsorships).

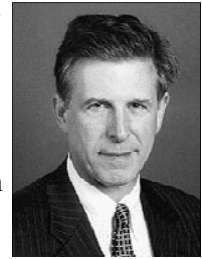


Evans to Step Down as AIADA Chairman; Don Hicks to Take Helm Through 2006; Don Beyer Moves to Chairman Elect



Don Hicks

AIADA announced last week that Jim Evans, Jr. will step down as chairman effective August 15, 2005. Evans' resignation comes in concert with a decision to leave AutoNation in order to pursue more "entrepreneurial opportunities." AIADA Chairman-Elect Don Hicks, head of Shoreline Automotive Inc., a Subaru dealership in Aurora, CO, will assume the chairmanship upon Evans' departure, and will serve an extended term through January 2007. Vice Chairman Don Beyer, president of Don Beyer Volvo in Falls Church, VA and a long-time member of WANADA, will move to chairman-elect and is poised to assume the chairmanship as expected in February 2007.



Don Beyer

In a prepared statement sent to dealer members and auto industry officials, AIADA President Marianne McNerney expressed her support of Evans' decision. "We are very proud of Jim. He has been an incredible leader for us at this time," commented McNerney. "While we are sad to see him leave as chairman, we are excited for him to return to his roots in the independent automotive retail industry." In the coming weeks, immediate past chairman Buzz Rodland will chair a nominations committee in charge of filling the vacant vice chairman post. AIADA will begin seeking nominations from board members as early as next week.

IN MEMORIAM

Brian Pohanka, Civil War Historian



WANADA is greatly saddened to report the untimely passing of Brian Pohanka, 50, son of Jack Pohanka and brother of Geoff Pohanka. He died on June 15, 2005 after a prolonged illness.

Unique in his automobile business family, where Pohanka Automotive dealerships are a Washington institution, Brian Pohanka became a noted Civil War historian. He was a senior researcher, writer, and advisor on the 27-volume Civil War series by Time-Life Books. He also was an advisor and military coordinator on major motion pictures, including "Glory" (1989) and "Cold Mountain" (2003), as well as a series consultant for the History Channel's "Civil War Journal." He ensured the historical accuracy of these films that were seen by millions in theaters and on television.

In addition to Jack and Geoff Pohanka, survivors include his wife of seven years, Cricket Pohanka of Alexandria, VA, and a sister, Susan Pohanka of Bryn Mawr, PA.

It is the family's desire to have a small family funeral for Brian. However, the public is invited to a memorial service for Brian at 2 pm, Thursday, June 23rd, at Stuart's Hill on the Manassas Battlefield at the picnic area near Stuart's Hill (on Groveton Road off of Rte. 29). For directions to the site and a downloadable map, go to: www.nps.gov/mana/information/info.html. The Pohanka family would also prefer that in lieu of flowers contributions be made in honor of Brian Pohanka to "The Civil War Preservation Trust." This can be done through the Trust's website at www.civilwar.org.

WANADA extends its sincerest sympathy to the Pohanka family at this sad time.

Attention All Fixed Operations Managers

Lincoln Tech to Run A Student Job Fair on July 14

Automotive technical education center, Lincoln Tech, has scheduled a Job Fair with their students for new car dealer service directors between 9:30 a.m. and 12 noon on Thursday, July 14, 2005, at Lincoln Tech, 9325 Snowden River Parkway, Columbia, MD. Organizers say this Job Fair is a great way to see what Lincoln Tech has to offer. Those interested in participating can refer to the detail sheet enclosed with this Bulletin and fax it back to WANADA at (202) 237-9090. For more information or any questions, please contact Tom Mann at WANADA, (202) 237-7200 ext. 11.

BOBBY MITCHELL HALL OF FAME CLASSIC

Rub Shoulders with Sports Greats and Support a Good Cause! **Attend the Bobby Mitchell Hall of Fame Classic, July 9 & 10**

The *Bobby Mitchell/Toyota Hall of Fame Classic* sponsored by Washington Area Auto Dealers, at the Lansdowne Resort, July 9 & 10, is the big summer event for area dealers. And we do mean big – over 40 sports legends (including newcomers Harlem Globetrotter Marques Haynes, Chicago Bears legend Gale Sayers and Redskins favorite John Riggins), more than 500 in attendance, and – if last year is repeated – over \$500,000 raised for the Leukemia & Lymphoma Society.

With WANADA as its primary sponsor for the past four years, and strong support from Washington's franchised dealer community, the Classic has raised over \$1.8 million to fight these dreaded blood diseases, bringing the total raised by the Classic to more than \$3.5 million since the annual event was conceived in 1990. For 2005, former Redskin Bobby Mitchell and Co-Chair Tammy Darvish are aiming to break the \$4 million mark.

There are still opportunities for dealers and kindred-line members to participate in this worthwhile and highly entertaining event. A range of sponsorship opportunities are still available, as well as the need for a wide variety of auction items. For more information on participation in and sponsorship opportunities for this year's Hall of Fame Classic, see the details in the information sheet and donation form enclosed with this Bulletin, or contact Barbara Martin at WANADA, (202) 237-7200 or bjm@wanada.org. And please make your commitment today!

Have a Safe July 4th Holiday, Call SoberRide

Independence Day is a great time to celebrate being an American. Unfortunately, it is also this country's second deadliest holiday for drunk driving. To help keep our streets as safe as possible, the Washington Regional Alcohol Program's (WRAP) 2005 Independence Day SoberRide service will be offered Sunday, July 3rd and Monday, July 4th from 4:00 p.m. to 4:00 a.m. each night.

To receive a free cab ride home (up to a \$50 fare), area residents age 21 and older who are celebrating with alcohol may call the toll-free SoberRide number 1-800-200-TAXI or #8294 (TAXI) on your AT&T Wireless telephone). Founded in 1982, the WANADA-sponsored SoberRide program is one of the nation's most successful safety programs to prevent drunk and drugged driving. As a longtime WRAP supporter, WANADA is pleased to enclose SoberRide posters for all dealer members.

Staying Ahead...

Things are more like they are now than they have ever been.

—Gerald R. Ford

Enclosures:

- WANADA 1st Quarter Sales Report
- Lincoln Tech Job Fair detail sheet
- Bobby Mitchell Hall of Fame information sheet & donation form
- WANADA Dealer Employee On-site Flu Shot Program FAX-back registration form
- 4th of July SoberRide posters
- 4th of July Closing Signs