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## **TIME AND ALLY FINANCIAL HONOR WESTLAND DEALER**

**J. Douglas North Wins National Recognition for Community Service  
and Industry Accomplishments**

(New York, NY, November 8, 2021) – The nomination of J. Douglas North, president of North Brothers Ford Inc. in Westland, Michigan, for the 2022 TIME Dealer of the Year award was announced today by TIME.

North is one of a select group of 47 dealer nominees from across the country who will be honored at the 105<sup>th</sup> annual National Automobile Dealers Association (NADA) Show in Las Vegas on March 11, 2022. The announcement of this year’s annual award was made by Viktoria Degtar, Global Chief Revenue Officer, TIME, and Doug Timmerman, president of Dealer Financial Services, Ally Financial.

The TIME Dealer of the Year award is one of the automobile industry’s most prestigious and highly coveted honors. Recipients are among the nation’s most successful auto dealers who also demonstrate a long-standing commitment to community service. North was chosen to represent the Detroit Auto Dealers Association in the national competition – one of only 47 auto dealers nominated for the 53<sup>rd</sup> annual award from more than 16,000 nationwide.

“The most rewarding aspect of my retail automotive career is being able to build a solid business that enriches lives,” nominee North said. “We are proud to support the nearly 80 individuals employed at the dealership and the many children and families we touch as part of our mission to be good and charitable stewards in our community.”

After earning a B.S. from the University of Utah in Salt Lake City in 1981, North, whose family has been in the car business since 1936, set out to gain experience by spending several years at two different Michigan dealerships before returning to the family enterprise in 1987.

“As a youngster, I worked summers and holidays at the family store doing whatever I could to learn the business, from dusting parts bins to washing vehicles to hauling trash to repairing cars,” he said. “I learned from my dad at a very early age that the only way to excel in a business was to experience every facet of that business. And I did.”

North sold cars for two years, worked as a business manager and learned F&I (Finance & Insurance), filling his toolbox with a wide range of practical knowledge prior to joining North Brothers Ford as business manager. In 1994, he was named president and today owns the dealership with his brother, Thomas.

“Our dealership has a long legacy when it comes to brothers,” North said. “My grandfather, Raymond, and his brother, Ernest, were the original North Brothers, opening a service station together in Lincoln Park, Michigan, in 1928, followed by a Desoto/Plymouth franchise in 1936.”

The original North brothers were later awarded a Ford and Lincoln Mercury franchise and acquired a second store, which was eventually sold. The Lincoln Park dealership moved to Garden City, Michigan, in 1955, and then to its current location in Westland in 1969. North’s father, James, took over the business in 1968 and retired in 2005.

With a venerable history in the retail automotive sector, North has furthered the industry’s cause by actively participating in the Detroit Auto Dealers Association, where he has served as a board member since 2015. He is most proud of his recent work spearheading and reimagining the North American International Auto Show by creating two new auto-centric events, the Motor City Car Crawl and Motor Bella.

“Our auto show team has been bold and agile in pivoting creatively to address the changing nature of auto shows while being mindful of the pandemic,” North said. “We have been flexible in our approach to pursuing what auto shows are intended to do – showcase products with the end goal to sell new vehicles – and doing so with the mission of creating industry-first experiences in a safe, outdoor environment.”

The Motor City Car Crawl in August 2021 featured vehicles displayed at six downtown Detroit public parks and included an open-air concert by Sheryl Crow to benefit local children’s charities. In September 2021, Motor Bella at M1 Concourse in Pontiac, Michigan, showcased experiential exhibits from carmakers and the latest technological innovations.

“It’s been an incredibly rewarding experience to help make auto show history,” North said.

On a more local level, North participates in many civic and charitable initiatives that better his community. His dealership hosts an annual clothing drive and food drive to benefit the Salvation Army and area homeless shelters, as well as providing monetary donations to these causes. In addition, they sponsor a 5K fun run/walk to raise funds for breast cancer research, treatment and education at the Karmanos Cancer Institute in Detroit. Their largest charitable event of the year is an annual golf outing that supports local nonprofits.

“These events speak to our long-term commitment to our local community, which plays a large role in our dealership culture,” North said.

North was a founding member of the City of Westland Downtown Development Authority Board and has served on Angel’s Place board. Currently, he is on the board of the City of Westland Youth Assistance Program.

Dealers are nominated by the executives of state and metro dealer associations around the country. A panel of faculty members from the Tauber Institute for Global Operations at the University of Michigan will select one finalist from each of the four NADA regions and one national Dealer of the Year. Three finalists will receive an additional \$5,000 for their favorite charities and the winner will receive an additional \$10,000 to give to charity, donated by Ally.

In its eleventh year as exclusive sponsor, Ally also will recognize dealer nominees and their community efforts by contributing \$1,000 to each nominee's 501(c)3 charity of choice. Nominees will also be recognized on AllyDealerHeroes.com, which highlights the philanthropic contributions and achievements of TIME Dealer of the Year nominees.

"In cities and towns across the country, auto dealers make a big economic impact—going the extra mile to strengthen their communities," said Doug Timmerman, president of dealer financial services, Ally. "It's an incredible achievement to be nominated for TIME Dealer of the Year. The program not only recognizes leadership in business and customer service, but also a commitment to giving back and doing it right."

North was nominated for the TIME Dealer of the Year award by Rod Alberts, executive director of the Detroit Auto Dealers Association. He and his wife, Gwen, have two children.

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#### **About TIME**

*TIME is a global media brand that reaches a combined audience of more than 100 million around the world. A trusted destination for reporting and insight, TIME's mission is to tell the stories that matter most, to lead conversations that change the world and to deepen understanding of the ideas and events that define our time. With unparalleled access to the world's most influential people, the immeasurable trust of consumers globally, an unrivaled power to convene, TIME is one of the world's most recognizable media brands with renowned franchises that include the TIME100 Most Influential People, Person of the Year, Firsts, Best Inventions, World's Greatest Places and premium events including the TIME100 Summit and Gala, TIME100 Health Summit, TIME100 Next and more.*

#### **About Ally Financial Inc.**

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***About the NADA Show***

*The annual NADA Show brings together more than 20,000 franchised dealers and their employees, industry leaders, manufacturers and exhibitors to learn about the latest auto industry tools, trends, products and technologies.*