

THE WANADA BULLETIN

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

WANADA Bulletin # 22-16

Special Issue, WANADA Open Report

June 13, 2016

Headlines...

Sunny, breezy day greets golfers in The WANADA Open at Lansdowne

Tournament Winners!

Specialty golf contest winners

Door Prize winners

Grand Prize winners

50/50 raffle yields donations for two special charities, in memory of Ralph Frisbee

The Where's Tony? Contest

WANADA recognizes its Open Chairman of longstanding

Thank You! 2016 WANADA Open sponsors and organizers

Thought for the Week...

Sunny, breezy day greets golfers in The WANADA Open

“Some complained that the wind on the course hampered their golf scores when these same people would have had bad scores anyway,” said WANADA Open chairman Tony Santy. The area forecast on WANADA Open day, last Wed., June 8, proved gusty on occasion, but nothing problematic for the golf tournament, per Mr. Santy’s observation. “The sunny skies and 70s temperatures most of the day delivered *made-to-order* golf weather for the WANADA Open, which the breeze, with its windy moments, didn’t set back,” he said.



Lansdowne Resort, site of 2016 WANADA Open

And, indeed, another successful WANADA Open goes down in dealer organization history, born out by the full complement of Open participants attending the reception and dinner, all of which took place at Lansdowne Resort in Virginia. Both championship courses were in use at Lansdowne: the Greg Norman and the Robert Trent Jones, where some in a dealers’ tournament “played their own ball” instead of the *captain’s choice*/best ball scoring in the General Tournament.

Tournament logistics

A *shotgun start* at 11:00 am on both courses was preceded by a practice time on the putting green and driving range, plus a golf clinic, accented by an onsite continental breakfast and convenient onsite registration. Lunch stations were strategically placed around the courses, supplemented by beverage carts, with friendly, helpful attendants offering the full array of thirst quenchers.

The tournaments were pretty much completed by 4:15 pm, which launched a networking “19th Hole” reception and awards dinner, all of which was concluded before sun set in accordance with the plan set by the Special Events Committee.

“A number of us remember the WANADA Open, when it was called the Outing, going back to the Indian Spring Country Club days,” said Santy. “Back then, cocktails preceded dinner, and followed dinner, going on well into the night,” he said. “Highway safety advocates that dealers have become, to include the cofounding of the --Washington Regional Alcohol Program for sober driving-- make WANADA’s first obligation being to ensure that celebratory occasions like the Open remain responsibly administered, happy events.”



Tournament Winners!

The championship Greg Norman and Robert Trent Jones courses at Lansdowne Resort provided challenging and enjoyable play for WANADA Open golfers. New for this year was the Dealer versus Dealer Tournament that took place on the Robert Trent Jones course with a *play-your-own ball* format and an 80% handicap. The winning team was from Beyer Automotive: John Altman, Tom Blackburn, Todd Curling and Pete Kesterson. The second place team was from Mercedes-Benz of Arlington: John Lust, Paul Tehong, Marvin Wentzel and Mark Zetlin.



1st Place team in the Dealer vs Dealer tournament: Beyer Automotive Group: (From left), Tom Blackburn, Pete Kesterson, Todd Curling (*John Altman not pictured*)



2nd Place team in the Dealer vs Dealer tournament was the Mercedes-Benz of Arlington team of John Lust, Marvin Wentzel, Paul Tehong and Mark Zetlin

The General Golf Tournament was a captain's choice/best ball format with a bogey max, one over par sequence that played on the Norman course. The winning team with a score of 62, was Boo Brown, Hi-Tech Audio and Video; Paul Bruce, JM&A; David Lee and Sae Oh, Passport Nissan. The second place team, with a score of 63, was the M&T Bank team of Eric Garber, Jeff Hetzner, Jason Lewis, Conrad Rickers. The third place team, with a score of 69, was the DARCARS foursome of Chris Booker, Robert Covolo, Rick Forbes and Dan Noell.



1st Place team in the General Tournament with a score of 62: David Lee and Sae Oh, Passport Nissan; Boo Brown, Hi-Tech Audio and Video; and Paul Bruce, JM&A Group



2nd place team in the General Tournament was M&T Bank with a score of 63. From left, Jason Lewis, Conrad Rickers, Jeff Hetzner and Eric Garber.

Specialty golf contest winners

Closest to the Pin, Hole 17

Brian Frank, SunTrust Bank, 6 feet 1 inch

Longest Drive, Hole 12

Louis Galbraith, Capital Automotive

Straightest Drive, Hole 18

Gibbs Fogarty, Sport Automotive

Door Prize winners

By luck of the draw, Door Prize winners were chosen on a “must be present to win” basis at the awards dinner

Dealers

\$1,500 American Express gift card

Sandy Garret, Mercedes-Benz of Arlington

\$1,000 gift certificate, Best Buy

Paul Tehong Mercedes-Benz of Arlington

Lansdowne Golf Club: one round of golf for four

Robert Covolo, DARCARS

Titleist Tour 951D.

Ed Wheaton, Ourisman Automotive

GoPro Hero 3

Garry Little, Mercedes-Benz of Arlington

Fitbit Blaze Fitness Watch

Scott Addison, Fitzgerald Auto Malls

Titleist golf bag

Mark Lewis, Ourisman Automotive

Amazon Echo

Jay Cunningham, Safford

Pair of Oakley Sunglasses

Jim Robertson, Brown Automotive Group

Odyssey Putter

John Altman, Land Rover Alexandria

Amazon Fire

Itsy Furneaux, Passport

Callaway Wedge

Isaac Chee, Ourisman Automotive



Brian Frank, SunTrust Bank, winner of the Closest to the Pin.



Sandy Garret, Mercedes-Benz of Arlington, winner, \$1,500 gift card



Scott Addison, Fitzgerald Auto Malls, winner of the Fitbit Watch



Mark Lewis, Ourisman Automotive, winner of the Titleist golf bag

Kindred-line

Zivigo Bluetooth Earbuds
Seamus Kearney, Zurich

Fitbit Altra
Scott Thompson, PDG Group

Grand Prize drawing winners



Tony Santy presents WANADA vice chair Charlie Stringfellow, Malloy Hyundai, with the dealer Grand Prize



Tony Santy (left) with Kindred-line Grand prize winner Conrad Rickers, M&T Bank

This year’s big drawing went to two WANADA members, one from the dealer ranks, and one from the Kindred-line. In each instance, the winner was awarded a Lansdowne Resort holiday for two, over two nights which included breakfast, a round of golf for two, and a \$200 Gift Card to use in all resort facilities. The dealer Grand Prize winner was WANADA vice chairman Charlie Stringfellow, Malloy Hyundai. The Kindred-line winner was Conrad Rickers, M&T Bank. The Grand Prizes were available to all who played in the golf tournaments and/or who bought a ticket to the reception and dinner. As with all prize drawings, the winner had to be present to win. The Grand Prizes were sponsored by the WANADA Insurance Brokerage & Trust.



Ralph and Trish Frisbee on holiday; September, 2013.

In memory of WANADA Open organizer, Ralph Frisbee
50/50 raffle yields donations for two special charities

This year’s 50/50 raffle was held in honor of WANADA executive and longtime Open organizer, Ralph Frisbee, Trish Frisbee’s late husband. Ralph was a major catalyst on WANADA’s staff who made the Open the *grand success* it was, year over year, with his considerable golf tournament expertise and passion for the game.

Raffle tickets brought a total of \$1,350. The luck-of-the-draw winner for the other half of the 50/50 was Patrick Hall, Brown Automotive, who received \$675 in cash.



Open Chairman Tony Santy (left) with 50/50 winner Patrick Hall, Brown Automotive, and Trish Frisbee, WANADA.

Trish, who was onsite this year as an Open organizer, determined with her sons, Mark and Dan, which charities would benefit. The two charities were: The First Tee of Greater Washington DC -- for Ralph's commitment to teaching kids the game of golf -- and Montgomery Hospice for its tremendous support of Ralph and his family during his time of need.

The First Tee is an international youth development organization introducing golf and its values – integrity, respect and perseverance – to young people. The group's mission is to provide young people with educational programs that build character and life-enhancing values and promote healthy choices through golf.

Montgomery Hospice is an independent nonprofit organization that has been providing hospice care to people in Montgomery County, MD, since 1981. The group helps critically ill people in the county and region who have decided to concentrate on living their lives as fully as possible rather than aggressively fighting a disease. Montgomery Hospice professionals also provide bereavement support for families for 13 months after their loved one passes.

Montgomery Hospice is an independent

The *Where is Tony?* Contest



Frank McCarthy, Sheehy Auto Stores poses with the Tony Santy cutout imposter.



Tony Santy, in the flesh (left), with the winner of the *Where's Tony?* Contest, John Eager of Carfax

In honor of this being Tony Santy's last year as chairman of the Special Events Committee and the Open, a special contest was arranged, known as "Where's Tony. It may have seemed that everywhere Open attendees turned they saw Tony Santy. In truth there were six life-size Tony imposters cutouts placed around the golf course and inside the clubhouse. Open organizers asked people to fill out cards for all six places they spotted him, The lucky winner chosen by luck of the draw was John Eager, Carfax who won a round of golf for four at Lansdowne Golf Club.

WANADA recognizes its Open Chairman of longstanding



John O'Donnell (left) presenting Open chairman Tony Santy, with a commemorative plaque for his longstanding leadership.

Leading off the Awards Dinner, WANADA president John O'Donnell called Tony Santy forward to be recognized for his 16 years of leadership as chairman of the WANADA Open. Mr. O'Donnell said that Mr. Santy would be stepping out of the role with 2016 being his last Open as chairman. He presented Mr. Santy with an inscribed plaque on behalf of WANADA's members, expressing the dealer community's grateful appreciation for Mr. Santy's many volunteer contributions organizing and enhancing the Open over the years. Mr. Santy was recognized additionally for his service on the WANADA Board representing Kindred-line members that has also spanned 16 years.

In response, Chairman Santy picked up on the history of the WANADA Open, going back nearly 50 years to when his predecessor at Chesapeake Petroleum, Rex Davis, organized the WANADA Open at Indian Springs Club. "In those days, Rex worked with Gerry Murphy's father, Mike, and any number of past chairmen of WANADA -- including Jack Pohanka, Bob Rosenthal, Terry Lindsay and Fred Bowis -- all of which speaks to the renowned and rich heritage of this dealer organization," he said. "What's more, Washington area dealers were then and continue to be among the most successful in America, and our WANADA organization has buttressed that success the entire time. I've been blessed to have been part of it all through Chesapeake," he said.

Mr. Santy concluded by thanking his Special Events Committee for their support: Dwayne Cannon, JM&A; Tom Layden, BG Products; Jennifer Parsons, DARCARs; Tom Parsons, B&R Associates; Peter Reilly, Councilor, Buchanan & Mitchell and Sam Weaver, Chevy Chase Acura Nissan. Those in attendance responded with a rousing round of applause, at which point Mr. O'Donnell alluded to the life size cut outs of Mr. Santy positioned at various points around the Open event relative to the "Where's Tony?" contest (see above) inviting him to take one along as an additional memento of WANADA's high esteem and gratitude.

Thank You!

2016 WANADA Open sponsors and organizers

A big *thank you* to the many sponsors and organizers who made this year's WANADA Open the grand success that it was!

Activities Sponsors

Advantage Industries – Bag Drop
 Auto/Mate – Pin Location Flags
 B&R Associates – Driving Range
 Baker Tilly Accountants and Advisors – Ball Markers
 BG Products – Beverage Carts
 Capital Automotive – Practice Green
 CARFAX – Golf Towels

Cars.com – Divot Dusters
Charapp & Weiss, LLP – Beverage Carts
Chesapeake Employers Insurance Company – Hole-in-One Prize (iPod Touch and gift card)
Chesapeake Petroleum & Supply – Golf Carts
Comcast Spotlight – Draw-String Bags
Dealertrack Registration and Titling Services – Hole-in-One Prize (Ping Irons)
Enterprise Rent-A-Car Remarketing – Cocktail Reception
Eyewitness Surveillance – Golf Clinic
Hargrove – Signs
JM&A Group – Golf Carts
M&T Bank – Breakfast & Lunch
Manheim Pennsylvania Auto Auction – Awards Dinner
PDP Group – Hole-in-One Prize (HDTV with theater)
Penney Design Group – Registration
Planning Solutions Group – Breakfast & Lunch
PNC Dealer Finance – Music
RBC Wealth Management, Paul & John Keats – Hole-in-One Prize (\$10,000)
SunDun Office Refreshments – Cocktail Reception
U.S. Bank – Breakfast & Lunch
WANADA Insurance Brokerage & Trust – Door Prizes & Grand Prize
Wells Fargo Dealer Services – Cooler Bags

Hole Sponsors

B&R Associates
BMO Harris Bank
Comcast Spotlight
Councilor Buchanan & Mitchell
Dealertrack Registration and Titling Services
Enterprise Rent-A-Car
Group Benefit Services
Hamilton & Hamilton
Hargrove
Kaiser Permanente
Pomerance & Associates
SunTrust
WANADA Insurance Brokerage & Trust
Yoffe Exposition Services
Zurich

WANADA Open organizers

The success of the WANADA Open also was brought about by the energy and boundless imagination of the Special Events Committee consisting of Tony Santy, Chesapeake Petroleum & Supply (chairman); Dwayne Cannon, JM&A Group; Tom Layden, BG Products; Jennifer Parsons, DARCARS; Tom Parsons, B&R Associates; Peter Reilly, Councilor, Buchanan & Mitchell, PC, and Sam Weaver, Chevy Chase Cars.

In addition to the previously mentioned WANADA leadership, this year's Open was assisted by the planning and hard work of John O'Donnell and his WANADA staff, notably Kathy Teich and Bob Storin and their team consisting of Huda Farooq, Judi Fike, Trish Frisbee, Andrea

Holmes, Joe Koch, Ed Mullaney, Katy Orme, Connie Ryan, and Michael Whyte; and Gerry Murphy, editor of this Bulletin report.



**WANADA Open, Lansdowne Resort
June 8, 2016**

Thought for the Week...

It's silly to let golf get to you. When I miss a shot, I just think "my, it's a beautiful day. What pure fresh air I'm breathing!" Then I take a deep breath. I have to do that to have the strength to break the damn club!

--Bob Hope



WASHINGTON AREA NEW AUTOMOBILE DEALERS ASSOCIATION