

THE WANADA BULLETIN

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

WANADA Bulletin # 21-14

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Headlines...

WANADA evening evokes 82 years of Washington auto business memories

WANADA Open: Ready to roll next Monday, June 16

F&I Certification Workshop, June 19, WANADA headquarters

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Special Report

Evening marking the transition to WANADA's next CEO evokes 82 years of Washington auto business memories

Historical fact: The new car dealer association in Washington began in DC almost 100 years ago. The first chief executive officer, however, didn't come on board until 1932, or 82 years ago, and his name was Richard Murphy. In the 1920s, Dick Murphy was one of a number of successful auto dealers in the City of Washington, who, along with his dealer colleagues, was a member of the Washington Automotive Trade Association, the forerunner group to today's Washington Area New Automobile Dealers Association (WANADA).



Attendees at the reception for the *Passing of the Key*, Marriott Marquis/DC, May 29th.



Danny Korengold, WANADA chairman (Ourisman of Virginia) presiding at *Passing of the Key* Dinner, May 29th.

These were but several of scores of factoids presented, discussed and bandied about over cocktails and dinner on May 29, 2014 at the newly opened Marriott Marquis to mark the occasion of the "Passing of the Key" to the WANADA office from the association's current CEO of 30 *plus* years, Gerard Murphy, to his successor, John O'Donnell.

Dick Murphy was Gerry Murphy's grandfather, who was chief of staff at the association until 1955, when his son, Mike Murphy, Gerry's Dad, became CEO of the newly formed Automotive Trade Association National Capital Area -- the name of the group until 1995 when it at last became WANADA.

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George Doetsch, Apple Ford/Lincoln introducing the video segment at the *Passing of the Key Dinner*.



Greetings from the DC City Council proclaiming "Gerard Murphy Day in Washington, May 29, 2014." From the left, John O'Donnell, WANADA; Jack Evans, DC City Council; Gerard Murphy, WANADA; Vincent Orange, DC City Council.

So when did Gerry Murphy become WANADA's CEO and what does all this family stuff have to do with it? Well, let's see: Gerry took over as WANADA's CEO when his father, Mike Murphy, stepped out in 1982, which is how Gerry logged 32 years in the job. As the third in succession of Murphy CEOs back to 1932, that's where the 82 year *look-back* on the automobile business in the Washington area came from that themed the dinner program. From there, bubbled-up the variety of video testimonials and real-time presentations, accentuated by literally hundreds of historical Washington car business photos and dance music for the WANADA dealer and kindred-line members on hand, joined by public officials, other Washington area business leaders, industry partners and association professionals.



Families in the automobile business: From the left, Chip Lindsay, Lindsay Automotive; Danny Korengold, dinner *emcee*, Ourisman of Virginia and Mandy Ourisman.



Vince Sheehy, Sheehy Auto Stores, moderating multi-generation Washington area dealer roundtable.

It isn't at all unusual in the automobile business for sons to follow fathers, and in some instances grandfathers, into the family business as is well evidenced here in the Washington area. While not typical in trade associations, WANADA followed the same track of its dealer membership over the years by staffing its top spot with three successive Murphys, the background for which was memorably demonstrated the other evening when second and third generation dealer fathers and sons put on a round table presentation. Vince Sheehy of Sheehy Auto Stores, with third generation dealer pedigree himself, *emceed* a lively conversation with Chip Lindsay and his Dad,

Terry, of Lindsay Automotive, joined by Geoff Pohanka and his Dad, Jack, of Pohanka Automotive. Washington’s car business history, indeed, came to life with the many rich stories from men who were there to make it happen for the industry, and whose sons advanced the effort by seizing upon the success and expanding it.



Multi-generation dealer roundtable at the WANADA *Passing of the Key Dinner* (from the left, Chip Lindsay, Lindsay Automotive; Terry Lindsay, Chip’s father and predecessor at Lindsay; Vince Sheehy, Sheehy Auto Stores (moderator); Geoff Pohanka, Pohanka Automotive; and Jack Pohanka, Geoff’s father and predecessor at Pohanka.



Jack Pohanka, roundtable speaker, reflecting on the family history of Pohanka Automotive.

The experiences of the roundtable presenters stood replicated at dealer tables across the ballroom where dealer families were similarly engaged along with the many first generation operators, the sum and substance of whom make the Washington area one of the strongest car markets in the U.S., tangibly evidenced by The Washington Auto Show which the global auto industry has recognized as one of the foremost in the world because of the business the dealers do here.



Sen. Mike Miller, president of the Maryland Senate, offering Washington area dealers official greetings and best wishes; and to Gerry Murphy, he conferred the rank of “admiral of the Chesapeake Bay.”



Rep. Gerald Connelly (D-Va) during the reception of the *Passing of the Key Dinner*, reflecting on his long standing relationship with dealers and WANADA’s outgoing CEO.

Others on hand or on video contributing to the program before and after dinner included a distinguished line up of public officials and industry leaders from Congress, the District of Columbia, Maryland, Virginia and places well beyond the Capital Beltway, including: Steny Hoyer, minority whip, U.S. House of Representatives; Rep. Gerry Connolly; Rep. Chris Van Hollen; Mike Miller, president of the Maryland Senate; greetings from DC Mayor Vincent Gray and longtime DC Councilmen Jack Evans and Vince Orange; Mike Jackson, CEO of Auto Nation; Mitch Bainwol, president of the Alliance of Automobile Manufacturers; and Rod Alberts, director, North American International Auto Show. The comedy, at Mr. Murphy’s expense, was provided by Dennis Jungmeyer, CAE, president, Arkansas Auto Dealers Association, who, besides being a past chairman of the Automotive Trade Associations, is a *Fellow* of the American Society of Association Executives where he, Murphy and others are part of a think-tank style organization for the association management profession.



Dennis Jungmeyer, CAE, Arkansas Auto Dealers and *Fellow* of the Am. Soc. of Assn. Execs., presenting WANADA and Gerry Murphy an “official facsimile” of an Arkansas Razorback, rumored to have been signed by President Clinton.



Mitch Bainwol, president of the Alliance of Automobile Manufacturers at the *Passing of the Key Dinner*.

When that point in the evening came for the ceremonial hand off of “the key to the corner office,” Mr. Murphy praised his successor, John O’Donnell, whom he credited with successfully reorganizing WANADA’s Group Insurance Operations before becoming executive vice president where “he has consistently performed with big picture thinking, strong interpersonal skills and the capacity to effectively bring people together in a common cause.”



WANADA *Passing of the Key Dinner*, May 29, 2014, Marriott Marquis/DC.

Waxing philosophically over his years as CEO at WANADA, Murphy pointed to viable working relationships as indispensable to success. “Whether it’s success in the automobile business, association management, politics, or in the family and with friends, the positive relationships you build with people is how things get done, but more importantly, it’s how people will think about and remember you,” he said. “Mike Murphy taught me that before I went to work for him and he was my hero,” Gerard Murphy concluded.



Key hand-off to John O'Donnell (left) from Gerry Murphy.

**WANADA salutes the following sponsors of the evening marking
The “Passing of the Key to the Corner Office” and
Celebration of 82 years of the
automobile business in Washington**

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WANADA Open: Ready to roll next Monday, June 16

WANADA Open, featuring the annual Washington area dealer golf tournament, reception and dinner, is set for Lakewood Country Club in Rockville, next week, Monday, June 16. All golf tournament slots *are filled* on the recently revamped and improved 18 hole championship course. But there is still space for cocktails and dinner which many people who don't golf always enjoy because of the high level of dealer group camaraderie.



2014 WANADA Open, Lakewood Country Club, Rockville, Md.

Last year, when the Open tournament was at Lansdowne, Va, the annual WANADA Cup Competition between Maryland and Virginia players went to the Maryland team of John Bowis and Sam Weaver of Chevy Chase Cars; and Jim Tortorella and Peter Reilly of Councilor, Buchanan and Mitchell.

Besides the extraordinary camaraderie, cocktails and dinner following the tournament are complemented with a variety of door prizes which makes for a fun capstone to what is shaping up to be a great day.

To register for cocktails and dinner at the WANADA Open, contact Kristina Henry at (202) 237-7200 or kh@wanada.org. The same holds true of any who are wait listed for the possibility of golf tournament openings.

An early patio lunch at Lakewood will commence at 11am, with a shotgun start to the tournament at 12 noon. Cocktails are at 5pm, with a dinner following at 6pm.

Last Chance

F&I Professionals' Workshop, June 19, WANADA headquarters

Hot on the heels of WANADA's important dealer briefing on fair consumer credit, the association will again hold its popular F&I professionals workshop on June 19 in the WANADA headquarters in Washington. The all-day workshop will teach F&I managers the importance of legal compliance and protecting the dealer's assets.

Topics to be covered: Unfair and deceptive trade practices; the Tax Reform Act and FinCen Form 8300; Truth in Lending/Regulation Z; Consumer Leasing/Regulation M; rate speed; the Equal Credit Reporting Act/Regulation B; the Fair Credit Reporting Act; the FACT Act; Gramm-Leach-Bliley; the Magnuson-Moss/Warranty Act; and the USA Patriot Act.

For workshop information, contact Kristina Henry at (202) 237-7200 or kh@wanada.org. Click [here](#) to register online and pay by credit card. To pay by check, click [here](#) and download the registration form.

Thought for the week...

I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.

**-Maya Angelou,
1928 - 2014**