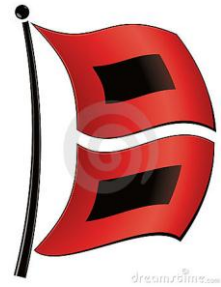


Headlines...

CBM celebrates its 90th Anniversary
U.S. retail auto industry adds 66 new car dealerships
Passport Auto Group adds Mini store in Rockville, MD
CarMax to open in Frederick, MD
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Thought for the week...



Hurricane Warning!

CBM celebrates its 90th Anniversary

CBM (Councilor, Buchanan & Mitchell P.C.), a full-service CPA and advisory firm that has served WANADA dealer members since it began in 1921, is celebrating its 90th anniversary this month. In conjunction with that anniversary, it unveiled a new brand and logo for the firm, which focuses on the company's approach to client relationships.



The new brand includes a two-color, blue and gray logo that symbolizes being surrounded by the financial wisdom CBM offers. CBM says the simplicity and clean design of the logo shows that "CBM is forward-thinking and, although 90 years old, still focused on the future of its clients."

WANADA congratulates Kindred-Line member CBM on this significant anniversary and wishes the partners and associates every continued success!

U.S. retail auto industry adds 66 new car dealerships

First increase in network since 2001

Urban Science has released its mid-year Automotive Franchise Activity Report (FAR), and it shows that the franchise dealership network in 2011 grew for the first time in 10 years. The report also showed an increase in throughput and sales, indicating franchised dealers are in financially stronger positions than they were at the close of 2010.

At the beginning of July 2011, there were 17,725 new vehicle dealerships, an increase of 66 over year-end 2010. However, the number of franchises has decreased by 729 as of July 1, 2011, bringing that total to 29,360. The decline is due largely to the wind-down of the Mercury brand at Lincoln dealerships. Urban Science says the drop in franchises represents a major stabilization of the automobile industry, following the wind-down of 4,897 franchises in the 2009–2010 calendar years.

"The small but unusual bump in the number of dealerships can be attributed to market corrections as the automakers rearrange stores following a couple tumultuous years of network consolidation and dealership bankruptcies," said John Frith, vice president of retail channel solutions at Urban Science. "The good news is that as auto sales have increased, dealer throughput has increased by just under 8 percent, putting dealers in a better financial position to handle the current economic uncertainty."

Throughput at dealerships has risen to an average of 711 per dealership, an increase from 656 vehicle sales per dealership in December 2010. Average throughput is based on sales of 12.6 million units.

"The mid-year numbers illustrate a healthy, stabilized dealership network," added Frith. "We expect a return to the long-term trend of a slow decline in the size of the network as the dealerships themselves become bigger with more franchises under one roof. We're not expecting to see any more big closures. Dealers are more efficient than ever and have learned to weather the downturns."

Urban Science maintains a list of current new vehicle dealership and franchise information for all car and light truck brands in the United States. Compiled on a monthly basis, the census is the most reliable source of dealership statistics. The data comes from a variety of sources, including feeds from automotive manufacturers as well as phone and field verification. Urban Science has been collecting this information since 1990 and compiles an annual analysis available every February for the previous year in its annual Automotive Franchise Activity Report.

Passport Auto Group adds Mini store in Rockville, MD

Passport Auto Group, whose 2-year-old Alexandria Mini dealership is the top Mini dealer on the East Coast, is opening a second Mini dealership in Rockville at 1190 Rockville Pike.

Mini of Montgomery County is Passport's seventh Washington-area location. The dealership group also represents BMW, Nissan, Infiniti, Toyota and Scion.

WANADA wishes the Passport organization all the best on its newest store and dealership expansion.

CarMax to open in Frederick, MD

CarMax, the used car superstore, has bought more than 12 acres of land near Frederick, MD and plans to open another used car operation there by 2013 or 2014.

The site, currently an unimproved lot at the intersection of Urbana Pike and Lowes Lane, is next to the Riverview Plaza shopping center, which includes a Target, Home Depot and Staples.

CarMax said it had received permission for a 36,000 square foot building, though it does not yet have the approvals to open a dealership.

CarMax began as a single used car dealership in Richmond, VA in 1993 and has since grown to 105 vehicle retail outlets with \$7.69 billion in annual revenue. Within the Washington metro market, CarMax already has stores in Rockville and Laurel, MD and Sterling and Woodbridge, VA. It also operates five new-car franchises and, at any given point in time, offers more than 30,000 cars for sale online at set, non-negotiable prices.

Register for 2012 NADA/ATD Convention, Feb. 3-6 in Las Vegas

Online registration and housing for the 2012 NADA Convention in Las Vegas opened July 25. President George W. Bush and Sergio Marchionne, chief executive officer of Chrysler Group and Fiat S.p.A., are the scheduled keynote speakers for the 2012 NADA and ATD Convention and Expo in Las Vegas next February.



The inspirational address will be provided by Aron Ralston, who had to amputate his right arm with a knife to free himself from a boulder after a hiking accident. His autobiography “Between a Rock and a Hard Place” was the subject of the film “127 Hours.”

Dealers wishing to register for the convention can click [here](#)

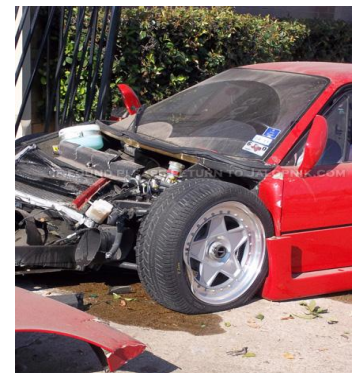
Every dealership's worst bad dream

Technician wrecks \$500,000 Ferrari F40

It happened last week in Houston, TX where a technician's joyride led to the wreck of a Ferrari F40 worth at least \$500,000. Eye witnesses reported the car was traveling at a speed well above 60 MPH, despite a posted speed of 35 MPH, when the crash occurred.

The Ferrari's owner was out of town when the crash happened. Because the F40's tub is cracked, the car is being treated as a total loss.

With this in mind, the service department should review its test drive policy and enforce it!



What's left of the Ferrari F40



Most expensive car ever!

A 1957 Ferrari Testa Rossa prototype, one of only four made by the Marengolo, Italy factory, sold last week for \$16.39 million at the Gooding auction in Pebble Beach, CA. That makes it the most expensive car ever sold publicly.

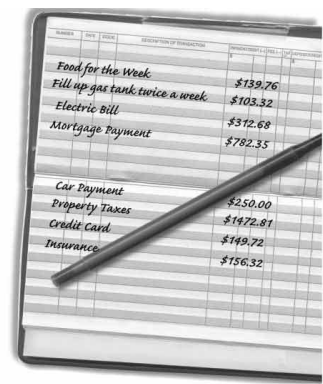
And the commission on the sale? A cool \$1.5 million. Who says selling cars isn't a great living?

The national budget deficit in perspective

U.S. income: \$2,170,000,000,000
 Federal budget: \$3,820,000,000,000
 New debt: \$1,650,000,000,000
 National debt: \$14,271,000,000,000
 Recent budget cut: \$38,500,000,000

Mind boggling numbers, to be sure, but now remove eight zeros and look at them as a family budget.

Total annual income for the Jones family: \$21,700
 Amount of money the Jones family spent: \$38,200
 Amount of new debt added to the credit card: \$16,500
 Outstanding balance on the credit card: \$142,710
 Amount cut from the annual budget: \$385



We'd like to hear from you! Send us your company news!

We want to hear from our WANADA members--especially when it's good news! Be sure to keep your association in the loop when you've reached a milestone or win an award, have a notable charitable fundraiser or volunteer effort. We'd love to help you spread the word.

Email information and photos for dealer news stories to director of communications, Jake Kelderman at jak@wanada.org. You could see your dealership in the next WANADA Bulletin!

Thought for the week...

I believe that unarmed truth and unconditional love will have the final word in reality. This is why right, temporarily defeated, is stronger than evil triumphant.

--Martin Luther King, accepting the Nobel Peace Prize, 1964