

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

WANADA Bulletin # 23-14

Special Issue, WANADA Open

June 20, 2014

#### Headlines...

Sunshine and blue, cloudless skies greet dealer group golfers

Maryland team takes WANADA Cup

**WANADA Open Golf Tournament Winners** 

**Specialty Golf Event Winners** 

Big night for DARCARS, winning grand prize and top door prizes

Grand prize winner from the banquet

Door prize winners from the banquet

50/50 drawing f.b.o. ADEI nets \$895 to the winner

Special prize drawing for the WANADA Kindred-line members

Thank you to the 2014 WANADA Open sponsors and organizers

Thought for the week...

# Sunshine and blue, cloudless skies greet dealer group golfers 2014 WANADA Open, Lakewood Country Club, Mon., June 16



A view of the pastoral Lakewood CC clubhouse from the championship golf course.



WANADA's Gerard Murphy welcomes golfers to 2014 Open.

"I've officiated my share of shotgun starts for WANADA Outings over the years, but never has God delivered any better golf weather than now," longtime CEO Gerard Murphy told soon-to-be tournament players queuing up in carts to seize the day.

Indeed, Lakewood Country Club in Rockville, Md., the site of the 2014 WANADA Open, provided the ideal setting for a day of friendly competition among Washington area auto dealers and allied industry representatives who took advantage of the opportunity to catch up with colleagues while networking and sharing unforgettable golf moments. Launching the shotgun start with Murphy at high noon last Monday, June 16, was Lakewood PGA golf pro, David Crawmer, who boasted about the recently-



How green is your dealership?

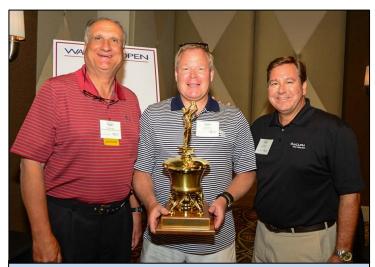
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tires, oil filters, and collision center plastic



completed renovations to the championship course before covering the tournament's rules of engagement. At the outset, golfers were told that the WANADA Open again would include the WANADA Cup contest between players from Maryland and those from Virginia.

Click here to see pictures of the WANADA Open.

# Maryland team takes WANADA Cup



WANADA Cup winning foursome from Maryland relish their award. From the left: Jim Tortorella, CBM; Sam Weaver, Chevy Chase Nissan; John Bowis, Chevy Chase Acura. (Not pictured: Matt Lucas, Lucas Insurance Advisory).

In the "Match between the States," golf foursomes from Maryland and Virginia again competed for the coveted *WANADA Cup* trophy.

The winning team, delivering the lowest average score, was from *Maryland*. This is the second year in succession that the winning team was from Maryland. This year's team score was -11 with an average of 63. The members of the winning team were: John Bowis, Chevy Chase Acura; Matt Lucas, Lucas Insurance Advisory; Jim Tortorella, CBM; and Sam Weaver, Chevy Chase Nissan.

# **WANADA Open Golf Tournament Winners**

(Scoring by Captain's Choice)

Winning Team: Score of 59 (Scorecard playoff for tie breaker) Harry Neller, Wells Fargo Jeremiah Hill, BMW Fairfax Scott Lee, Malloy Hyundai Matt Suddarth, Country Chevrolet 2nd Place Team: Score of 59

Greg Corbutt, Jim Coleman Kevin Cohan, Jim Coleman Roy Daves, Jim Coleman Chris Smith, Jim Coleman 3rd Place Team: Score of 60

Dan Hoffman, BG Products Tom Layden, BG Products Kirk Lomdardi, BG Products Sean Lookingbill, BG Products

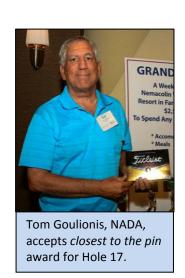
# **Specialty Golf Event Winners**

Closest to the Pin, Hole 5
Joe Vipperman, Enterprise, 5 feet 7 inches

Closest to the Pin, Hole 17 Tom Goulionis, NADA, 4 feet 9 inches

Longest Drive, Hole 3 Ash Kapur, Rosenthal Acura

Longest Drive, Hole 18 Al Scrimger, MADA



# Big night for DARCARS, winning grand prize and top door prizes

This year's Open *grand* prize was a Nemacolin Woodlands Resort \$2,500 gift certificate won by Jamie Darvish, DARCARS, who graciously pledged to donate the \$2,500 value of the prize back to WANADA's career training foundation, the Automobile Dealer Education Institute (ADEI). The grand prize drawing was preceded by the top two, most valuable door prize drawings, also going to DARCARS representatives: Kenneth Kim, who won a \$1,500 gift certificate to Best Buy and Ray Case, who won a \$1,000 gift certificate to Best Buy.



Upon winning the WANADA Open *grand prize*, Jamie Darvish, DARCARS, graciously matches the award with a donation to the WANADA ADEI.



Top two door prizes to DARCARS reps: (from the left) Kenneth Kim, \$1500 gift certificate to Best Buy and Ray Case, \$1,000 gift certificate to Best Buy.

### Grand prize winner from the banquet

**\$2,500** golf weekend gift certificate to Nemacolin Woodlands Resort Jamie Darvish, DARCARS

# Door prize winners from the banquet

\$1,500 gift certificate, Best Buy

Kenneth Kim, DARCARS, Lexus of Silver Spring

\$1,000 gift certificate, Best Buy

Ray Case, DARCARS of Fairfax

**Sony Playstation** 

Charlie Stringfellow, Brown Automotive Group

**Taylor Slider Driver** 

Jim Gramm, Safford Auto Group

**Sony Camera** 

Kevin Cohan, Jim Coleman

Callaway x2 Hot Driver

Judy Darvish, DARCARS

**Bose Bluetooth Speaker and iPod Touch** 

Bryan Whitlow, Ourisman Chantilly Toyota

**Taylor Made Ghost Putter** 

Andy Thomas, Brown Automotive Group

**Callaway Bag** 

Gary Little, Mercedes-Benz of Arlington

Golf Lessons with Lakewood Country Club's Director of Golf, Wayne DeFrancesco, a top 100 instructor in the nation

Lonne Bond, RRR Automotive

**Amazon TV** 

Mark Zetlin, Mercedes-Benz of Arlington

**Kindle Fire HDX** 

Roy Daves, Jim Colman Honda

Ninja Blender

Mike Choi, 355 Toyota DARCARS

Soda Stream

John Darvish, Jr., DARCARS



Jim Gramm, Safford Auto Group, gladly accepts his Taylor Slider Driver.



John Darvish, Jr, DARCARS, starts off the door prize drawings winning the SodaStream.

# 50/50 drawing f.b.o. ADEI nets \$895 to the winner

This year's winner of the Open's 50/50 cash contest, John Bowis, Chevy Chase Acura, won \$895 in cash. The matching \$895 goes for the benefit of the Auto Dealer Education Institute.

# Special prize drawing for the WANADA Kindred-line members

### **Beats Solo Headphones**

Dan Cannaday, Wells Fargo Dealer Services

#### **Odyssey Hot Pro Putter**

Cameron Hellmuth, SunTrust Bank



Kindred-line winners of the *special prize* were (from the left) Dan Cannaday Wells Fargo Dealer Services and Cameron Hellmuth, SunTrust Bank.

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In keeping with longstanding WANADA Open tradition, winners of all *Luck-of-the-Draw* prizes were required to be present at the Open Awards Banquet to win.



WANADA's incoming president, John O'Donnell; Kristina Henry, WANADA's Director of Events; and Charlie Stringfellow, Brown Automotive Group, draw winners for the door prizes as the dinner guests anxiously await their names to be called.

# Thank you! 2014 WANADA Open sponsors and organizers

A big thank you to the many sponsors who made this year's WANADA Open program so successful.

### **Activities Sponsors**

CARFAX - Dinner

Wells Fargo Dealer Services – Golf Towels

Chesapeake Contracting Group – Golf Balls

AutoTrader.com – Pin Location Flags

SunDun Office Refreshments – Cocktail Reception

US Trust/Bank of America Private Wealth Management - Cocktail Reception

Chesapeake Petroleum & Supply – Golf Carts

JM&A Group – Golf Carts

ABC7/News Channel 8 – Door Prizes

WorkForce Tactix, Inc. - Grand Prize

Penney Design Group – Registration

BG Products - Beverage Carts

Charapp & Weiss, LLP – Beverage Carts

Capital One Auto Finance – Lunch

Cars.com - Lunch

SunTrust Bank - Lunch

RBC Wealth Management, Paul and John Keats – Hole-in-One Prize (\$10,000)

B&R Associates – Hole-in-One Prize (50-inch plasma TV)

Chesapeake Employers Insurance – Hole-in-One Prize (iPod Touch)

The Washington Post – Hole-in-One Prize (Ping woods and bag)

Hargrove – Signs

Councilor, Buchanan & Mitchell, PC – Driving Range

### Hole sponsors

BB&T Dealer Financial Services, BMO Harris Bank, CareFirst BlueCross BlueShield, Chesapeake Petroleum & Supply, Comcast Spotlight, Group Benefit Services, Hamilton and Hamilton, Kaiser Permanente, PNC Dealer Finance

### **WANADA Open organizers**

The success of the WANADA Open also was brought about by the energy and boundless imagination of Tony Santy, Chesapeake Petroleum and his Special Events Committee: Dwayne Cannon, JM&A Group; Bob Hydorn, Fitzgerald Auto Malls; Jennifer Parsons, DARCARS; Pete Reilly, Councilor, Buchanan & Mitchell, and Sam Weaver, Chevy Chase Nissan.

In addition to the aforementioned WANADA leadership, this year's Open was assisted by the planning and hard work of WANADA staff, notably Kristina Henry and Ralph Frisbee, who were supported ably by Trish Frisbee, Kathy Teich, and their team consisting of Ana Campos, Katie DeRosa, Huda Farooq, Jonathan Henry, Andrea Holmes, Joe Koch, Katy Orme, Connie Ryan, Charley Spiridopoulos and Curtis Wowk.

### Thought for the Week...

If you think it's hard to meet new people, try picking up the wrong golf ball.

-- Jack Lemmon