

THE WANADA BULLETIN

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

WANADA Bulletin # 43-03

October 27, 2003

SAVE THE DATE!

Washington Post Company Chairman Don Graham to Keynote WANADA Annual Meeting, Nov. 18

WANADA is pleased to announce that Donald E. Graham, chairman of The Washington Post Company, will speak at WANADA's Annual Meeting and Luncheon, Tuesday, Nov. 18, at the Ritz-Carlton in Tysons Corner, VA.

WANADA members and business officials and friends will not want to miss what promises to be a well-informed and witty "off the cuff" presentation by a global class observer on international, national and regional topics – including, no doubt, cars and the folks that sell and service them.

A Harvard graduate, Vietnam War veteran, businessman, publisher, journalist, ex-cop and native Washingtonian, Graham is a third generation operator of one of the world's foremost newspapers, The Washington

Post. His grandfather, Eugene Meyer, purchased the newspaper at a bankruptcy sale in 1933. His father, Philip Graham, was publisher from 1946 until 1961 and his mother, Katharine Graham, served in a variety of executive positions from 1963 until her death in 2001.

Don Graham became chief executive officer of The Washington Post Company in

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Charley R. Smith Elected 2004 NADA Chairman Jack A. Kain Elected Vice Chairman



Charley R. Smith

At its fall board meeting in Scottsdale, AZ last week, NADA elected Charley R. Smith, chairman of the board of Watson Truck & Supply, Inc., in Hobbs, NM as its 2004 chairman. Jack A. Kain, owner of Jack Kain Ford, in Versailles, KY, was elected as NADA's 2004 vice chairman. Smith and Kain will assume office at NADA's convention and exposition in Las Vegas in February.

Smith, a new car and truck dealer since 1985, is the association's 2003 vice chairman. In recent years, he has served as chairman of NADA's Government Relations and Strategic Planning committees, and vice chairman of the association's Region IV. Smith has been a member of NADA's Information Technology, Dealership

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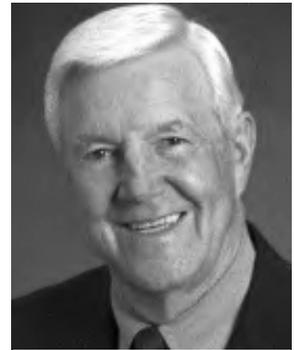
Operations, Finance, Convention and Industry Relations committees. In addition, he has served on the NADA Insurance Trust Board and on the National Automobile Dealers Charitable Foundation.

In his home state, Smith has been New Mexico chairman of the Dealers Election Action Committee and chairman of the New Mexico Automotive Dealers Association.

Active in community relations, Smith is on the board of the Southwest Symphony and past chairman of the Lea Regional Medical Center Board. He is also a past director of the University of New Mexico Foundation and Industrial Development Corporation of Lea County, NM. A graduate of the University of Missouri, Kansas City, Smith received the Time Magazine Quality Dealer Award in 1995.

Jack A. Kain, a new-car dealer since 1952, is owner of Jack Kain Family Ford, in Versailles,

KY, and Kain Family Ford/Lincoln-Mercury, in London, KY. He is NADA's treasurer, chairman of the Finance Committee, finance chairman of the Dealers Election Action Committee, and Executive Committee liaison and past chairman of the Convention Committee. He also serves on NADA's Guide Company Committee.



Jack A. Kain

Kain is also a past president of the Kentucky Automobile Dealers Association. He has won Ford Motor Company's Chairman's Award ten times. Active in his community, Kain has been chairman of the American Heart Association and director of the Kentucky Chamber of Commerce and St. Joseph's Hospital in Lexington.

Don Graham to Speak at WANADA Annual Meeting

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May 1991 and chairman of the board in September 1993. He is also chairman of The Washington Post newspaper. He was publisher of The Post from January 1979 until September 2000.

But the good fortune of being born into a family of wealth and power didn't keep young Don out of the Army. After graduating in 1966 from Harvard College, where he was president of the Harvard Crimson, Graham served as an information specialist with the U.S. Army's 1st Cavalry Division in Vietnam. On his return home, he became a patrolman with the Washington Metropolitan Police Department from January 1969 to June 1970, before joining The Washington Post newspaper in 1971 as a reporter.

In addition to overseeing The Post's vast, diversified media and education operations, Graham is actively engaged in a number of philanthropic and community affairs programs.

He serves as a director of BrassRing, Inc., and as a member of the Pulitzer Prize Board. He is president of the District of Columbia College Access Program and a trustee of the Federal City Council in Washington, DC. Graham is a member of the board of directors of The Summit Fund of Washington.

Graham and his wife, Mary, have four children and live in Washington, DC.

Described as a free thinker, a pragmatist, a futurist, and an optimist, Graham appreciates the lessons of history, supports the arts, education and the community. He enjoys sports, and watches business cycles. He also believes, like many in our automotive community, that real progress depends on clear goals, hard work, cooperation, and good humor.

Come and hear a truly interesting man with a diverse background and unique perspective whose input should make WANADA's Annual Meeting one of the best yet!

NADA MONTHLY DEALER OPERATIONS COMMENTARY**The NADA Dealer Academy: There's No Other School Like It!**

The NADA Dealer Academy aims to train men and women, many of them sons and daughters of current dealership owners, in the profitable operation of a motor vehicle dealership in today's economy. The Dealer Academy consists of the Dealer Candidate Academy (DCA) and the General Dealership Management (GDM) Program. Both year-long programs combine six weeks of formal classroom instruction at NADA's McLean, Virginia headquarters with 45 weeks of work experience in the sponsoring dealership. Many Washington Area dealers are graduates of this valuable program.

DCA is designed for those who will one day become dealership owners and operators, whereas GDM develops qualified management people to assure the dealership's growth and continuity. Students alternate classroom sessions and peer group discussions with work experience, acquiring both the knowledge they need and the opportunity to put it to practical use.

The school aims to broaden students' understanding of how each department operates, so that they are able to analyze departmental profitability, develop workable operation plans for each department, and demonstrate the departments' collective impact on the bottom line. The in-depth use of the financial statement and the various monthly departmental reports are used as key tools for constructive review of performance. The Academy provides an intensive introductory program on business uses of the personal computer, including the development of trend sheets that allow profit/loss comparisons and evaluation of managerial effectiveness. Students use their own dealerships for case study, thus applying their learning to their own dealerships. The Dealer Academy expands students' knowledge of overall dealership operations and trains them to look at their own operations from a dealer/general manager perspective.

NADA's school for successors continues to succeed, with about 75% of graduates serving as owners or managers of franchised new car and truck dealerships across the country.

For further information about the Academy, including specific curriculum, cost, and program dates, and to obtain an enrollment application, contact the NADA Dealer Academy at (703) 448-5825 or (800) 252-6232, ext. 5.

Clean Diesel Demo in DC

As part of their continuing efforts to introduce clean diesel technologies to the U.S. marketplace, the Alliance of Automobile Manufacturers (AAM) last week hosted a "Clean Diesel Ride and Drive" on Capitol Hill for members of Congress and their staffs.

AAM and several lawmakers pointed out that in Europe almost 40% of all new vehicles are powered by diesels, compared to fewer than 1% of U.S. vehicles. This, despite the fact that the new generation of clean diesel vehicles can deliver between 20% and 40% better fuel economy than comparable gasoline engines, while delivering the performance and durability that consumers demand.

Because clean diesel vehicles cost more to produce than conventional vehicles, the Alliance supports tax incentives for consumers to help get



Sen. Carl Levin (D-MI) speaking at last week's "Clean Diesel Ride and Drive" on Capitol Hill.

these clean, fuel efficient, diesel vehicles on the road more quickly and in greater volumes. Sixteen vehicles from five manufacturers were showcased at the event. Joining the Alliance were the Department of Energy and the Diesel Technology Forum.

SAVE THESE DATES!



WANADA Annual Meeting, Tuesday, Nov. 18, 2003

Featuring Keynote Speaker

Donald E. Graham, Chairman, The Washington Post Company.
See flyer enclosed with this WANADA Bulletin.

**WANADA and MNCTDA Joined By VADA for '04 NADA
Convention Reception**

Sunday, Feb. 1, 2004, 6-8 p.m.

At the fabulous

Voodoo Lounge, Rio Hotel-Casino
3700 W. Flamingo Rd.,
Las Vegas, Nevada



Halloween SoberRide to Run from 8 p.m. to 4 a.m., this Friday, Oct. 31

Halloween ranks as the country's second leading holiday in the percentage of traffic deaths attributable to alcohol, with 6 of 10 highway fatalities due to drunk driving. This year's Halloween SoberRide Campaign, sponsored by the Washington Regional Alcohol Program (WRAP), will run from 8 p.m., this Friday, October 31, through 4 a.m. the following morning. Just dial 1-800-200-TAXI. AT&T Wireless users can dial #TAXI. SoberRide provides a free cab ride home up to a \$50 fare for callers 21 or older (SoberRide can't be reserved... Sorry!) For more information on WRAP and its programs, call (703) 893-0461 or log onto www.wrap.org.



Thought for Halloween...



WITCH, n. (1) Any ugly and repulsive old woman, in a wicked league with the devil. (2) A beautiful and attractive young woman, in wickedness a league beyond the devil.

—Ambrose Bierce (1842 -1914), *The Devil's Dictionary*

Enclosures:

- WANADA Annual Meeting information and reservation sheet
- Universal Underwriters Loss Prevention *Driver Safety: Preventing Common Vehicle Collisions*