

THE WANADA BULLETIN

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-



METALPRO
DEALERSHIP RECYCLING SPECIALIST
metalprorecycling.com

How green is your dealership?
Go green, recycle with Metalpro
Storage & Recycling programs for metals,
tires, oil filters, and collision center plastic



Advertisement

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 Viperman, 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



Tom Goulionis, NADA, accepts *closest to the pin* award for Hole 17.

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

This year's Open *grand* prize was a Nemaocolin 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 Nemaocolin 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.

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