

SPECIAL ADVERTISING FEATURE

# AN INSIDER'S GUIDE TO CAR FINANCING

How to Make a Smart Vehicle Purchase



Presented by



[www.nada.org](http://www.nada.org)

# THERE HAS NEVER BEEN A BETTER TIME TO BUY A NEW CAR

Just 25 years ago, critics were predicting the end of the exciting automobile. Instead, the 21st century is turning out to be the golden age of the automobile. Never before have dealers offered a wider selection of safer, faster, more efficient, more affordable, better equipped, better built and better protected automotive choices.



According to Comerica Bank's chief economist David Litman, "Auto affordability reached a 25-year high in the second quarter of 2004, chiefly on the strength of income and employment gains over the past 12 months." The purchase of an average-priced new vehicle during that period required 20.6 weeks of median family income before taxes; that means it required fewer weeks of work to purchase a new vehicle than at any time in the previous 25 years.

Never before has the competition for the new-vehicle buyer's business been more intense. Never before has the market offered a wider selection of financing and leasing options. And never before have automotive manufacturers and dealers done business with better educated, better informed and more knowledgeable customers.

It is almost impossible to buy a "bad" new vehicle today, but it is more possible than ever to become overwhelmed by the waves of information and incentives rolling through this new sea of automotive choices. This guide is offered to help you select a vehicle you will enjoy owning and driving well into the 21st century.

The National Automobile Dealers Association (NADA) and its 20,000 members, who make their living selling vehicles to individuals one at a time, believe cars should not only represent good value but also be trouble-free and fun to drive.

## THE EVER-CHANGING AUTOMOBILE

Recent research suggests that only 8 percent of this year's new-vehicle buyers entered the market because they "needed" a new vehicle. The vast majority of buyers just want something new and exciting.

Contrast that with 25 years ago, when most new-car shoppers were in the market because their cars were

## AUTOMOBILE DEALERS IN THE COMMUNITY

### *NADA's Role in Our Communities and Our Economy*

Auto dealerships play a significant role in our nation's economy, generating nearly \$700 billion in total annual sales and employing more than 1.1 million people last year.

In addition to being an important part of our nation's economy, automobile dealers are generous community leaders as well. New-car and -truck dealers donate to the National Automobile Dealers Charitable Foundation to help communities large and small across America. The donations range from emergency relief funds to medical grants.





becoming too costly to maintain or were unreliable. What happened can be attributed to the computer and the fact that cars now last longer, with engines that withstand heat better for longer periods of time.

Some “Ultra Low Emission” engines are so efficient that, in some cities, the gases coming out of their tail pipes are cleaner than the air going into the engine in the first place.

### NAVIGATING A SEA OF NEW PRODUCTS

The 2005 model year includes many new and exciting vehicles. Some have enough computing power to adjust the climate control, open the doors, turn on the lights, close the windows, assist the steering, prevent the wheels from spinning, keep the vehicle from tipping, control your speed, crawl down a hill, prevent the brakes from locking, fold the seats, remember how you like to sit or even help you find your way home.

Hybrid powertrains are the current “hot thing” in automotive drivetrain technology. Hybrids represent a share of current sales, and manufacturers are racing to get the new technology onto their dealers’ new-car lots.

Even with recently announced 50 percent increases in planned hybrid vehicle production, it will be some time before supply catches up with demand, and hybrids will likely command a healthy purchase price premium over their more commonly powered competition in the foreseeable future.

Automotive research and development

departments are constantly looking for the next new thing; a technological breakthrough capable of providing all of the positive benefits of hybrid drive without all of the cost and complexity of the current system.

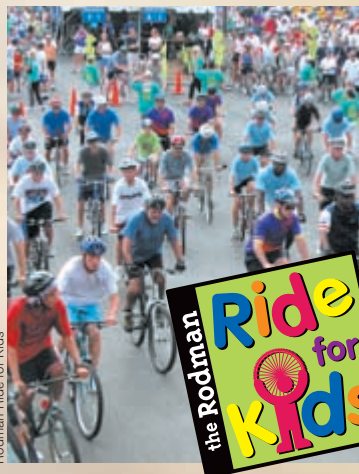
There’s no question that cars today are pretty cool. The question is: how do you go about deciding which model to buy and with what features? You don’t need a degree in astrophysics to understand the features, but you will need to do some research.

### DO YOUR HOMEWORK

According to industry experts, consumers can now become better informed about their automotive purchase more than ever before thanks largely to the Internet.

## AUTOMOBILE DEALERS IN THE COMMUNITY

DONALD E. RODMAN, Rodman Ford Lincoln Mercury, Foxboro, MA



### RODMAN RIDE FOR KIDS

Thousands of children in need across New England awaken every morning to an uncertain future. The Rodman Ride for Kids is a one-day cycling tour that makes a difference by raising money for nonprofit agencies that promote healthy, positive lives for children throughout New England. All routes begin and end at Rodman Ford Lincoln Mercury in Foxboro. Since its inception in 1991, the Rodman Ride for Kids has raised more than \$13 million for a variety of children’s organizations.

Above left—Gabe Palmer/Corbis; Above right—Thinkstock/Getty

Rodman Ride for Kids

To help define the vehicle you need, with the features you want, answer a few basic questions before you begin shopping:

**How many miles will you drive it?** The more time you spend in the vehicle, the more important comfort, convenience and safety should become in addition to cost-of-operation considerations.

**How long do you plan to keep it?** If you plan to drive the vehicle until the wheels fall off, financing options such as short-term leases and considerations such as residual value will be of considerably less importance than if you anticipate returning to the market two or three years down the road.

**What is your budget?** Decide what you can comfortably afford to spend before you begin to shop. Assume the cost of fuel won't go down for a while.

**Read everything you can to find out about the vehicles that interest you.** In addition to local newspapers and consumer publications, enthusiast publications publish periodic buyers' guides specifically intended to help you compare the features, benefits and value of new vehicles. Many provide detailed product comparison forms and cost of purchase and ownership calculating assistance.

In addition, you could sign up with CARFAX ([www.carfax.com](http://www.carfax.com)) and purchase a vehicle history report, which can help you avoid buying a car with costly hidden problems.



Don Mason/Corbis

### ASK THE PERSON WHO OWNS ONE

Current owners can often be the most reliable source of information on the vehicle they own.

Most of us tend to be proud of what we drive and can even be flattered by questions concerning our personal transportation choice. Most owners tend to be happy with their dealers, too.

A number of national surveys have found high customer satisfaction with the new-car purchase experience, as dealers continue to focus on quality customer service and consumer-friendly showrooms.

## Useful Online Resources

**[www.nadaguides.com](http://www.nadaguides.com)** Web site of NADA, a vehicle guide company that provides comprehensive information about new vehicles and used-car values.

**[www.carfax.com](http://www.carfax.com)** Provides background checks for any pre-owned vehicle's history based on its vehicle identification number (VIN).

**[www.consumeraffairs.com](http://www.consumeraffairs.com)** Provides information on recalls, product defects and vehicle safety testing.

**[www.consumerguide.com](http://www.consumerguide.com)** New- and used-vehicle pricing information.



Lester Lefkowitz/Corbis

### CONSIDER BUYING A CERTIFIED PRE-OWNED VEHICLE

As you consider your budget, think about buying a pre-owned vehicle. This could be advantageous since used cars are normally 20 percent to 30 percent less expensive than new cars, and you will save money on insurance. A good place to start is [www.nadaguides.com](http://www.nadaguides.com), a comprehensive used-vehicle Web site that provides consumers with one-stop information and values for a full range of vehicles. In

### DRIVE IT BEFORE YOU BUY IT

One of the most important services an automobile dealer provides is the opportunity to test-drive a variety of vehicles. Many dealers believe the test-drive is so important to creating satisfied customers that they offer extended, or even overnight, test-drive experiences.

Taking a test-drive is a critical step in deciding what you want to buy. Fortunately, there are few things more fun than test-driving new vehicles!

# WHEN YOU DECIDE WHAT YOU WANT TO BUY, HOW DO YOU PAY FOR IT?

Money, like any other commodity, trades on a bell curve; half the business pays more than average, half the business pays less. You may just wind up in that latter half if you follow these suggestions:

**Confirm your budget, then stick to it.** There is more involved with owning a car than making payments. The cost of fuel, maintenance, insurance and financing all need to be considered and can vary significantly depending on what you decide to buy and how you plan to use it.

**Expensive vehicles can cost more to maintain and insure, as can cars with high-performance engines.** Surprises can be avoided by calling your insurance company to find out what your new vehicle will cost to insure before you buy it. Many financial advisors recommend limiting your vehicle costs to 15 percent to 20 percent of your disposable income.

Like many other automotive innovations, the idea of extending credit to customers to buy new cars began with

automobile dealers. In 1917, Henry Ford sold 785,000 Model T's for \$360 each, and insisted on cash. In 1919, General Motors established the General Motors Acceptance Corporation to help General Motors' dealers finance their customers' purchases. By 1925, three out of every four automobile purchases were being made on an installment plan.

## APPLYING FOR CREDIT

Today, the vast majority of new-vehicle purchases are made with some form of credit, most arranged through the selling dealer.

Dealer financing offers a number of advantages:

1. The convenience of one-stop shopping
2. Competitive rates
3. Access to multiple sources for credit
4. Access to exclusive financial incentive programs from the manufacturers.

The process of applying for credit can be somewhat unnerving, but a few hours invested in getting familiar with the process can help reduce the anxiety. When you apply for credit, you will be asked to complete a credit application. The bank or dealership will obtain a copy of your credit report, which contains information about your current and past credit obligations and payment history and data from public records, such as any court records.

Dealers help car buyers secure credit by maintaining direct relationships with banks, finance companies and credit unions. Dealers will usually sell your finance contract to one of these finance sources. Because of the amount of business dealers do with these finance sources, their familiarity with local and national lending policies and because of their relationship with multiple finance sources, dealers not only offer competitive rates, but are usually able to negotiate better terms for a customer than the customer would be able to negotiate for himself.



Don Mason/Corbis

## MANUFACTURER INCENTIVES

Dealers are often able to offer manufacturer incentives which have recently included reduced finance rates and additional optional equipment at little or no additional cost. Many of these manufacturer incentives are offered on a limited-time basis. Be certain to ask your dealer for specific details on which incentives you qualify for and how long they will be in effect.

Generally, manufacturer-sponsored discounts are not negotiable, and discounted financing rates may be limited by a consumer's credit history. Such discounts are usually available only for certain makes, models and model years.

## HOW CREDIT SCORING WORKS

The potential finance source normally evaluates credit applications with an automated technique, such as credit scoring, which assigns numerical values to factors like credit history, length of employment, income and expenses (what you already owe).

The finance source also considers the terms of the sale, such as the amount of the down payment. Each finance source decides whether it is willing to buy the contract, and notifies the dealership of the wholesale rate it is willing to pay.

## AN ARRAY OF OPTIONAL EQUIPMENT AND PRODUCTS

Before you begin to negotiate financing, most dealership finance and insurance (F&I) managers will offer you a selection of optional equipment and products you may want to consider adding to your new vehicle, and to the amount you will need to finance.



Lee White/Corbis

Your choices may include dealer-installed options, such as upgraded radio systems, mobile phones, DVD players, satellite radio receivers, navigation systems and upgraded and/or custom wheel and tire packages; appearance items like spoilers, sunroofs, tinted glass; custom paint and/or pin stripes; and more practical equipment, such as floor mats, roof cargo racks, truck bed liners and bicycle, ski and surf board carriers.

Other options may include items such as credit life, health and disability insurance; GAP insurance; anti-theft items like radio car locators and alarms; fabric and paint protection products; and extended warranties and service contracts.

Each equipment and product choice should be accompanied by the dealership's suggested retail price; feel free to negotiate those prices. Which, if any, of these items you choose to buy will be entirely up to you, but there are several considerations to keep in mind when making your selections.

As a rule of thumb, the cheapest way to buy automobile parts and accessories is to buy them all at once. More importantly, equipment installed by an authorized dealer will usually not void the original factory warranty.

## Things You Should Know About Credit

**You should not sign a credit application unless you are actually applying for credit.** Financial reporting institutions have been known to mistakenly attribute a number of requests for an individual's credit report over a short period of time as an indication that one or more of the lenders requesting the report has declined to extend credit, creating an erroneous negative comment on future reports.

**No one is allowed to obtain a copy of your credit report without your written permission, except where otherwise permitted by law.**

**Many financial advisors recommend that you obtain and review a copy of your credit report once a year to check for possible errors or omissions, and that you review your current credit report for accuracy before applying for an automobile loan.**

### Before you apply for vehicle financing, make sure:

- You understand how your credit history may affect the finance rate you are able to negotiate.
- You evaluate financing offers based on which one costs the least over the term you choose and best meets your budget requirements—not necessarily which one has the lowest monthly payment.
- Both you and the dealer's finance manager initial any changes made during negotiations to the financing documents.
- You understand the value and cost of any optional credit insurance, GAP insurance, extended service contracts, extended warranties or other protection you choose to purchase.
- You don't agree to purchase anything you don't want.

Also, find out how much of the cost of the additional equipment or products will be reflected in the value of the vehicle at the time you trade it in.

### IS A PINK TWO-DOOR WITH CHROME SPINNER HUB WHEELS A GOOD THING?

Before you sign on the dotted line, check the residual value, or the amount you can expect to get out of the vehicle when you sell or trade it in three to five years from now. Exotic colors and highly stylized accessories will not hold their value. Even an expensive navigation system may only be worth 20 percent of what you pay for it when it comes time to trade it in.

But more pragmatic products, such as transferable extended warranties and service contracts that include features like free loaner cars during extended service or repair appointments, may continue adding value to your new vehicle even when it comes time to trade.

The difference between the most highly regarded models and the least, in terms of retained value, can be as much as 36 percent of the original purchase price. Put another way, the best cars will hold up to 53 percent of their value after five years, the worst just 17 percent. It will pay to check [www.nadaguides.com](http://www.nadaguides.com) to see what the experts think your car will be worth when you're through with it.

If you decide to add an extended warranty or service contract, make sure you know whether the manufacturer, dealer or a third party is making the guarantee, and if that guarantee will be transferable.

Again, you can consider the price of anything presented by the F&I manager to be negotiable. You should also consider negotiable the finance rate that you will be required to pay for dealer financing.

### FINANCING OFFERS

The difference between the wholesale rate the finance source is willing to offer the dealer and the retail rate you pay to borrow the money will go to pay for the overhead expenses necessary to operate the dealer financing service, including salaries and benefits of the dealership F&I employees, computers, phones, part of the overhead for the building and part of the taxes the dealer pays to the local community. In other words, if the lender agrees to buy the contract from the dealer at the wholesale rate of 5.5 percent, the dealer might charge a retail rate of 6



Brad Wilson/Photonica

percent. The difference goes to the dealer for operating a retail finance service. Your task is to focus on keeping the retail annual percentage rate (APR) as low as possible.

Conversely, the dealer may have little leeway with the rules and regulations of incentive and financing offers made by the manufacturer. If it is not the dealer's deal, he or she may not be able to rewrite it. If you want to take advantage of a manufacturer's incentive program, you will need to abide by the manufacturer's requirements, which can include a limit on the length the financing is available, credit qualifications and the time frame during which the offer is valid.

The dealer offers extensive experience, knowledge of the merits and costs of various plans, and the convenience of working with a permanent resident of the business

## AUTOMOBILE DEALERS IN THE COMMUNITY

ALAN W. DEBOER, Town & Country Chevrolet Oldsmobile Inc., Ashland, OR



Alan W. DeBoer

### PROVIDING FUN AND FITNESS FOR THE COMMUNITY

Back in the early 1980's, Ashland's YMCA was in a small building and sponsored no programs, and the employees couldn't cash their checks. After Alan DeBoer joined the YMCA board, he hired a new director, restructured the business plan and raised money for a new building. Today, the Ashland Family YMCA is in a new 45,000-square-foot facility with an indoor pool and aquatic center, and it is debt-free. The organization now has more than 5,000 members and is the area's largest day care and after-school provider of activities such as gymnastics, karate, swim teams and youth sports.



Don Mason/Corbis

community who depends on their customers for a substantial percent of new business referrals.

**OPTIONS THAT MAY SAVE YOUR LIFE**

We've heard a great deal lately about how much safer today's automobile is compared with earlier models. And that's true. But while it is certainly one of the safest and most sophisticated technological achievements in manufacturing history, there is no such thing as a foolproof motor vehicle. So, you need to pay attention to safety features when deciding which automobile is right for you.

According to NADA's chief economist, Paul Taylor, the current purchase price of a new car averages just under \$28,000. And as of July 2004, incentives were averaging just under \$3,000, or about 9 percent of the manufacturer's suggested retail price (MSRP). Because of the generous

manufacturer incentives, more consumers have been able to upgrade and buy more highly equipped vehicles. One advantage: options, such as a sunroof, can add to your trade-in value.

Auto dealers also point out that safety options can be highly desirable, even critical in time of need. In other words, by upgrading safety options, such as side air bags and antilock brakes (in vehicles where they are not standard), you are not only considering your own safety as the driver but also the safety of the passengers riding in your vehicle. There are few things you can do that will demonstrate more love and devotion to your family and friends—short of absolutely refusing to start your vehicle until everyone on board has buckled his or her seat belt.



Gabe Palmer/Corbis

Keep in mind that you are buying more than just metal and rubber; you are also buying into service departments and manufacturers who care about your safety. The bottom line:

learn everything you can about how your new vehicle operates. It's fine to get into a new car and fall in love with the radio, the sunroof, etc. But after you have made the purchase be sure to take the time to pull out the owner's manual and read it from cover to cover. It has a wealth of information, including important safety tips.

Remember that the technology in new automobiles changes so rapidly that today's vehicle is far more advanced than one built even five years ago. New-car dealerships employ trained technicians who are required to keep up with all the latest technological innovations. Whatever you buy and however you pay, be sure to follow the recommended maintenance schedule, not only for the engine and transmission, but also for the safety options.

**AUTOMOBILE DEALERS IN THE COMMUNITY**

**MICHAEL B. SMITH**, Laurel Chrysler Jeep Hyundai, Johnstown, PA

**EDUCATING WOMEN AND FAMILIES ABOUT CANCER**



For the past four years, automobile dealer Michael Smith and his family have held the Laurel Auto Group Pro Am Charity Golf Classic to raise money to educate women and their families on the prevention and detection of gynecological cancers. The tournament is held in memory of Ann Harris Smith, the late wife of Michael Smith. Through the efforts of the sponsors, golfers and volunteers who participate in the tournament, funds have been raised for ovarian cancer research and an educational symposium in the area.



## GIVING SAFETY A BOOST

The National Automobile Dealers Association is heavily involved in promoting child passenger safety. We all know seat belts save lives, but they are not for everyone. Seat belts are not designed for infants or small children, for example. Infant or child safety seats work well for very small children, but not for those under eight years of age who are less than 4'9" tall, or weigh less than 80 pounds. These children need booster seats. A booster seat raises your child up so that the seat belt fits correctly—and can better protect your child. The shoulder belt should cross the child's chest and rest snugly on the shoulder, and the lap belt should rest low across the pelvis or hip area—never across the stomach area.

NADA, in cooperation with the National Highway Traffic Safety Administration, is sponsoring a booster seat awareness campaign. If you need help with your child's safety seat or want more information, many of the nation's new-car dealers offer free advice and inspections at various dealerships around the country at different times of the year. For more information, log on to [www.nada.org/boostforsafety](http://www.nada.org/boostforsafety).

To find an authorized safety technician near you, visit [www.nhtsa.dot.gov/people/injury/childps](http://www.nhtsa.dot.gov/people/injury/childps) or call 888-DASH-2-DOT (888.327.4236).



National Highway Traffic Safety Administration



Gabe Palmer/Corbis

## CHOOSE WISELY AND ENJOY THE DRIVE

When you've done your homework, you should be well prepared to make an informed decision when purchasing a new car or truck. But keep the following tips in mind:

- Choose something you'll enjoy driving every day for at least the next three years. A great deal on a car you don't want to drive is really no deal at all.
- Choose a dealer with whom you feel comfortable doing business. Get to know your salesperson and service manager and the dealer principal if possible. Remember, they want your business and should put you at ease.
- Remember to ask for references.

- Be concerned about safety. Take the time to understand what are available as additional safety options, such as antilock brakes (if not standard) and side-impact air bags, and give serious consideration to all safety features. They will increase the value of the car when you sell or trade it, and will help protect you and your loved ones.

- Finally, if there is anything you don't understand about what you are purchasing—what all the charges will be, who will service it and what it will cost—ask until you do understand.

For a more comprehensive guide, go to [www.nada.org](http://www.nada.org) and click on "Finance" under "Find a Car."

## AUTOMOBILE DEALERS IN THE COMMUNITY

CRAIG C. CHRISTENSEN, St. George Ford Lincoln Mercury, St. George, UT



Kathy Ross

### HELPING CHILDREN SMILE

Thousands of children in Guatemala and Mexico live in poverty, with no access to surgical and dental care or health education. The Hirsche Smiles Foundation is a nonprofit organization that provides plastic and reconstructive surgery to needy children, and dental care and health education to underprivileged families. In his work with the foundation, Craig Christensen uses his fluency in Spanish to help guide groups of surgeons and nurses traveling in Mexico and Central America to operate on indigent children.

# UNDERSTANDING THE LANGUAGE OF AUTOMOTIVE FINANCING

To get the most favorable deal, you should understand the terms and conditions of a vehicle finance contract. If you don't understand, ask that they be explained. Some of the financial terms you may want to know before you begin to negotiate include:

## Administrative fees

Additional charges added by some financing sources or dealers to cover items such as overhead, documentation charges and security deposits.

## APR (annual percentage rate)

The best way to compare financing terms is to look at the APR, which is the actual interest rate the customer pays annually on the unpaid balance of the credit, including any credit fees, fees for a credit report and, if you choose to purchase them, charges for credit life and accident or health insurance. The APR you receive will depend partially on your credit history.

## Depreciation

The value the vehicle loses during the time it is in your possession; the single largest cost of ownership.

## Destination fee

The fee charged by the manufacturer to ship a new vehicle from the factory to the dealer.

## Documentation charges

A fee charged by the dealer for preparing the paperwork on the sale or financing of a new vehicle.

## GAP insurance

Insurance that covers the difference between the replacement value assigned to your vehicle by an insurance company and the remaining value of your financing or lease obligation in the event that your vehicle is totaled or stolen and you owe more than the vehicle is worth.

## Interest

The money over and above the amount borrowed you pay a lending source for the use of their money during the duration of a loan or lease.

## Monthly payment

The amount you agree to pay each month to repay the cost of the vehicle and the cost of the money borrowed to buy or lease it.

## MSRP

The manufacturer's suggested retail price is a figure provided by the manufacturer by law and is found on window stickers of all new vehicles.

## Principal

The amount you borrow, including any

optional products and services but before financing and other charges are added.

## Term

Term is the length of time the contract will be in effect. However, be sure to read the fine print to make sure you fully understand the term of the contract.

## Total cost

The amount of money you agree to pay to purchase or finance the purchase of a new vehicle, including all optional products and services, finance charges and fees. Federal law requires that the total cost be "prominently" displayed on your financing contract. Be sure to read the fine print.

## AUTOMOBILE DEALERS IN THE COMMUNITY

I. BRADLEY HOFFMAN, Hoffman Auto Group, East Hartford, CT



Hoffman Enterprises

### COOKING FOR THE ARTS

I. Bradley Hoffman regularly supports many worthy causes in the East Hartford community, such as The Hartford Symphony, the Bushnell Theater and the Harte School of Music, but he makes contributing to them an exciting event. For example, Hoffman held a "Cooking for the Arts" contest at his dealership, inviting the arts organizations he supports to make a gourmet dish that was then judged by local celebrities. Every arts group at the event received a donation, but the organization with the winning dish received an extra monetary prize. The community came together for a fun culinary contest, and everyone went away a winner.

# THE NORTH AMERICAN INTERNATIONAL AUTO SHOW 2005 CHARITY PREVIEW

One of the largest single-night fund-raisers in the world

Celebrating its 17th year as an international show, the North American International Auto Show (NAIAS) is one of the longest running auto shows in the country. While the main attraction at NAIAS is the automobiles, another major component of the show for more than 20 years has been the Charity Preview.

This black-tie gala, held on the evening before the show officially opens to the public, has become one of the largest single-night fund-raisers in the world. NAIAS has raised more than \$51 million for children's charities since the inception of the Charity Preview in 1976.

Some of the children's charities benefiting from the Charity Preview include:

*Barat Child and Family Services*

*Boys & Girls Clubs of Southeastern Michigan*

*Boys Hope/Girls Hope of Detroit*

*The Children's Center*

*Children's Homes of Judson Center*

*Children's Services of Northeast Guidance Center Assistance League*

*Detroit Auto Dealers Association Charitable Foundation Fund*

*The Detroit Institute for Children*

*Detroit Police Athletic League*

*Easter Seal Society of Southeastern Michigan Inc.*

*March of Dimes Birth Defects Foundation*

Any charity interested in applying for a grant from the Detroit Auto Dealers Association Charitable Foundation Fund should contact the Community Foundation for Southeastern Michigan, 333 West Fort Street, Suite 2010, Detroit, MI 48226, at 313.961.6675, or visit the foundation web site at [www.cfsem.org](http://www.cfsem.org).

The NAIAS is the only auto show in the United States to earn the distinguished sanction of the Organisation Internationale des Constructeurs d'Automobiles, the Paris-based alliance of the automotive trade association and manufacturers from around the world.

This year's Charity Preview is taking place in the Cobo Center in Detroit on Friday, January 14, 2005. For more information, please call 888.838.7500.

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## 2005 AUTO SHOW DATES

Upcoming Major Auto Shows  
Hosting Charitable Benefits

**Washington Auto Show**  
December 26, 2004–January 2, 2005  
The Washington Convention Center  
Washington, DC

**Los Angeles International Auto Show**  
January 7–16, 2005  
Los Angeles Convention Center  
Los Angeles, CA

**Utah International Auto Expo**  
January 14–17, 2005  
The South Towne Exposition Center  
Sandy, UT

**North American International Auto Show**  
January 15–23, 2005  
Cobo Center, Detroit, MI

**Philadelphia International Auto Show**  
February 5–13, 2005  
Pennsylvania Convention Center  
Philadelphia, PA

**Chicago Auto Show**  
February 11–20, 2005  
McCormick Place South, Chicago, IL

**New York International Auto Show**  
March 26–April 3, 2005  
Jacob K. Javits Convention Center  
New York, NY

**Dallas Auto Show**  
April 13–17, 2005  
Dallas Convention Center, Dallas, TX

## AUTOMOBILE DEALERS IN THE COMMUNITY



### *Taking the Time to Give Back*

Many automobile dealers believe in giving back to the communities where their businesses have flourished and their employees work. The dealers mentioned in this section were selected from recent finalists of the TIME Magazine Quality Dealer Awards (TMQDA). These awards salute the exceptional performance and distinguished community service of new-car dealers in America. The program has run for more than 30 years.

For more information, visit [www.nada.org](http://www.nada.org).