

GCADA Newswire
is published by
the Greater Cleveland
Automobile Dealers'
Association.

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Developing Performance Standards to Increase Sales

Based on an 18-20% closing ratio, the average dealer sells to only one out of five prospects. Yet over 90 percent of all prospects buy within a week! Why is the average closing percentage still 20%? Why not 30% or better? The answer may lie in the following information gathered in an NADA survey:

Buyers who bought within three days of the day they started looking:	57%
Buyers who bought within a week:	90%
Buyers who were not followed up after leaving without making a purchase:	90%
Buyers who tell the salesperson they are shopping:	72%
Buyers who actually took the time to shop at other dealerships:	42%
Buyers who decided they were going to buy a vehicle before they left home:	85%
Average dealership's total vehicle sales made to customers new to the dealership:	65%
People who buy on the first visit to a dealership:	20%
Selling situations where the salesperson properly established rapport, qualified, and controlled the prospect:	18%
Prospects who feel they did not get a good product presentation and demo ride:	88%
Time the average sales manager spends working directly with the sales force:	18%
Customers who did not recall salesperson's name 12 months after purchasing:	82%
Owners who are contacted about purchasing another vehicle after delivery:	10%
Number of buyers the average salesperson talks to each day on dealership premises:	2.7
Number of retail deliveries (new and used) the average salesperson makes in a month:	13

To improve performance, you need to know more than each salesperson's sales per month. How many of the survey questions could *your* manager answer accurately for your dealership? How many could you answer? Without this information, your sales staff will keep repeating last month's performance. Having the information will help you develop profitable performance standards for your dealership.

One way to get the information you need is to install a CRM system for tracking sales and follow-up. For the average dealer, proper control results in about a 40% increase in sales.

If you would like more information about this article, please contact your Association at 440.746.1500.



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NewsWire

Greater Cleveland Automobile Dealers' Association

GCADA Speakers' Bureau in Action!

Dealers Visit Local High Schools with Positive Messages About Careers in the Retail-Automobile Industry



Joe Firment, a Chevrolet dealer in Lorain County, hosts a workshop December 9, 2002 at Lorain Admiral King High School.

aptitude to succeed because promotions within the dealership and earning potential can be unlimited."

The public face of a new-car and -truck dealership is usually the showroom filled with gleaming cars and the salespeople who are waiting eagerly to sell them. While the sales force is vital to the success of a dealership, there are many other equally important facets to a successful dealership.

In 2000, new vehicle dealerships in Northeast Ohio directly employed about 16,000 individuals with a payroll of about \$1 billion. On average, dealerships in the region employ about 60 individuals.

Brecksville, Ohio – The GCADA Speakers' Bureau has begun!

Record new-car and -truck sales over the past five years and the recent success of interest-free financing has many local dealers scrambling to fill many job openings at local auto dealerships, says the Greater Cleveland Automobile Dealers' Association.

That is why the Association has created the GCADA Speakers' Bureau, consisting of auto dealers, whose goal is to highlight the vast number of dealership career opportunities, while taking their message to the students in Northern Ohio.

The 40-minute interactive presentation provides students with practical knowledge of new-car and -truck dealership operations and the careers available at local dealerships. The presentation features a VHS documentary, "What's the Deal on Dealerships?", a PowerPoint presentation and Q & A session.

"Tremendous career opportunities are available at new-car and -truck dealerships throughout the communities of Northeast Ohio," said Gary S. Adams, GCADA president, which represents 216 dealers in a 14-county region "Dealers are looking for career-minded individuals with an

In fact, career options in the retail-automotive industry vary from lot attendants to dealership owners. In addition to sales and administration, parts and service are an important part of any dealership, and career opportunities can be found there, as well.

And with today's high-tech vehicles, automotive technicians and parts people need to be highly trained individuals. Other jobs in dealerships include sales managers, used

vehicle managers, office managers, title clerks, accounting positions, body shop workers and managers, service managers and advisors.



GCADA President, Gary S. Adams, (right) discusses career opportunities at local dealerships with Jeff Maynor, WKYC-TV Channel 3 (NBC Affiliate) anchor/reporter at Central Cadillac-Hummer on Carnegie Ave. The news segment aired Nov. 20, 2002.

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GCADA Speakers' Bureau in Action! (continued)

Percentage of Dealership Employment by Department

New Vehicle	21%
Used Vehicle	11%
Service	33%
Body Shop	8%
Parts	10%
Tax/Title	2%
Administration	10%
Other	5%

Source: 2001 Economic Impact Study, *How Franchised New Car and Truck Dealers Affect Northeast Ohio's Economy*, Auto Outlook, Inc.

It's not too late to sign up for the G C A D A Speakers' Bureau and deliver your own positive messages in your community about careers in the retail-automobile industry. Please feel free to contact Matt Dougher at your Association for more information.

- 12.12.02 – Rob Schimmelpfenning, **True North Chrysler Dodge Jeep** – *Ashtabula County JVS*
- 12.18.02 – Dave Towell, **Dave Towell Cadillac Saab** – *East High School*
- 1.7.03 – Tony LaRiche, **Tony LaRiche Chevrolet** – *Willoughby-Eastlake Tech Center*

DID YOU KNOW?

- One in five Americans works directly or indirectly in the automotive industry. The retail-automotive industry in an 11-county region of northern Ohio generates more than 28,000 jobs with about 16,000 working directly at franchised new-car and -truck dealerships.
- The automobile is a necessity of modern life, with Americans driving about 2.8 trillion miles each year.
- Nationwide, there are more than 216 million vehicles in operation today.
- Automotive retailing is the largest retail sector of the American economy. In Ohio, retail-automobile sales accounts for 23 percent of total-retail sales, generating \$27 billion in total sales in 2001.
- In 2001, the average dealership in Northeast Ohio provided about 60 jobs with area residents earning more than \$1 billion in dealership operations.
- In Northeast Ohio alone, new-car and -truck dealers – through taxes collected or paid – generated about \$500 million in revenue for the state government of Ohio in 2001.
- The average dealership serviced about 14,200 vehicles in 2001.

What the media is reporting:

12.29.02 – **“Auto dealers bringing their message into area schools”** – *Lorain Morning Journal* – “There’s a large number of high-paying jobs in the auto industry with good benefits that require varying education levels. Parents and guidance counselors often don’t know of the opportunities available in the industry, so they don’t encourage students to join it. Today parents talk to their kids about being doctors and attorneys, but there are many young people who are not suited for this.” – **Joe Firment, Joe Firment Chevrolet**

“A college degree helps, but it’s not necessary. We have jobs where high school is sufficient and we have jobs where tech school is sufficient. It’s one of the few businesses where you can start on the wash rack cleaning cars and become an owner.” – **Nick Abraham, Nick Abraham Auto Mall**

12.12.02 – **“Students learn about today’s auto industry”** – *Lakewood Sun Post* – “Dealerships around the country are looking for good people who want to make a career selling and servicing cars. Today’s cars are as much about high-tech as high-performance. And auto technicians now need to know how to use a computer mouse as much as a lug wrench.” – **Dick Marcellino, President of Motorcars Acura Volvo**

12.10.02 – **“Jumpstarting an auto career”** – *Elyria Chronicle-Telegram* – “You can make an extremely good living. We need technicians not only here, but all over the country.” – **Joe Firment, President of Joe Firment Chevrolet**

Completed Workshops to Date:

- 11.18.02 – Frank Porter, **Central Cadillac Hummer** – *Jane Addams Business Career Center*
- 12.2.02 – Gary Panteck, **Brunswick Auto Mart** – *Valley Forge High School*
- 12.4.02 – Dick Marcellino, **Motorcars Acura Volvo** – *Lakewood High School*
- 12.9.02 – Joe Firment, **Joe Firment Chevrolet** – *Lorain Admiral King High School*



Tony LaRiche, president of Tony LaRiche Chevrolet in Lake County, highlights dealership career paths with automotive technology students from Willoughby-Eastlake Tech Center on January 7, 2003.

Mt. Everest Climber/Leukemia Survivor Speaks at GCADA Awards Dinner at the Rock and Roll Hall of Fame

2002 GCADA Chairman Joe Firment Honored at Event



2003 Chairman Gary Panteck, president of Brunswick Auto Mart accepts the gavel and prepares to make a few remarks from the podium during the GCADA Awards Dinner held last November at the Rock and Roll Hall of Fame. From (l to r): Fred Baker, first vice chairman (Fred Baker Porsche/Audi); Richard Bass, second vice chairman (Bass Chevrolet); Kirt Frye, treasurer (Sunnyside Chevrolet, Honda, Porsche/Audi and Toyota); and Joe Firment, immediate past chairman (Joe Firment Chevrolet and Joe Firment's Lupe Chevrolet)

Cleveland, Ohio – From inside the Rock and Roll Hall of Fame and Museum at the GCADA Awards Dinner last November, 2002 GCADA Chairman, Joseph D. Firment, and 2003 GCADA Chairman, Gary Panteck, were both recognized for their stewardship and commitment to the Greater Cleveland Automobile Dealers' Association.

On this night, awards were presented to GCADA members on the Executive Committee, Board of Trustees and various Association Committees.

After the awards ceremony, Alan Hobson, cancer survivor and Mt. Everest climber from Canada, delivered an inspirational presentation about his decade of thrilling experiences on three Mt. Everest expeditions and his insight gained on his own medical mountain – conquering leukemia. Hobson drew parallels between Mt. Everest, his life-threatening illness and the challenges we all face every day at home and in the workplace.

On August 9, 2000, at the age of 42, Alan Hobson was a vibrant, fit and energetic world adventurer preparing to explore the deepest point in the ocean. In so doing, he would become the first person

in the world to have visited the highest and lowest points on the surface of the Earth. Twenty-four hours later, he was diagnosed with acute leukemia and given less than a year to live.

So began what has become for Hobson his ultimate adventure, a true “Inner Everest.” He has survived three rounds of intensive chemotherapy and on November 15, 2000, received a life-saving stem cell transplant thanks to his donor brother, Eric Hobson. Today, Hobson is well on his way to making a full recovery.

“My medical mountain has presented me with the greatest challenge of my life,” the Mt. Everest summiteer told the audience Nov. 12, 2002 at GCADA Award's Dinner at the Rock and Roll Hall of Fame and Museum in Cleveland. “It has proven to be far more challenging than Everest.”

During treatment, Hobson lost his hair, but he did not lose his spirit. He continued to physically train when he could and inspired dozens of nurses, doctors and patients. He kept going thanks to the love of his wife, Cecilia, the support of friends and family and a dogged determination not just to survive, but also to thrive through the crisis.

“That's about the same length of time it takes to put together a typical Mt. Everest expedition,” Hobson said. “So, once again, it's one step at a time towards a new summit. I CAN get better, I WILL get better. So can we all.”



Alan Hobson, Mt. Everest climber and leukemia survivor, delivers an inspirational talk on conquering his illness and the world's highest peak at the GCADA Awards Dinner held November 12, 2002.

GCADA Properties – Commercial Space Available

With the recent departure of Grinnell International from the GCADA facility at 10100 Brecksville Road, there is about 18,000 sq. ft. of commercial space available for rent.

The space includes 75 percent office and 25 percent warehouse, which may be split up. The price range per square foot is about \$10 plus utilities, depending on specific requirements. If you know of anyone who has a need for a centrally located and accessible commercial space, please contact Lou Vitantonio at 440.746.1500. We appreciate your assistance in this matter.

2003 Greater Cleveland International Auto Show - Celebrating 100 Years of Auto Shows and Ohio's 200 Years of Statehood

Calendar of Events

Planning and preparation for the 2003 Greater Cleveland International Auto Show, held March 1-9 at the I-X Center, is already underway! Chevrolet brand cars and trucks will be featured as the official vehicles of the show. In addition, a 2003 Chevrolet Corvette 50th Anniversary Edition is the "giveaway" prize.



Thursday, February 27, 2003

"Buckle Down Cleveland" Safety Conference

"What You Don't See Can Save Your Life" – the hidden safety features that motorists don't see (and may not know are there) until an emergency. Features like new airbag technology, anti-lock braking systems, traction control, improvements to frame construction, etc. In addition, the campaign has placed an emphasis on teen/youthful drivers and employee outreach. The campaign has expanded its message to include specific driving risks (winter weather, impairment, etc.) and how seat belts help in emergency situations. General buckle up messages and car seat check-ups will continue.

Friday, February 28, 2003

"A Night of Lights" Charity Preview Night

About 1,000 guests are expected to attend the Friday event at the I-X Center to raise money for the Epilepsy Foundation of Northeast Ohio, March of Dimes, and the Western Reserve Historical Society's new Crawford Museum of Transportation and Industry. Tickets to the event cost \$250 per person. The live action features a 1977 Corvette in addition to a silent auction. Guests will also have the opportunity to preview the Cleveland Auto Show before it opens to the public on Saturday, March 1 which is also Statehood Day – Ohio's 200th birthday. Call 440.746.1500 for ticket information.

Harvest for Hunger/Dealership Employee Appreciation Night Food Drive

Later that evening, from 7:30 p.m. to 11 p.m. dealership employees and their families are encouraged once again to bring cans of food and other nonperishable food items upon admittance. The collection will benefit the Harvest for Hunger campaign. Over the past three Cleveland Auto Shows, more than 45,000 pounds of food has been collected in less than 12 hours in single day collections.

Saturday, March 1, 2003

2003 Cleveland Auto Show Opens on Ohio's Statehood Day

Saturday is Statehood Day and Ohio celebrates her 200th birthday (1803-2003). Interestingly enough, the first Auto Show in Cleveland was held at Gray's Armory in 1903, so it's 100 years of auto shows as well. Celebrating Ohio's rich contribution to auto manufacturing and transportation, a special Commemorative Bicentennial Auto Collection, in cooperation with the Western Reserve Historical Society, will feature 20 vehicles made in Ohio

beginning in the early 20th century. The Collection will be on display at the 2003 Greater Cleveland International Auto Show from March 1-9.

As one of the nation's largest auto shows with 900,000 square feet of exhibit floor space on one level, auto show enthusiasts can expect to see a wide range of domestic and imported passenger cars and trucks, sport utility vehicles, crossover utility vehicles, minivans, experimental and concept cars. About 800 different vehicles will be on display.

Ford Motor Co. also celebrates 100 years as a leading automaker in 2003. The 5th Annual Classic Car Competition will showcase more than 90 classic automobiles in 100,000 square feet on the lower level of the I-X Center. Northeast Ohio's classic car owners will compete for honors.

Sunday, March 2, 2003

11th Annual Automotive Technology Competition

This competition includes students from automotive technology programs throughout Northern Ohio. The top-paired seven teams scoring the highest on a written exam will face off at the I-X Center in a two-hour, hands-on "Trouble Shooting Contest" at 1 p.m. Vehicles donated by auto manufacturers – Chrysler, Ford, Honda, Nissan, Oldsmobile, Chevrolet and GMC – will be "bugged" with repairable faults. At the 2002 show, students from Penta Career Center in Perryburg, Ohio, won first place.

Students will be challenged to find and make the appropriate repairs in the contest's "pit area" setting. Scholarships will be awarded to the first place team, along with a trip to the Big Apple in April to compete in the Auto Tech Super Bowl at the 2003 Greater New York International Auto Show.

Monday, March 3, 2003

Family Day at the Cleveland Auto Show

Eight [TBA] Fisher Price Power Wheels will be given away in hourly drawings and a special appearance by Cleveland Indians' mascot, Slider, are among the many highlights planned for Family Day. In addition to the FREE PARKING featured throughout the show, Family Day admission is FREE to all children 15 and under when accompanied by a parent or guardian. Other special Family Day festivities include face painters, roaming magicians and much, much more.

Monday, March 3 – Thursday, March 6, 2003

Auto Dealers' to Co-sponsor AARP Driver Safety Program at Auto Show Helping Older Drivers Improve Skills, Avoid Accidents & Traffic Violations

AARP in cooperation with the Greater Cleveland Automobile Dealers' Association will offer the AARP Driver Safety Program during the Greater Cleveland International Auto Show. The program is the nation's first and largest classroom driver improvement course specially designed for motorists age 50 and older. The course helps drivers refine existing skills and develop safe, defensive driving techniques, while teaching how to avoid accidents and traffic violations. Since 1979, more than 7.5 million people have completed the course.

Seniors face specific challenges that younger drivers do not, such as poorer vision, lack of fitness, medication dependence and slower reaction times. The course will be offered daily from 1 to 4 p.m. over four days beginning Monday, March 3 through Thursday, March 6, 2003. The program costs \$10, which includes the price of admission into the Cleveland Auto Show – the nation's fifth largest auto show featuring more than 800 vehicles in 900,000 square feet of exhibit space. AARP members and non-members are eligible to take the course. There are no tests. Parking is FREE throughout the nine-day show to all visitors.

The course covers the following topics:

- Vision and hearing changes;
- Effects of medication;
- Reaction time changes;
- Left turns and other right-of-way situations;
- New laws and how they affect you; and
- Hazardous driving situations.

Upon successfully completing the program, graduates will receive a course completion certificate and may be eligible for an automobile insurance premium reduction or discount. Check with your agent to see if your insurance company offers discounts.

Wednesday, March 5, 2003

13th Annual SADD Workshop

The 13th Annual Student Alcohol & Drug Awareness Program will be held in conjunction with the Cleveland Auto Show. At 10:30 a.m., all SADD advisors, directors and chapter members will attend a program called, "It's Up To You," featuring nationally known speaker, Steve Gerety. Gerety delivers an energetic presentation to inspire students to believe in themselves, their dreams and the life they want to live. The Greater Cleveland Automobile Dealers' Association (GCADA) and Students Against Driving Drunk (SADD) sponsor the SADD exhibit. It will feature information on the effects of substance abuse while driving behind the wheel of a motorized vehicle.

Each student who signs a SADD CONTRACT FOR LIFE will receive free admission to the show at any time by simply bringing their SADD CONTRACT FOR LIFE to the Auto Show office, located at the West Entrance next to the box office. A parent or guardian must accompany participating students. If you have any questions concerning the program, please contact Ken Groll, director, Northeast Ohio SADD Program at 216.606.6023.

Wednesday, March 5, 2003

NASCAR Night

Auto show enthusiasts and racing fans will get a chance to meet top NASCAR drivers during an autograph signing session at the Auto Show between 6 p.m.-8 p.m., NASCAR drivers [TBA] will meet and greet visitors and sign autographs.

Thursday, March 6, 2003

"Team Chevy" – Celebrity Night with the Cleveland Browns

The National Football League's greatest fans will have an opportunity to meet and greet Cleveland Browns players beginning at 6 p.m. for a meet/greet/autograph session at the Team Chevy display.

Friday, March 7, 2003

Automotive Design Symposium in cooperation with the Cleveland Institute of Art

The Cleveland Institute of Art, in cooperation with the Greater Cleveland International Auto Show, will host an Automotive Design Symposium at the I-X Center.

In addition to the symposium, there will be individual appearances (TBA) by automotive designers who have graduated from the Cleveland Institute of Art discussing their respective concept and production vehicles at the 2003 Show. Last year, Carl Zipfel, chief designer, GMC brand character, hosted a forum discussing his work on the GMC Terra4 concept with automotive design and tech students. Eric Stoddard, exterior designer of the Chrysler Crossfire as well as Akron-native and Walsh Jesuit High School graduate, Patrick Schiavone, designer of the Ford Mighty F-350 TONKA, also hosted forums. The year prior, Phil Zak discussed his work on the Pontiac REV with students from his alma mater.

Saturday, March 8, 2003

5th Annual Classic Car Competition Judging and Award Ceremony

More than 90 classic cars will compete in 100,000 square feet of space on the lower level of the I-X Center. A recent addition to Auto Show excitement, classic car club members will display vintage vehicles from the '20s, '30s, '40s, '50s, '60s and '70s. The Classic Car Competition runs simultaneously with the 2003 Greater Cleveland International Auto Show. Judging officials will present awards to the winners at 2 p.m. in the lower concourse of the I-X Center. Awards will be based on eight categories – Best Antique, Best Classic, Best Muscle, Best Rod, Best Custom, Best Truck, Best Corvette, and Peoples' Choice "Car of the Show."

Sunday, March 9, 2003

2003 Chevrolet Corvette 50th Anniversary Edition "Giveaway"

One lucky visitor attending the 2003 Greater Cleveland International Auto Show will win a 2003 Chevrolet Corvette 50th Anniversary Edition. Nine daily winners will compete for the keys that open the door in a winner-takes-all showdown.

For more information, please log on to www.cleveland.com/autoshow or contact us at 440.746.1500 or toll free at 888.740.2886.

Cleveland Auto Show Celebrates Ohio's 200th Birthday - March 1, 2003

Cleveland, Ohio – The Greater Cleveland Automobile Dealers' Association in cooperation with the Western Reserve Historical Society's Crawford Museum of Transportation and Industry have assembled a special Commemorative Bicentennial Auto Collection, celebrating auto manufacturing in Ohio and the state's rich contribution to worldwide automotive transportation over the past century.

The Collection will feature 20 examples of prime, antique automobiles – seen for the first and only time in one stunning collection during the 2003 Greater Cleveland International Auto Show at the I-X Center, held March 1-9. The Cleveland Auto

Show, also celebrating 100 years of existence (1903-2003), opens to the public on Statehood Day, Saturday, March 1, 2003. Ohio celebrates her 200th birthday on this day as well.

The Crawford Museum is also one of 40 recipients in Ohio to receive a Bicentennial Legacy Grant. The Collection at the Cleveland Auto Show will kick-off the museum's legacy project, called the Ohio Road Rally. Several vehicles on display at the show will tour the state in July traveling exclusively on the old U.S. Highway system through Cleveland, Toledo, Dayton and Columbus. A second Road Rally in August will travel to Cleveland, Akron and Canton.

COMMEMORATIVE BICENTENNIAL AUTO COLLECTION

GROUP 1

1906 Baker Imperial (Cleveland)
1929 Ford Model A Station Wagon* (Cleveland)
1916 Owen Owen-Magnetic (Cleveland)
1901 Packard Model C Runabout (Warren)
1916 Rauch & Lang Model J6 Coach (Cleveland)
1917 Stearns-Knight Cloverleaf Roadster (Cleveland)
1915 White Roadster (Cleveland)
1913 White Firetruck (Cleveland)
1942 Willys General Purpose 4x4 ("Jeep") (Toledo)
1899 Winton Phaeton (Cleveland)

GROUP 2

1926 Chandler Roadster (Cleveland)
1924 Ford Model T Coupe* (Cleveland)
1929 Jordan Speedboy (Cleveland)
1905 Peerless Model 9 Touring "Roi de Belges" (Cleveland)
1925 Rollin Model G Touring (Cleveland)
1907 Studebaker-Garford Model H Landaulet (Lorain)
1922 Templar A445 Roadster (Cleveland)
1904 White Model D Rear-Entrance Tonneau (Cleveland)
1955 Willys 4-Door Sedan (Toledo)
1907 Winton Model M Touring (Cleveland)

THE COLLECTION IS AN EXCELLENT EXAMPLE OF EACH OF THE MARQUES AND REPRESENTS THE DIVERSITY OF VEHICLES PRODUCED IN CLEVELAND, LORAIN, WARREN AND TOLEDO BEGINNING IN THE 20TH CENTURY.

* FORD MOTOR CO. CELEBRATES 100 YEARS IN BUSINESS.

Local Dealer Delivers Special Edition Corvette While Celebrating Faith

The raffle was held during "The Fest" last August – a day for music, song and prayer, held at the Center for Pastoral Leadership in Wickliffe, Ohio. More than 8,000 teens, young adults and families from eight counties of the Catholic Diocese of Cleveland gathered to celebrate their faith.

"The event was a celebration of people's Christian Catholic faith," said Father Bob Stec, vocational director, Catholic Diocese of Cleveland. "This was a positive event after the scandals and controversy that has been in the news."

Gene Roberts (left) of Sagamore Hills, Ohio with his two-year-old son, Louis, (center) takes delivery of his first place prize, a 2003 50th Anniversary Edition Corvette, from Ron Hazelton (right), president of Lakeshore Chevrolet in Euclid,

Ohio. Roberts won the car through a raffle held in conjunction with Catholic Diocese of Cleveland Fest. About 1,100 tickets were sold at \$100 per ticket. "Participation and ticket purchases from dealers nationwide put the raffle over the top," Hazelton said.



Your Northern Ohio Members of the 125th Ohio General Assembly

Here's an updated list of Ohio's elected officials in a 14-county region of Northern Ohio. For more information about Legislative Empowerment for Auto Dealers (LEAD) or to contribute, please contact Matt Dougher at your Association, 440.746.1500.

Ohio Senate

Bob Gardner (R-Madison)
Ron Amstutz (R-Wooster)
Jeff Armbruster (R-N. Ridgeville)
Bob Spada (R-Parma Hts.)
Kevin Coughlin (R-Cuyahoga Falls)
Bill Harris (R-Ashland)
Kirk Schuring (R-Canton)
Randy Gardner (R-Bowling Green)
Dan Brady (D-Cleveland)
Eric Fingerhut (D-Cleveland)
Robert Hagan (D-Youngstown)
Leigh Herington (D-Ravenna)
CJ Prentiss (D-Cleveland)
Marc Dann (D-Liberty Township)

Jeff Manning (R-N. Ridgeville)
Scott Oelslager (R-Canton)
Mary Taylor (R-Uniontown)
John Widowfield (R-Cuyahoga Falls)
Bryan Williams (R-Akron)
Ron Young (R-Leroy)
Kathleen Walcher (R-Norwalk)
Chris Redfern (D-Port Clinton)
John Boccieri (D-N. Middletown)
Ken Carano (D-Youngstown)
Kathleen Chandler (D-Kent)
Mary Cirelli (D-Canton)
Mike DeBose (D-Cleveland)
Dean DePiero (D-Parma)
George Distel (D-Conneaut)
Bill Hartnett (D-Mansfield)
Joe Koziura (D-Lorain)
Lance Mason (D-Shaker Hts.)
Dale Miller (D-Cleveland)
Bob Otterman (D-Akron)
Sy Patton (D-Youngstown)
Mike Skindell (D-Lakewood)
Shirley Smith (D-Cleveland)
Barbara Sykes (D-Akron)
Claudette Woodard (D-Cleveland Hts.)
Annie Key (D-Cleveland)
Ed Jerse (D-Euclid)

Ohio House

Jim Trakas (R-Independence)
Sally Conway Kilbane (R-Rocky River)
Tom Patton (R-Strongsville)
Jamie Callender (R-Willowick)
Chuck Calvert (R-Medina)
Jim Carmichael (R-Wooster)
Bob Gibbs (R-Lakeville)
Tim Grendell (R-Chesterland)
John Hagan (R-Alliance)



Bob Gillingham (right), 2002 GCADA immediate past chairman and president of Bob Gillingham Ford in Parma, Ohio, attends a fund-raiser this past fall for Rocky River, Ohio-native, Jim Petro, a candidate for Ohio Attorney General. Petro won the election in November 2002.



"...the Gavel Must Travel!"

2002 GCADA Chairman, Joe Firment (left), in a symbolic gesture, hands the gavel to 2003 GCADA Chairman, Gary Panteck (right), during the GCADA Annual Holiday Party held December 6, 2002 at Cleveland Browns Stadium. Entertainment was provided by Martha Reeves and the Vandellas.