

END GRIDLOCK!

NOVA Dealer Leaders Seek Support for Citizens for Better Transportation

In response to the growing transportation crisis in our region, prominent area dealers are seeking the support of all Northern Virginia dealers for Citizens for Better Transportation, a bi-partisan, business community supported effort led by Gov. Mark Warner to raise public funds for badly needed transportation improvements in Northern Virginia.

“The deteriorating transportation infrastructure threatens to bring our very economy to a crashing halt if we continue to stand by, idly, and permit our road system and mass transit facilities to slide,” said a letter re-

cently sent by Geoffrey P. Pohanka of Pohanka Automotive Group, Charles Stringfellow of Brown Automotive Group, and Jack Taylor of Alexandria Toyota.

“Gov. Warner and such Re-

publican leaders as Congressman Tom Davis and General Assembly Transportation Committee leader Jack Rollison are behind the tax ref-

(See Transportation, page 2)

AUTO SHOW SPOTLIGHT

ExxonMobil Named Exclusive Oil Sponsor



Jim Rosa, Mobil sales executive (second from left), with WANADA Directors (from left) Dennis Rippeon, Tony Santy, Vince Sheehy and George Doestch unveil Mobil 1 banner.

WANADA has awarded an auto show industry sponsorship to ExxonMobil and has designating Mobil 1® as the exclusive motor oil of The Washington Auto Show. WANADA and Chesapeake Petroleum will offer a special auto show promotion, to participating WANADA member dealers during the last quarter of 2002.

“ExxonMobil and Mobil 1

join a stellar group of Washington Auto Show sponsors. We’re delighted they’ve chosen to showcase both the Mobil 1 brand and Mobil 1 Racing at the show.”, said Chip Lindsay, The Washington Auto Show chairman and president, Lindsay Cadillac Company.

(See ExxonMobil, page 3)

SIGN UP NOW!

★ **Waste Minimization Workshop** ★
 ★ *Friday, October 25, 2002* ★
 ★ ** ★
 ★ **See page 4 and enclosed** ★
 ★ **detail sheet.** ★
 ★ *****

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COMMUNITY NEWS

Business Community To Aid Families of Sniper Attacks

The Greater Washington Board of Trade, of which WANADA is a member, and Chamber of Commerce chapters in Montgomery County, Bethesda-Chevy Chase, Prince George's County, and Fairfax County have announced a joint effort, in partnership with the Victims Rights Foundation, to raise funds to aid the families of the sniper shootings that have taken place throughout the Washington region.

"The local business community has truly stepped up to the plate in the last week, and raised close to \$50,000 to bolster the county's reward fund for information leading to an arrest in this case, and we are deeply grateful to everyone around the U.S. who contributed to that effort as well," said Montgomery Chamber President Richard Parsons.

"Now, with the total reward fund reaching \$500,000, we should shift our focus to helping the victims and their families, and we are prepared to do all we can to assist the Victims Rights Foundation in their efforts," he said.

All proceeds will be divided among the families and will go to establish scholarships for children, assist with rent and other expenses for those families who are in need, and other direct help as they struggle to rebuild their lives.

Contributions to the fund should be sent to the Victims Rights Foundation, 814 West Diamond Ave, Suite 200, Gaithersburg, MD 20878. For more information, contact Victims Rights Foundation President, Greg Wims, at (301) 212-4141.

Transportation *(continued from page 1)*

erendum, which will raise the state sales tax one-half cent, from 4 cents to 4.5 cents, in Northern Virginia for the benefit of Northern Virginia transportation projects," the letter explained.

"Unlike other tax initiatives, the \$5 billion or so projected to be raised by this modest increase won't leave Northern Virginia, as is the case with other taxes," said the dealers. "Moreover, a commission of Northern Virginia leaders from the public and private sectors will oversee the spending of the transportation funds to ensure they do what they must to improve the system and relieve gridlock.

"Join us and (others from the business community) in contributing dollars to the governor's transportation referendum initiative. The vote will

occur on election day in November, so a public information campaign is needed to educate voters with the facts to counter the misinformation the no-growth opponents are certain to be propagating," said the letter.

WANADA has joined its Northern Virginia dealers in supporting this initiative. Contributions should be made to "Citizens for Better Transportation," P.O. Box 3447, Alexandria, VA 22302. A response form is enclosed with this WANADA Bulletin.

Specific questions about the initiative can be directed to the governor's Northern Virginia point man, Bill Lecos, at (703) 575-1020 or go to www.cbt2002.org.

VA DMV to Lose Jobs, Funding

Virginia's Department of Motor Vehicles will bear the brunt of severe state budget cuts and layoffs, with one in three of the proposed 1,800 layoffs coming from the DMV, according to the Richmond Times-Dispatch.

The DMV will give up 587 full and part-time jobs—out of a current employment of 1,958 workers. There is also speculation that the DMV will have to curtail hours or close some regional branches.

What effects these cuts and layoffs will have on customer and dealer services remains to be seen.

ExxonMobil

(continued from page 1)

Mobil 1 Racing will take an extended pit stop at the auto show, treating motor sports fans to a close-up look at Ryan Newman's #12 ALLTEL Mobil 1 Ford Taurus show car from NASCAR's Winston Cup Series. Currently running on the fast track for the Rookie of the Year title, Newman is among the top five points leaders with 14 top five finishes. For five races during the season, Mobil 1 is the lead sponsor of Newman's # 12 Ford. Mobil 1 also has a strong sponsorship presence in the Indy Racing League (IRL), Formula One Racing, the National Hot Rod Association (NHRA) Drag Racing Series, and the American Le Mans Series.

"Our presence at The Washington Auto Show will enable us to reach tens of thousands of area consumers in their favorite setting and ours – surrounded by cars," said Jan Crowe, manager Automotive Lubricants for ExxonMobil Lubricants & Specialties North America. "Participation in the show is a natural extension of the marketing program we have in DC and the surrounding areas and will enable us to present the Mobil 1 brand to one of the country's most desirable automotive audiences."

ExxonMobil will have a kiosk at The Washington Auto Show to showcase Mobil 1 products and will provide valuable information to auto show guests. Mobil 1 will also

AUTO SHOW



From left: Candace Carr Strauss, Director of Development, Washington DC Convention and Tourism Corporation, along with Caroline Mackey and Tony Bell of WANADA

WANADA Promotes Auto Show at Taste of DC

In a first for WANADA, Washington Auto Show staff were on site at this year's Taste of DC to promote the upcoming Washington Auto Show (Dec. 26, 2002 - Jan. 1, 2003). Attendees got a chance to win tickets to the show and auto toys along with Mobil 1 Racing merchandise provided courtesy of kindred member Chesapeake Petroleum. Dodge also was a sponsor of the event and provided a great draw next to the show booth with an exhibit featuring interactive displays and race car simulator rides.

The Taste of DC is the largest international food and music festival on the East Coast. The annual celebration featured fare from more than 40 restaurants, entertainment from national and regional performers on two stages, interactive exhibits, children's activities at KidzQuest, cooking demonstrations in the Fine Dining Pavilion, vacation opportunities at Travel World Showcase, and local artisans at the Global Village Crafts Bazaar.

offer a product prize package for The Washington Auto Show Hands On Contest, a "touching" endurance struggle in which three Toyotas are awarded as prizes.

Letters to dealer service managers were mailed last week explaining the WANADA/Chesapeake Petroleum auto show promotions. The letters included

"counter cards" to be put on display in view of service customers that explain the promotion. Your Chesapeake Petroleum representatives will have all the details. With the theme "Driving the Future," WANADA's 61st Auto Show will run from Dec. 26 through Jan. 1 at the Washington Convention Center.

Waste Minimization Environment & Safety Workshop Friday, October 25

*Receive a **FREE facility EPA/OSHA compliance evaluation** performed by a qualified **KPA ENGINEER.***

QUESTION: New DOT Hazmat Training (HM-181) requirements got you down? You know, the ones pertaining to the shipping of airbags and the movement of chemicals on public roads. You know you have to do it. The penalties for non-compliance are just too severe. But, you're not too excited about sending half your parts department off for a two-day seminar costing hundreds, or even thousands of dollars. What is the solution?

SIMPLY THIS: SEND YOUR PARTS OR SERVICE MANAGER TO THE WANADA/MNCTDA SEMINAR THIS FRIDAY! Find out what is new, shape up your environmental and safety compliance programs and take cost-saving shortcuts to complying with the tough new Federal regulations governing "Hazardous Materials Employers."

Participants will get a template and instruction on how to develop their own in house DOT HM-181 compliant training program and test. This is in addition to receiving a FREE EPA/OSHA Facility Compliance Evaluation of their dealership performed by a qualified engineer. All of this for just \$39-WHAT MORE CAN YOU ASK FOR??

See the enclosed detail sheet for more information and registration...and **Sign Up Now!**

Marymount, Howard Universities Receive Winston Grants



Marymount University in Arlington, VA and Howard University in DC recently received \$7,000 grants each from the John P. Winston, Sr., Memorial Fund of the National Automobile Dealers Charitable Foundation. The fund honors the late corporate secretary of NADA and makes annual awards to four independent colleges to advance the study of ethics. At the Marymount check presentation are, from left, Robert P. Mallon, chairman, National Automobile Dealers Charitable Foundation; Geoffrey Pohanka, NADA Director; Marymount President, James E. Bundschuh; Bill Page, Washington area automobile dealer; and WANADA CEO, Gerard Murphy.

WANADA's Annual Meeting and Luncheon
 for members and dealer community friends
 Wednesday, Nov. 20th *new* Ritz-Carlton, DC
 with keynote speaker Mayor Tony Williams.
BE THERE!

Enclosures:

- *Waste Management Minimization Environment & Safety Workshop* registration detail sheet.
- *2002 WANADA Annual Meeting & Luncheon* flyer and registration form
- *Citizens for Better Transportation* response form
- *Halloween SoberRide* poster