

TIME

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TIME MAGAZINE AND GOODYEAR HONOR LOCKPORT DEALER

Paul Mullane Wins National Recognition for Community Service and Industry Accomplishments at NADA Convention

(Orlando, FL, February 13, 2010) – Paul Mullane, President of Mullane Motors, Inc., a Chrysler, Dodge and Jeep dealership in Lockport, New York, was honored today for his nomination for the 2010 TIME Magazine Dealer of the Year award.

Mullane 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.

Mullane, 49, was chosen to represent the Niagara Frontier Automobile 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.

"I am very proud to be a fourth-generation automobile dealer," says Mullane. "Our family has been selling and servicing automobiles in Niagara County, New York, since the 1920s. I literally grew up in the auto business."

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Mullane graduated from DeSales Catholic High School in Lockport, NY, in 1978, then earned a BBA in Management and Automotive Accounting at Northwood University in Midland, MI, in 1981. Says Mullane, “I knew exactly what I wanted to do at a very young age, and when I found out there was a school that specialized in training auto dealers, there was no doubt where I was going to attend college.”

Straight out of Northwood, Mullane went to work for Toyota Charlotte for a year, before returning to Lockport and the family-run Mullane Motors. “When Chrysler came out with their current Five Star requirements, our dealership became the second dealership in the USA to receive this honor,” says Mullane.

As a fourth-generation dealer in the same city on the banks of the Erie Canal, Mullane has a long and distinguished track record in the area of community service, with much of his efforts focused on education.

In the 1990s, he was active in the leadership of the Lockport Catholic Education Council, the Niagara Catholic High School Education Board and the DeSales Catholic School Council. “I was chairman of the committee that took our former high school back from the Diocese of Buffalo, which was negotiating to sell the building to General Motors,” explains Mullane. “Our committee raised enough capital and community support to make sure this didn't happen.” The school is now a vibrant Catholic Elementary School with roughly 600 students grades Pre-K through 8th grade. It's no wonder Mullane was named “Man of the Year” by Niagara Catholic High School in 1996.

Mullane also works closely with the Orleans-Niagara Boards of Cooperative Educational Services, working specifically with their automotive tech-prep program. “Our program is designed to identify the top students within the tech-prep program and get them into the AYES [Automotive Youth Educational Systems] program and eventually placed into a new car dealership,” he says.

Mullane says that his most meaningful recognition was being nominated and elected “Citizen of the Year” by the Eastern Niagara Chamber of Commerce, “because it was given by my local business peers.”

Nominated for the TIME Magazine Dealer of the Year award by Paul Stasiak, President of the Niagara Frontier Automobile Dealers Association, Paul Mullane is proud to have his brother, David, as his Service Manager, and his sister, Patricia, as his Assistant Office Manager, while his other brother, Daniel, works for General Motors.

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