



NEWSLETTER

The Road Ahead...

A letter from our President:



This is our first-ever company newsletter. Pretty exciting! And it comes just in time for an exciting announcement:

Our Toyota associates received a letter from me in their paychecks this month announcing that for the first time ever, EVERY Toyota dealership in our organization won the President's Award. No other automotive group in the entire nation, public or private, has ever accomplished this feat - and it's all due to our quality associates and your hard work.

In addition, ALL our dealerships contributed to our best year ever. We had sales of nearly \$1.7 billion in 2006, and are on target to do \$1.9 billion in 2007. Please accept my heartfelt thanks! Each and every one of you contribute to these numbers every year. I am honored that you have chosen to be a part of the Wilson Automotive Group.

With sales and awards, however, comes responsibility. And it continues to be our goal to give back to the communities that make us successful. In the pages of this newsletter you will see just a few of the things that our organization and our employees do for our communities. I am proud to be part of a group whose associates are so committed to making our world a better place.

Thank-you for all your hard work and dedication,

Regards,

David Wilson

"You can't live a perfect day without doing something for someone who may never be able to repay you." - John Wooden.

WHAT'S IN A NAME???

To one lucky Wilson associate, it could be \$500!!!

Obviously, our creative juices weren't exactly *flowing* when we came up with the name on THIS newsletter. So... we need a name - something exciting, clever & memorable - something that is as exceptional as the Wilson Automotive Group. We have a selection committee ready and waiting, so put on your thinking caps. Submit your suggestions via email to vikki@dwwco.com **no later than Sept. 15th, 2007.**

If we use your name, you will be \$500 richer!!!





Making a Difference in Your Community

TOYOTA OF ORANGE OWNER HELPS USHER IN NEW ERA FOR PANTHER FOOTBALL WITH \$2 MILLION GIFT.

TOYOTA OF ORANGE has received the Toyota President's Award for the 14th year. The award is given for excellence in all aspects of dealership operations.

Fans of Chapman University in Orange, Calif., cheered as the Panthers took to the field last fall for the inaugural game at Holly and David Wilson Field, made possible by a \$2 million donation from David Wilson, President of Toyota of Orange, and his wife, Holly Wilson Field, part of the new Erin J. LaSinger Athletics Complex, sits atop a 900-space underground parking structure. It will serve as the central focus of the 1,800-seat Ernie Chapman Stadium, slated for completion in 2008.

"Chapman University is an integral part of Orange and its growth, and I enjoy serving on the Board of Trustees," says Wilson. "This is a good way for us to give back to the community that has made us successful, while contributing to the education and success of future civic and business leaders." The 2001 recipient of Chapman University's annual Corporate Citizen of the Year award, Wilson also sits on the boards of the Orange County Council of the Boy Scouts of America and the Orangewood Children's Foundation.

"Wilson Field will serve as a symbol of the tremendous generosity these two extraordinary individuals have provided to so many organizations throughout Orange County," says Jim Doti, President of Chapman University. "Chapman feels very blessed to have been the recipient of their philanthropic support."



Toyota of Orange President David Wilson (center, right) and his wife, Holly (center), join Chapman University President Jim Doti (center, left), Athletic Director Dave Correy (far left), members of the Chapman Cheer Team and Pete the Panther on the new Holly and David Wilson Field.

TOYOTA
moving forward

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TOYOTA
moving forward

As seen in
TIME



WILSON AUTOMOTIVE GROUP EMPLOYEES DONATE \$255,000 TO SUPPORT LOCAL CHARITIES

The Wilson Automotive Group, one of Orange County's largest and most respected automotive dealership groups, recently announced that their employees donated over \$255,000 during the company's Christmas party.

"Instead of buying the boss another expensive gift, our employees at Wilson's 15 auto dealerships thought of a way to give David - and hundreds of other people - a gift that would last past the holidays," said Vikki Murphy, Wilson's vice president.

"In years past Wilson's employees and friends tried to shop and find the perfect gift for his birthday (in November) and Christmas. Every year we would try to outdo ourselves," says A.J. D'Amato Jr., Wilson's partner at Newport Lexus.

Murphy was constantly barraged with requests for gift ideas. "That's when A.J. and I decided to establish an endowment fund in his name at Orangewood Children's Foundation. This would give everyone a way to express their thanks to David, and create a gift that is much bigger and far-reaching than just our dealerships."

That first year the 130 employees of Toyota of Orange donated \$10,000 to the David Wilson Endowment Fund. This fund now contains over \$500,000, and the interest from it funds university scholarships for alumni of Orangewood. It was the foundation's first endowment gift, and Wilson was thrilled.

Since that time, Wilson's organization has grown to encompass 15 automotive dealerships and employ over 2,000 associates. And every year the employees at his dealerships choose this way of thanking their employer at the holiday season.

At their Christmas party, his employees presented him with a check for \$255,200. Recipients included Orangewood, Olivecrest, Laker's Youth Foundation, United Cerebral Palsy and the American Cancer Society.

"The money just kept coming in - from salesmen, sales managers, mechanics, clerical staff, parts counter men," said Ren Rooney, the Wilson Automotive Group president. "This isn't something we ask our employees to do. This is something that they choose to do every year."

"This is quite a tribute to David Wilson - that his employees are honoring him in this way," said Gene Howard, director of Orangewood Children's Foundation. "It's a very personal kind of recognition...one that will be long-lasting in its impact."

Wilson was overwhelmed. "This is unbelievable!", he said. "I was astounded! I have the best employees in the world!"

"Actually," said Murphy, "We have the world's greatest boss! I think everyone gave a little something. David is very generous to his employees and this is just our way of saying 'thanks'."



David Wilson's employees holding check for \$255,200

ABOUT THE WILSON AUTOMOTIVE GROUP



Our organization consists of 15 automotive dealerships and related companies located throughout Southern California and Scottsdale, Arizona. The Group maintains one core philosophy: "Treat people like you would like to be treated." This philosophy begins with the owner, David Wilson, who attributes the success and growth of his dealerships to the organization's strong emphasis on employee & customer loyalty.



FIGHT CLUB

Five boxers from the Santa Ana Boxing Club were included in the Amateur World Championship Tour in July. **Ryan Busnardo**, general manager of Honda Santa Ana, and one of the major sponsors of the Club, says that the dealership purchased four HP computers for the club to help them start an after-school program to reinforce the importance of academics.

"We donated a Honda Odyssey to the boxing club last year. We have donated shoes, clothing, food certificates, boxing equipment and even bicycles for the boys to use for their transportation. The computers were a necessary addition to this program so they realize that their education is just as important as their boxing. We are very excited that this small club is producing top-quality boxers, and that five competed on the championship tour in July."



The Santa Ana Boxing Club is a place rich in history and full of heart. The gym is located between two known gangs, next to a bar, in a poor part of Santa Ana. For over 30 years, it has been a safe haven for the young people in this low-income neighborhood. Two of their alumni, Brian Gonzales and Roberto Vargas, have gone to the national competitions. Roberto won a gold medal in the Mexico Golden Glove Competition and Brian went to Brownsville, Texas, to compete in the National Junior Boxing

Olympics. Particularly ironic considering the location of this facility, in 2006 the boys of the club were awarded a \$500 grant from the city for graffiti removal.

Over 100 teens enroll in this program each year, and Honda Santa Ana is proud to serve as one of their major benefactors. Busnardo adds, "We feel that this is a way for us to give back to the community that has helped pave the way to our success. We are making a difference - one teenager at a time."



SCOUTS HONOR

The annual Orange County Boy Scout Golf Tournament raised nearly \$215,000 for Scouting this year!

More than 200 golfers converged on Coto de Caza on June 21st for our most successful tournament ever! David Wilson has been the Chairman of the tournament for 13 years now, and all our dealerships participate. Not only did they participate this year, but we had WINNERS!



First place on the North Course was won by the South Coast Toyota Foursome: **Gary Alred, George Gankus, Darin Glinski** and of course **Paul Lunsford**.

We also had some incredible auction items. Fred Lopez of Sauers Construction got into a bidding war with **A.J. D'Amato Jr.** for the Lakers floor seats - AND WON!

Rumor has it, however, that Fred will be taking A.J. with him to the game.



And the big winner:



Paul Lunsford took home a brand new LS 460L as a result of his hole-in-one on Hole #4 of the North Course. Congratulations, Paul!



A LITTLE LEAGUE OF HIS OWN

Joe Ehler, general manager of Toyota of Orange, has coached the Villa Park Little League Allstars for the past 3 years. Joe personally funded and supervised construction of batting cages at the old Regal Lanes Bowling Alley, where the team works out a couple times a week. This year the team was 6 -2, and ultimately lost in the semi-finals. Since Joe's son, Joey, moves on to Pony League this year, he and his teammates are trying to persuade Joe to continue his coaching duties at the next level.



BACK TO SCHOOL IN STYLE

Last fall, David Ortiz, general manager of South Bay Toyota, was approached by one of his employees who was concerned that his children were not going to have adequate school supplies for the coming year.

Dave sent his business manager, Pam Komplexki, to the office supply store to purchase basic school supplies for this employee's school-age children. Several other employees heard about his act of generosity and wanted to help.

So...this year South Bay Toyota is purchasing school supplies to help over 30 employees' children go back to school in style. Hurley and DVS have donated backpacks.



Cheri Urias went online and got lists of basics required for each grade level. Then some of the employees went shopping. "We had a great time putting this all together," Pam said. "And it's especially rewarding for us when it is our own employees and co-workers we are helping."

Dave says that he is proud of all the work and enthusiasm his employees are putting into this project - as well as numerous other projects throughout the year. "We just have an outstanding group of associates, who love getting involved. These students are our future, and we want to do whatever we can to help them be successful."

OUR AMERICAN HERO



Robert Navarro is a true American hero. He has been an employee of Desert Lexus since 1994, but has been a patriot serving his country for even longer.

He first began active duty as a U.S. Marine in September of 1990, receiving M60A1 Tank training at Camp Pendleton, transitioning to M1A1 Tank in June of 1992.

Though Robert received an honorable discharge from the Marine Corps in 1998, he still believed his Country needed him. He reenlisted in the Selected Marine Corps Reserve with 4th Tank Battalion, Delta Company. He was deployed with Operation Iraqi Freedom in 2003. He returned home after his first tour of duty, but continued to serve with Delta company.



Robert has now been reactivated for deployment to Iraq as a tank commander. He will leave in mid-August. Noelia, Robert's wife, says she worries when he is gone - but is very proud that he has chosen to serve his Country. She and Robert have 5 beautiful daughters: Faith, Krystal, Viviana, Jazmin & Luz - and the new love of his life, his granddaughter Lilu (pictured above).

We salute you, Robert. Thank-you for your dedication and courage.



SAVINGS: COLLEGE OR RETIREMENT?

If saving for college or retirement is an "either/or" situation, financial experts generally recommend funding retirement accounts.

Selfish as it may sound, the reason is that other funding sources exist for college - such as loans and scholarships - but limited options exist for retirement.

Without enough personal savings, retirees must often live on reduced incomes provided by Social Security, or continue working to make ends meet.



Another reason to save for retirement instead of college: Retirement savings can sometimes be matched by an employer; but college savings are not. Experts have found that when funds are limited, it generally makes sense to contribute all or most of your money toward retirement.

SMALL SAVINGS MATTER

Half of American workers - both savers and non-savers - believe it is possible to save \$20 (or \$20 more) weekly for retirement.

That doesn't sound like much, but it results in more than \$1,000 of savings annually, plus interest. After 20 or 30 years, at an interest rate of 5%, a worker would have \$36,000 or \$72,600 respectively.



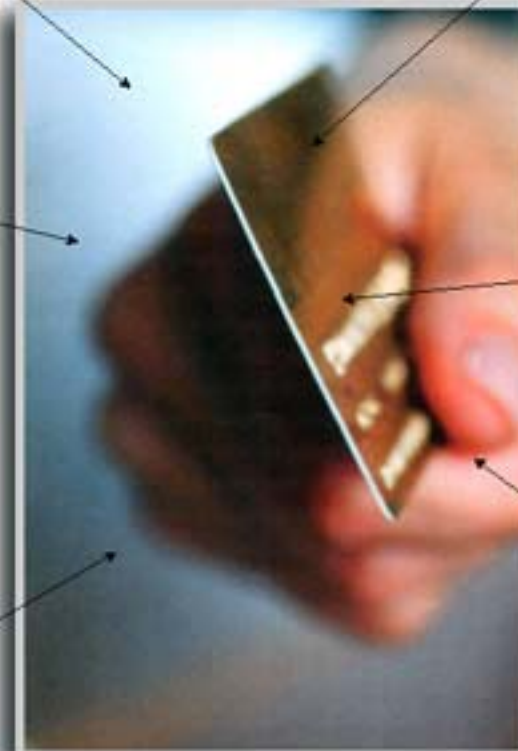
Source: Corporate Benefit Coordinators, Vol. 26, No 8

TIPS FOR PROTECTING YOUR CREDIT

File a police report immediately in the jurisdiction where your credit cards (etc.) were stolen. This proves due diligence on your part and is a first step toward an investigation (if applicable).

If you have a P.O. Box, use that instead of your home address. NEVER have your Social Security Number preprinted on your checks.

When you are writing checks to pay on your credit card accounts, DO NOT put the complete account number on the "For" line. Instead, just put the last four digits. The credit card company knows the rest of the number, and anyone who might be handling your check as it passes through all the check processing channels won't have access to it.



Telephone Numbers to remember:

- 1) Equifax: 1-800-525-6285
- 2) Experian (formerly TRW): 1-888-397-3742
- 3) Trans Union: 1-800-680-7289
- 4) Social Security Administration (fraud line): 1-800-269-0271

Do NOT sign the back of your card. Instead, put "PHOTO ID REQUIRED."

Place the contents of your wallet on a photocopy machine. Copy both sides of your credit cards, etc. In the event that you lose your wallet (or it is stolen), you will know what was in it, credit card account numbers, and phone numbers to call to report your loss.



A BIG THUMBS UP



Congratulations to **Jesus Machado**, who was recently promoted to the position of general manager of Right Honda. Jesus has been

Jay Francis' right-hand man at Right Toyota for the past 3 years and has helped make that dealership #1 in the Denver Region. Jesus and his wife Lori live in Chandler with their three children, Matthew, Samantha and Jared.



Glenn Quintos, our corporate controller, has had a busy few months. On May 19, he graduated from Chapman University with

his MBA, as a member of Beta Gamma Sigma honor society. Then on July 8, his wife Sonia delivered their first baby, Cassandra. Glenn, do you have any memory of what it was like to get a full night's sleep? Congratulations on a very exciting 2007 - so far.



On Friday, October 26, Gov. Schwarzenegger will present the Crystal Vision Philanthropy Award to **David Wilson** at the 9th Annual

Orangewood Ambassador's Luncheon. This award is presented to individuals who have made outstanding philanthropic contributions to their communities.

FOOD FORTHOUGHT

SUPER SPAGHETTI SALAD

*Submitted by:
Terri Billings, Business Manager
Toyota of Orange.*



Ingredients:

- 10 oz. package thin spaghetti
- 1 medium onion, diced
- 2 tomatoes, cut into chunks
- 1 cucumber
- 8 oz. bottle of light Italian dressing
- 1/3 cup grated Parmesan cheese
- 2 tsp. seasoned salt

Cook spaghetti according to package directions; drain and rinse with cold water. Add remaining ingredients, stir and refrigerate overnight. (Serves 8-10)

BON APPETIT!



CONSIDER THIS:

FAMILY DINNERS

~ Teenagers who eat dinner with their family at least five times a week learn better nutrition habits and are less likely to smoke, drink, or use drugs than teens who eat dinner with family 2 times a week or less.**

Source: National Center on Addiction and Substance Abuse at Columbia University

HOLD THE SALT

~ Look for a sodium content below 350 mg. per serving, and try to keep total fat below 3 grams for half-cup serving.**

Source: Environmental Nutrition, 16/28, No. 5



"BEEFING UP" WITH FIDO

~ A study at Northwestern University found that overweight adults and dogs who participated in a walking and weight-loss program together were more successful than people who didn't pair up with their dogs, or dogs whose owners did not try to lose weight.

Source: HealthierUS.gov

*The information in this publication is meant to complement the advice of your healthcare providers, not to replace it. Before making any changes in your medication, diet or exercise, talk to your doctor.



GO BALLISTIC FOR ORANGEWOOD



For the 19th year in a row, Tustin Lexus is sponsoring the Doug DeCinces Orangewood Classic Golf Tournament to raise money for Orangewood Children's Foundation.

The tournament, which has raised \$2.4 million since its inception in 1998, will be held *September 16 and 17* at Strawberry Farms Golf Club. On

Sunday, September 16, a dramatic and exciting "ballistic" helicopter ball drop will be held where participants can buy tickets for numbered golf balls. The numbered ball that lands in or closest to the designated hole wins up to \$25,000.

To participate or play, contact:
Tracy Sackett Cooper- (714) 619-0226

DIAMONDS & PEARLS

Newport Lexus is the major sponsor of the Beckstrand Cancer Foundation's Diamond and Pearl Ball to be held at the Balboa Bay Club & Resort on *October 13, 2007*.



500 Guests will enjoy an evening of classic elegance including Level Vodka martini reception, silent auction featuring dazzling jewels, designer couture and celebrity chefs. For more info: www.thebeckstrand.org/events

MARK YOUR CALENDARS!

- **October 6, 2007**
2nd Annual Chapman University/Toyota of Orange 5K
Schmid Gate, Chapman University @ 7:30 a.m.
Info: www.chapman.edu/5k
- **December 2, 2007**
Arizona Stores Annual Christmas Party
- **December 9, 2007**
California Stores Annual Christmas Party
- **February 21, 2008**
Toyota of Huntington Beach Grand Opening

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South Bay, CA
Gardena, CA

Right Toyota
Scottsdale, Arizona

Tustin Lexus
Tustin, CA

Desert Lexus
Cathedral City, CA

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Newport Beach, CA

Right Honda
Scottsdale, AZ

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