

WANADA Bulletin # 25-06

June 21, 2006

TECH TRAINING ALERT

Dealers Urged to Take Advantage of WANADA's New "Mix & Match" Tech Training *It's Not Just for Beginners!*

With school out, there tends to be an emphasis on getting fresh, high school graduates into WANADA's apprenticeship technician training program. But the association wants to remind dealers that, besides our basic training program for beginners, our **new** modular training approach also offers "mix and match" training for established technicians already working in the service department.

Under this new type of training, a person working in the dealership, who has passed some ASE tests, but needs further training in other ASE Certification areas, can come to classes and be seamlessly integrated into the program *for that specific training alone*. Dealers can send *established* techs to our program for one, two or all of the ASE Certification modules, including: brakes, suspen-

sion and steering, electrical and electronics, heating and air conditioning, engine repair, engine performance, and automatic & manual drive train.

Presented at this spring's tech training meeting, the newly formed Automotive Dealer Education Institute (ADEI)

offers greater flexibility to *all dealers* who wish to develop and train the next generation of technicians. ADEI is an outgrowth of the Strategic Leadership Group, formed last September and is made up of service managers, educators and

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2006 Greater Washington Soap Box Derby

Swoosh! Down Capitol Hill They Went!

With more media coverage this year, good weather, and stiff competition, the 65th running of the Greater Washington Soap Box Derby (GWSBD) last Saturday was a spectacular success. It also marked the 25th anniversary of WANADA's sponsorship of this consummate "All-American" event. WANADA has been the proud *lead* sponsor of the GWSBD since it was moved to Capitol Hill 16 years ago – thanks to an act of Congress, garnered annually by Rep. Steny Hoyer (D-MD), which allows the use of Constitution Avenue.



The 65th running of the DC Derby was a spectacular success.

This year's race got a big media boost (multiple newspaper, TV and radio coverage) thanks to NASCAR star Jimmy Johnson, who came to Curtis Chevrolet-Kia in Washington in May to conduct an "assembly clinic" on Soap Box Derby (SBD) kits for inner-city kids. Johnson is NASCAR's "youth initiative leader" and spokesman for the Levi Strauss brand, an official partner of NASCAR and a title

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2006 Greater Washington Soap Box Derby



And the winners were, above, from left: Stock winner, Oliver Schaller, Masters champ Michelle Gregos, and Super Stock champ Elise Keitz. At right, all of this year's competitors and a *first* for the DC Derby: triplets Shaw, Chase and Wyatt Whitley of Annapolis, MD.



Derby Day *(Continued from page 1)*

sponsor of the national All American Soap Box Derby (AASBD). Levi Strauss donated the 10 kits for the assembly clinic for use in this year's GWSBD.

Curtis Chevrolet-Kia President Dudley Dworken, a former Soap Box racer and strong supporter of the event, sponsored a car in this year's race that was driven by Nikolas Stewart of Washington. The car didn't take the checkered flag, but did take home a trophy for "Best Paint Job for Super Stock."

At the end of the day, Michelle Gregos, 16, of Silver Spring, MD, the 2005 Super Stock champ, became a repeat winner by taking first place in the Masters Division this year. Elise Keitz, 14, of Annapolis, MD, was this year's Super Stock winner; while Oliver Schaller, 10, of Ellicott City, MD took home the top honor in the Stock Division.

These division winners are now eligible to compete for scholarships and prizes at the 69th All-American Soap Box Derby in Akron, Ohio, Saturday, July 22, 2006.

The Derby allows area youth between 8 and 17 years of age to use their skill, confidence and determination to compete in hand-crafted, motorless 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 2006 winners and sponsors. For full photo coverage of the 2006 Greater Washington Soap Box Derby and a virtual ride with a racer, visit www.dcoapboxderby.org.



WANADA's Tom Mann presents the "Best Paint Job for Super Stock" to Nikolas Stewart of Washington, who drove the brightly decorated Curtis Chevrolet-Kia-sponsored car, above.

WANADA AREA SALES REPORT**1st Quarter Sales Dip**
Cars Up, Trucks Down

Despite a slight increase in car sales (4.1%), higher gas prices took their toll on truck sales (down 9.0%) for the first quarter of 2006, resulting in a slight 2.4% dip in total new vehicle sales: 68,094 versus sales of 69,739 in the first quarter of 2005, according to Washington market figures compiled by R. L. Polk.

Domestic trucks took the biggest hit — down 14.5% on sales of 15,548 — while import trucks, which outsold domestics for the first time in this area, were down only 2.8% on sales of 15,845.

Domestic and import car sales increased 0.4% and 5.6%, respectively.

Import cars as a percentage of total car sales in the DC metro area were 72.8%, up from 71.8% for the first quarter of 2005.

Total unit sales for January, February and March, 2006 were 20,075, 22,123, and 25,870, respectively.

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

WANADA Area Sales Report
1st Quarter 2006 vs. 2005

Vehicles	'05 Sales	'06 Sales (% Change From Previous Year)
Domestic Cars	9,936	9,977 (0.4%)
Import Cars	25,310	26,724 (5.6%)
Total Cars	35,246	36,701 (4.1%)
Domestic Trucks	18,191	15,548 (-14.5%)
Import Trucks	16,302	15,845 (-2.8%)
Total Trucks	34,493	31,393 (-9.0%)
Total Cars & Trucks	69,739	68,094 (-2.4%)

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

TECH TRAINING ALERT**“Mix & Match” Tech Training**

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WANADA's tech team to oversee the program at Montgomery College and suggest changes in the WANADA tech training program to meet the needs of *all* dealerships of *all* nameplates.

In addition to ASE NATEF approval, manufacturer training requirements specific to the products that all WANADA dealers sell is built into the program, as well as provisions for candidates from other fields who show technical aptitude and who need to earn money while changing careers or learning new skills.

“With all that in mind, the team felt that a modular approach would make the most sense, because what our dealers really needed was a more flexible mix-and-match program,” said ADEI Chairman Harold Redden of Fitzgerald Auto Malls.

For more information on the WANADA Technician Training Program, or to sign up to sponsor a student, contact Archie Avedisian or Bill Belew at WANADA, (202) 237-7200.

Olney Joins List of Rotary Clubs
Supporting WANADA Tech Training

The Olney Rotary Club had already demonstrated their support for WANADA's technician training program by donating a number of computers for use in the program. But last week, the club added to that support with a check for \$1,000 toward the student tool program.

Pictured here (from the left) giving and getting the check are WANADA's Archie Avedisian, Olney Rotary President Bill Carter, WANADA's Bill Belew, and incoming Olney President Bob Schott.

So far, 15 District 7620 Rotary Clubs have donated funds to support the WANADA training program.

BOBBY MITCHELL HALL OF FAME CLASSIC

Get on Board for This Premier Summer Event

The Bobby Mitchell Hall of Fame Classic, July 8 & 9 *Sponsorship Opportunities Still Available, Auction Items Needed*



From left, Redskins greets Bobby Mitchell, Sonny Jurgensen and Sam Huff at last year's Classic.

*The Bobby Mitchell/Toyota Hall of Fame Classic sponsored by Washington Area Auto Dealers, at the Lansdowne Resort, July 8 & 9, is **the big summer event** for area dealers. Last year, over 40 sports legends drew more than 600 participants and raised a record \$680,000 for the Leukemia & Lymphoma Society. This year 41 are signed up (listing attached).*

The fundraising goal is even higher this year – hopefully a million bucks! But its going to take an even greater commitment by area dealers and our many vendor friends.

There are still opportunities for dealers and kindred-line members to participate in this worthwhile and highly entertaining event. A range of sponsorships at various levels is still

available, as well as the need for a wide variety of auction items, ranging from gift certificates and tickets to sports events /concerts to electronic and computer equipment.

For more information on participation and sponsorship opportunities for this year's Hall of Fame Classic, contact Hall of Fame Co-Chairman Tamara, Darvish at (301) 622-0300. And please make your commitment today!

NADA Convention Will Stay in New Orleans in 2009

NADA announced that it will hold its 2009 Convention and Exposition in New Orleans as originally scheduled. NADA's Executive Committee made the unanimous decision at its recent meeting in Chicago.

"We welcome the opportunity to return to New Orleans for the automotive industry event of the year," said NADA president Phil Brady. "This decision shows our commitment to do our part to help the city rebound from the devastation of Katrina."

NADA cited the city's steady progress in rebuilding its business and tourism infrastructure as a key factor in its decision. The association will continue to work closely with the New Orleans Convention and Visitors Bureau and city leaders to ensure an outstanding event. NADA's last convention in New Orleans, in 2004, brought 27,000 visitors to the city and had an estimated economic impact of more than \$50 million.

Thought for the Week

♪ *It's sum-mer time , sum-mer time, sum, sum, sum-mer time, summertime!*

—June 21, 2006 Solstice
The first day of Summer

Enclosures:

- WANADA 1st Quarter Sales Report
- 4th of July SoberRide posters
- Optional 4th of July Closing Signs
- Hall of Fame Registration List for the Bobby Mitchell Classic, July 8 & 9 2006
- *In Memoriam:* Neil Whalen, Congressional Motors