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2017 TIME DEALER OF THE YEAR AWARD WINNER CARL SWOPE WITH MEREDITH LONG, SVP & GM, NEWS & LUXURY, TIME INC., AND TIM RUSSI, PRESIDENT OF AUTO FINANCE, ALLY FINANCIAL

EVER WONDER WHY SO MANY NEW-CAR DEALERSHIPS have a family name on them? It's not just Mercedes-Benz, Chevrolet or Toyota up there on the big sign. It's "Baker" Mercedes-Benz, "Hall" Chevrolet or "Keyes" Toyota. That's because most new-car dealerships—there are about 16,500 in the U.S.—are locally owned and operated franchises.

"For many of us, it's not just work; it's a family legacy," says Mark Scarpelli, 2017 chairman of the National Automobile Dealers Association. "And when you have pride like that, you produce high-quality work, you maintain great integrity and you do what's best for your customers—your neighbors."

When dealers compete against each other, it saves consumers more than \$500 on average, which isn't the case when car manufacturers sell straight to buyers. "The greatest advantage of a locally owned and operated dealership is that customers benefit from the savings," says Scarpelli, who is president of Raymond Chevrolet and Raymond Kia in Antioch, Ill. "Fierce competition among America's franchised auto dealers benefits car buyers by driving down retail costs on both vehicle prices and financing rates. When local dealers compete for business, the customers always win. It's inherent in our franchise model."

The local community also wins, thanks to job creation, tax revenue and philanthropic endeavors. As a group, auto dealers contribute millions of dollars to local charities such as hospitals, youth and arts programs, and disaster relief each year. The TIME Dealer of the Year Award, called the most prestigious honor a new-car dealer can receive, is awarded to a dealer who has achieved excellence in both community support and business success. One of the largest providers of automotive financing, Ally Financial, sponsors the award.

"We salute the exceptional group of nominees for the 2018 TIME Dealer of the Year Award," says Tim Russi, Ally's president of auto finance. "Dealers often are pillars of strength and giving in their communities, and Ally is proud to recognize these dealers for their many important contributions."

Ally also assists dealers by supporting their charitable causes and creating tools and services that help them achieve their business goals, including financing solutions, a leading online remarketing tool and in-dealership training programs, just to name a few. Additionally, working directly with dealers to provide retail contracts to consumers, Ally financed one vehicle every 24 seconds in 2016.

"We are dedicated to being an ally for dealers and tirelessly working to provide them with services and products that will help them grow and build their businesses," says Russi. "Auto dealers understand their communities and their customers' needs. We are proud to work with them and recognize them for all they do." ●

2017 TIME DEALER OF THE YEAR WINNER CARL SWOPE AT SWOPE TOYOTA IN ELIZABETHTOWN, KENTUCKY

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HERE'S TO THE DEALERS DOING IT RIGHT.

AMBROSE BARBUTO • MICHAEL BASIL • JAMES BENSON, JR. • JP BISHOP • GARRY BRAYKO

BRAD BROTHERTON • BRENT BROWN • WALLACE CAMP, JR. • MIKE CARPINO • RAYMOND H. COTTRELL, SR.

SID R. DILLON • RYAN DOLAN • DAVID EDWARDS • STEVEN EWING • JOE FALZON • WILLIAM FENTON

DOROTHY FITZGERALD • GREGORY GAGORIK • FRANK HANENBERGER • WILLIAM HATFIELD

WILLIAM HUDGINS • DAVE JACHTER • JIM JANKE • PETER KOLAR • ELSIE MACMILLAN • MARCY MAGUIRE

PAUL MASSE • TODD MAUL • MATT MCKAY • CARLO MERLO • JOHN MILLER • FLOR NAVARRO

MICHAEL NIETHAMMER • MARK PETERSON • TONY PETRO • SAMUEL ROBERTS • HARRY G. ROBINSON, JR.

JACK SALZMAN • TED SERBOUSEK • SAM SLAUGHTER • WALLY SOMMER • KEVIN WARD

STEVEN WATTS • RODNEY WILHELM • ISAAC WILLIS • EDWARD WITT • GEORGE YOUMANS

Nominees for the 49th annual TIME Dealer of the Year Award consistently exhibit exceptional leadership. Their dedication to doing right by others is evident both at their dealerships and in their communities. Congratulations to each of this year's nominees from all of us at Ally.



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ENGINE FOR GOOD

By creating jobs, saving people money and giving back to the community, American new-car dealerships are a big driver of the local economy.

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