

TIME

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TIME MAGAZINE AND GOODYEAR HONOR NEW CASTLE DEALER

Larry Giacchino Wins National Recognition for Community Service and Industry Accomplishments at NADA Convention

(Orlando, FL, February 13, 2010) – Larry Giacchino, President of Carman Chrysler Jeep Dodge, a Chrysler, Jeep and Dodge dealership in New Castle, Delaware, was honored today for his nomination for the 2010 TIME Magazine Dealer of the Year award.

Giacchino was one of a select group of dealers from across the country honored at the 93rd annual National Automobile Dealers Association (NADA) Convention & Exposition in Orlando today. The announcement of this year's Dealer of the Year and finalists was made by Mark Ford, President and Group Publisher of TIME Magazine, and Johann Finkelmeier, Vice President & General Manager - Original Equipment N.A. Consumer Tire, The Goodyear Tire & Rubber Company, at the formal opening of the convention, which is attended by more than 25,000 individuals involved in the automobile industry.

The TIME Magazine Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted awards for new-car dealers. Recipients are among the nation's most successful auto dealers, but they must also demonstrate a long-standing commitment to effective community service.

Giacchino, 57, was chosen to represent the Delaware Automobile & Truck Dealers Association in the national competition--one of only 45 automobile dealers, from 17,000 nationwide, nominated for the 41st annual award. The award is sponsored by TIME Magazine in association with Goodyear, and in cooperation with NADA. A panel of faculty members from the Ross School of Business at the University of Michigan selects one finalist from each of the four NADA regions and one national Dealer of the Year.

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Giacchino graduated from Cardinal O'Hara High School in Springfield, PA, in 1970, and then earned a Bachelor of Arts degree in Psychology at Temple University in Philadelphia in 1974. That same year, Giacchino began his fulltime career at the family dealership, Carman Lincoln Mercury, then in Wilmington.

“I had started working in the dealership as a lot boy, washing used cars and running cars to the DMV,” explains Giacchino, “I did full-time summer work on the lot, including detailing cars, stamping brochures.” But he had an epiphany. “I saw salesmen were earning \$200-\$500 per day selling two cars or more, and I told myself that I could do that and maybe even better.”

Over the years at his family's dealership, Giacchino performed a lot better, proving himself time and again, as he rose through the ranks—from sales person to used car manager to new car manager to general sales manager, and, eventually, to president.

Today, Giacchino still works side by side with his father, Carmen, the Director/Founder of the family business, the Carman Auto Group, and his brother, Joe, the company's Vice President.

In the area of community service, Giacchino and his family have a long and distinguished track record. Most recently, in early 2009, Carman Auto Group generously donated a 2009 Ford Focus to the American Red Cross of the Delmarva Peninsula for use over the next two years.

Nominated for the TIME Magazine Dealer of the Year award by Marlene Lynch-Petrylak, Executive Director of the Delaware Automobile & Truck Dealers Association, Larry Giacchino and his Carman Auto Group also represents Ford, Lincoln and Mercury through his two other New Castle dealerships.

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