

EMPLOYEE CONNECTIONS NEWSLETTER

SEPTEMBER 2022



Employees of the Month
Jess Rios & Lindsay Lapan
Meet **Chris Fenton**

Gary stands proudly at Gary Rome Hyundai, after a record breaking month of 306 deliveries in August!

FROM THE DESK OF GARY ROME



Just like that, summer falls into September, and WOW! We hit it out of the park in August and I am beyond proud of our teams. Gary Rome Hyundai closed the month of August with 306 deliveries and broke all records for the dealership! Gary Rome Kia had an excellent month and hit all of their sales and gross profit targets! The team at Kia continues to excel in all areas and August marked the 8th month that they have exceeded their budget in all departments. Teamwork makes the dreamwork! Let's keep the momentum going at both dealerships and finish 2022 stronger than ever!

In other news, the Hyundai Evolve+ program continues to attract more and more interest and I am working closely with Hyundai to secure additional Ioniq 5s to keep this program moving forward. I am newly involved with promoting the Hyundai N Line and Hyundai Motorsport Auto Racing. Several of you have seen the racing uniforms and autographed hats in my office. They will soon be on display at the Gary Rome Hyundai showroom and I am working closely with 7R, Inc. and Bryan Herta Autosport to plan exciting events at the dealership to promote the N performance vehicles and race team. Stay tuned!

Jack Rome turned 13 last month! Thank you to all who wished him a very Happy Birthday. He has been attending weekly aquatic treadmill sessions for his arthritis and he's making a lot of progress.



My 61st birthday is September 3rd and this year, in honor of my birthday, I set up a fundraiser on my Facebook page for the Children's Museum at Holyoke. I am volunteering my time as a celebrity dancer for their annual Fancy Steps Event on November 5th. My dancing lessons have already begun at Ballroom Fever in Enfield! The Children's Museum at Holyoke is celebrating their 40th Anniversary this year and if you haven't visited, do it! It is an exceptional play space for children with educational, fun, and cultural exhibits and all donations will help fund new exhibits. It's all about the kids!



Congratulations to Gary Rome Kia technician, Gabriel "Gabby" Arce-Diaz, on his milestone of 5 years of employment with the company on August 16th. Employee retention is important to the success of Gary Rome Auto Group and I commend everyone who celebrates a work anniversary! We are currently hiring at both Gary Rome Hyundai and Gary Rome Kia and offering referral and sign on bonuses. If you know of someone who would like to join our team, please let me or your manager know! We will gladly do on-the-spot interviews. Our employees are our best advertisement, please spread the word!

It doesn't cost any extra to be nice! I am so very impressed with how many people stop me to commend the excellent customer service they receive at Gary Rome Hyundai and Gary Rome Kia. The four most common accolades: "I truly do feel like family at your dealerships", "Your employees are so welcoming and friendly", "Your facility is so clean", and "Thank you for your community involvement". I am grateful to work with such an outstanding team. Your effort makes the difference, every day!

Gary Rome

SEPTEMBER
2022

CONGRATULATIONS

EMPLOYEES OF
THE MONTH

Lindsay Lapan

Staff Accountant
Gary Rome Hyundai



Congratulations Lindsay, I'm so happy to see you recognized! Lindsay is a hard worker and has been a welcomed addition to our family. When she first started, we were doing around 200 units a month. The business has been on a speedy upward trend since then, ending this August as our BEST MONTH EVER at 306 units! Lindsay has kept up with a friendly face and a quiet demeanor and is always willing to step in and help where needed. It is my pleasure to have her as a part of my team! Congratulations again, Lindsay!

Renee Charles
Controller

Jessica Rios

Lot Manager
Gary Rome Kia



Over many years we have counted on Jess to help in all departments and for many years she has taken on challenges we have given her. Jessica has yet to let us down. She takes on new responsibilities with a passion to succeed and her passion does not go unnoticed by anyone here. We are grateful for her ability to slide into any role and perform like she is a veteran. We count on her daily for the tasks she performs that help us run smoothly and successfully here at Gary Rome Kia. Congratulations, Jess, on a well-deserved employee of the month.



David Nathan
General Manager

Seen At



Gary and Jane attended the Fancy Steps Celebrity Dancer Meet & Greet at the Holyoke Children's Museum on August 18th



AFTER-HOURS NETWORKING EVENTS



Want to help grow the business?
See Dara to attend upcoming
events!



**GREATER
HOLYOKE
CHAMBER**



**GREATER WESTFIELD
CHAMBER of COMMERCE**

Brittany Zabielski (marketing), Dara Davignon (executive assistant), Tracy Bonavita (GRH salesman Pauli Bonavita's wife), Lisa Schechterle (GRH's sales manager Kevin Schechterle's wife), & Brianna Zemrock (marketing) attended the Holyoke Chamber's Patio Party at the 110 Grill

Get to Know
Chris Fenton
Floor/Finance **GARY ROME**
Manager **HYUNDAI**

First and foremost, Chris and his wife Alexa are expecting **baby #2** on Valentine's Day 2023! Chris and Alexa are super excited to grow their family and their two year old daughter, Sloane, is very excited to become a big sister! Aside from getting his home in Monson ready for the new baby, Chris is an avid gardener. He and Alexa grow all sorts of vegetables, and most recently he gave many of his co-workers humongous (and very delicious) zucchinis. In addition to a garden full of vegetables, Chris also raises chickens! He loves the four seasons in New England and his favorite type of weather is an overcast day with temps in the 50's. Chris was born in Springfield, MA and attended Minnechaug Regional High School, where he was the captain of the cross country team. Chris enjoys kickboxing and he has a blue belt in jiu-jitsu and has competed in many matches. Chris graduated from Holyoke Community College in 2003 with a degree in Communications. After graduation, he toured the world with a punk rock band of which he was a member (seems to be a common theme among the GRH finance managers!) He also had a record label and produced 50 records around the world! Chris can thank his fellow bandmate for the introduction to the auto industry. The bandmate was best friends with a GM and he often told Chris he would succeed in the business due to his notable negotiation skills. Chris took his friend up on the offer and began as a car salesman. Initially, he didn't take the job seriously at all and often called out "sick" to go play with his band. However, Chris quickly learned that he was naturally skilled in sales and was surprised at how successful he was at such a young age. He became fascinated by the negotiation aspect of each deal and began to further his career. Fast forward to 2022, and he has advanced his career to his current position as a finance manager at Gary Rome Hyundai. Chris still has a passion and talent for negotiation and he no longer plays hooky!



Cover Story 306

GARY ROME
HYUNDAI



Gary Rome Hyundai celebrates a record breaking month for sales in August!
On September 7th, Gary treated the entire staff to a lunch catered by the Crave Food Truck.

"Amazing job last month! Thank you...306! It doesn't get any better than you guys, our GRH Team!"

Tim Ferreira, GM

"So proud! What an immense effort. Colossal job!" Gary Rome



"Great Work! Now it's September, no letting up!" Kevin Schecherle, General Sales Manager

"Tree-Oh-Sixxx!!! Boom Boom!" Kevin Covington, Sales

"Great team effort goes a long way!" Maria LePage, Sales

"So incredible!"

Michael Davenport, Sales

"So proud! Teamwork makes the dreamwork, we rock!" Dara Davignon, Executive Assistant

"Great job everyone!" Phil Brecher, Sales



"Teamwork and sacrifice from everyone. Hats off to our great finance team!"

John Linnehan, Sales

"Proud to be a part of a fantastic effort! Great job everyone!" Brittany Zabielski, Marketing



"Great job everyone! Not even a vehicle shortage can stop us from crushing it!"

Brianna Zemrock, Marketing

"Such an amazing effort, glad to be a part of it!" Telesha Williams, BDC Manager



"Amazing! Super proud of all of us!" Peter Lustenberger, Sales Manager



Edward Clark (tech)

Edgar Vazquez, Sr (lot manager), Edwin Feliciano (tech), Chris Bergeron (tech), Gary, Cris Orellana (porter), Juan Romero (lot manager)



Edgar Vazquez, Jr (parts), Brianna Zemrock (marketing), Stephanie Rivera (receptionist), Tim Ferreira (GM)



Cris Orellana (porter), Carlos Rivera (asst svc manager), Angel Melendez (porter), Brianna Coyle (svc advisor)



Technicians Isaiah Ortiz & Crystal Alston



Gary, Bobby K Kosior (sales), Cathy Riley (corporate cultural officer), Juan Romero & Edgar Vazquez, Sr (lot managers)

Tim Ferreira (GM), Sasha Wilson (sales), Paul Maiolo Jr, (receptionist), Phil Brecher (sales), Paul Maiolo, Sr (sales), Gary, La'Toyia Martel (BDC specialist), Dara Davignon (executive assistant)



Felix Vega and his wife Brittany and baby Felix, Jr



ANNOUNCEMENTS FROM CAPTAIN CULTURE, CATHY RILEY

Enjoy Your Prizes!

CONGRATULATIONS

Who will our lucky winners be in September?!



National Men's Grooming Day Winner:
Edgar Vazquez (lot manager)



Celebrating Back to School Winner:
Kevin Covington (sales)



National Rum Day Winner:
Sasha Wilson (sales)

**GARY ROME
HYUNDAI**

AUGUST RAFFLE WINNERS

KIA
GARY ROME KIA
OF ENFIELD



National Rum Day Winner:
Miggy Rivera (parts)



National S'mores Winner:
Rich Circe (office manager)



National Men's Grooming Day Winner:
Zach Rodriguez (parts)



Celebrating Back to School Winner:
Shaun Stevens (finance manager)



ANNOUNCEMENTS FROM CAPTAIN CULTURE, CATHY RILEY



Cristobal Orellana (porter), Hector Velez (tech)
& Angel "Flako" Ortiz (tech)

Alicia Williams
(service appt
coordinator)



"You Scream,
We Scream, We
All Scream for
Ice Cream...and
Pancakes!" @
**GARY ROME
HYUNDAI**



Josue "Macho" Rivera
(parts mgr) & Adrian
Santiago (parts)



Danny Sanchez
(parts)



Hector Velez (tech), Robert Gourde (sales), Angel
"Flako" Ortiz (tech), Vanessa Williams (BDC) & Gary



ANNOUNCEMENTS FROM CAPTAIN CULTURE, CATHY RILEY



September's Gift Cards

Save the Date
Employee Appreciation Party
Saturday, November 19th
6:00 PM
Castle of Knights, Chicopee, MA
Dinner | Dancing | Fun
GARY ROME
AUTOGROUP
KIA HYUNDAI

THE BIGGEST LOSER

Don't forget about The Biggest Loser Challenge there are only **TWO** weeks left until the final weigh in on **Monday, September 12th!** To everyone who signed up, keep up the great work! You can do anything when you put your mind to it! Have any questions or, want to weigh in to see where your progress is at, see Cathy!

Wear Jeans Fridays *to benefit*



Ronald McDonald
House Charities®
of Connecticut &
Western Massachusetts

Gary Rome Hyundai is proud to have an established partnership with the Ronald McDonald House Charities of Connecticut and Western Mass! On Friday's everyone has the opportunity to wear jeans for \$2.50 per Friday or \$10 for the month. Jean Friday's along with Brown Bag Bingo and other fun events give us the opportunity to raise money to purchase necessary items for the house in Springfield. In addition to helping purchase items for the home, proceeds raised also go to benefit their annual Trees of Hope event that takes place here at the dealership in November. If you have any questions about Jean Friday's or have another fun way of raising money for this great cause, please see Cathy or Bri!


\$15 Starbucks Gift Card

\$10 Gift Card




\$15 DUNKIN' GIFT CARD

SUBWAY
\$15 GIFT CARD
SUBWAY®


Shell
\$25 Gift Card

GAS STATION

SHOP TALK | OFFICE BANTER | SALES PITCH

We ❤️ content! Share your picture or your special news with us? Contact Dara or Brianna and YOU will be featured in next month's newsletter!



I GOT YOU, 'BRO: Brian Boglisch (sales) & Hector Santiago (lot attendant) are co-workers and friends!



**GARY ROME KIA
OF ENFIELD**



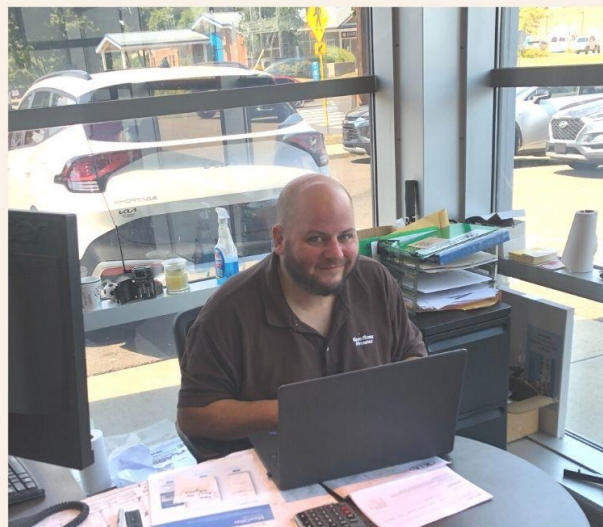
THIS ISN'T A KIA: GM Dave Nathan and his wife Marie took Dara (executive asst) on a CT river cruise on their pontoon



SHOP SYNERGY: John Rivera (master tech) & Dustin Merrill (tech) get the job done, together!



AFTERNOON BOOST: D'Angelo Sanchez (sales), David Nathan (GM) and Brian Boglisch (sales) keep the Enfield Starbucks in business, with daily coffee runs!



DESK SWAP: Josh Calkins (IT manager) spends a day troubleshooting manager Steve Liptak's computer.

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We ❤️ content! Share your picture or your special news with us? Contact Dara or Brianna and YOU will be featured in next month's newsletter!



SMILES FOR DAYS: Cathy Riley (corporate cultural officer) gets a visit from her granddaughter Rory and daughter-in-law Alyssa.

GARY ROME
HYUNDAI



BLUE MAN GROUP: Patrick Perez (sales manager), Tim Ferreira (GM) & Peter Lustenberger (sales manager) representing in their "Hyundai Blues"



CUTENESS OVERLOAD: Kevin Covington (sales) takes a break from work (and TikTok!) to pose with daughters Gianna and Ariana.



Where's Robert??: The number of desks Robert Gourde sits at, almost exceeds his monthly sales goals.



SOME WORK, SOME PLAY: Josue "Macho" Rivera's son, Jaeden, spent some time helping out in the warehouse, and did a great job!

SHOP TALK | OFFICE BANTER | SALES PITCH

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GARY ROME
HYUNDAI



NO WORKPLACE BLUES: Josh Calkins (IT) is all smiles on pizza day



RED CARPET READY: Maria LePage (sales) may deliver an Oscar some day...but for now, it's a Tucson



GRAND SLAM: Jack Eisenstadt's (sales) Thursday Night Over 50 Baseball Team won the championship!



INTEROFFICE ROMANCE: Chris Bergeron (tech) and his girlfriend Lindsay Lapan (staff accountant) pose for a pic!



BFFs FUR LIFE: Tim Ferreira (GM) & Daisy Rome bonding in Gary's office!



THROWING SHADE: Araz Mamedov (master tech) and Chris Bergeron (tech) stay cool underneath a vehicle they're repairing.



PODIUM READY: Jerry Rome and Josh Calkins (IT manager) contemplate taking the Kona N to the race track!

EMPLOYEE BIRTHDAYS & WORK ANNIVERSARIES

Happy Anniversary!

ED CLARK	1 YEAR
DARA DAVIGNON	1 YEAR
LA'TOYIA MARTELL	2 YEARS
D'ANGELO SANCHEZ	2 YEARS
TRISDEN TOCCALINE	4 YEARS
VANESSA WILLIAMS	7 YEARS
EDWIN FELICIANO	10 YEARS



Happy Birthday!

GARY ROME	09/03
ZACH RODRIGUEZ	09/03
NORM CARUOLO	09/11
CHARLENE COCRANE	09/14
SHAUN STEVENS	09/16
DAVID NATHAN	09/18
DARA DAVIGNON	09/26
DUSTIN MERRILL	09/30



Special Recognition



David Nathan (GM of Gary Rome Kia) and Gary presented Gabriel "Gabby" Arce-Diaz with his 5 Year Work Anniversary Award on August 16th!

Last Page THROWBACK



2019 Gary Rome Auto Group Employee Appreciation Party



Second Chance



Animal
Services™



Going on now through the end of
September

SUPPLY DRIVE

“More Than Just a Shelter”

- | | | |
|-----------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
|  Paper Towels |  Toilet Paper |  Ziploc Bags |
|  Bleach |  Pet Food |  Collars |
|  Laundry Detergent |  Copy Paper |  Tissues |
|  Trash Bags |  Lint Rollers |  Disinfectant Wipes |



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