



# TOYOTA of Ann Arbor

MAY 2025

## Top Sales Award



"Federico's work ethic is unmatched—he shows up early, stays late, and consistently delivers results. What makes this recognition even more impressive is that his success is largely self-generated. He's

tapped into a unique market we hadn't previously reached, opening new doors and bringing in fresh opportunities. Federico's hustle, drive, and strategic mindset are making a real impact. Keep leading the way!" -Chris Low

## GM Message

May is here, and it's time to turn up the heat! As we head into one of the busiest seasons of the year, now is the time to double down on our focus, energy, and execution. Every customer, every deal, every service visit counts. Let's continue to push each other, lead by example, and deliver at the highest level. I believe in this team—and I'm excited to see what we accomplish this month.

-Chris Low

## Happy Birthday

Jon Kennedy	5/1
Hailey Fugate	5/2
Nigel Khan	5/5
Lynn Tobin	5/6
William Nardelli	5/10
James Bolay	5/11
Evan Szmansky	5/15
Jason Welsh	5/20
Shih-Yu Liu	5/22
Steve Braybrooke	5/27
Hunter LaMay	5/31

## Congratulations for Your Years Of Service

Brian Widmark	05/01/00	25 Years
Steve Braybrooke	05/12/08	17 Years
David Clay	05/02/16	9 Years
Magdi Khalil	05/28/19	6 Years
Austin Herter	05/17/21	4 Years
Martin Murray	05/09/22	3 Years
Valerie Niedermeier	05/24/22	3 Years
Brandon McGlashen	05/08/23	2 Years
Breanna Fargher	05/24/23	2 Years
Young Pum Chung	05/06/24	1 Year
Dominic Dougherty	05/13/24	1 Year
Federico Henao	05/28/24	1 Year

## Fixed Ops Team Member of the Month



"Ever since Zach came to us from northern Michigan, he has shown up every day with determination and a hardworking attitude. Zach has grown and developed into a technician that we

can depend on and his hunger and willingness to learn is a true testament to NONSTOP. When you see Zach, please congratulate and thank him for his hard work!" -David Clay



## Toyota vs Subaru Basketball Game

What an incredible showdown on the court! The players gave the fans everything they came for! It was NONSTOP excitement with fast breaks, big three pointers, and even a few electrifying slam dunks! This year, Toyota reclaimed the trophy from Subaru in a hard-fought battle, making it a night to remember. Big thanks to all the players, to the fans who came out to cheer them on, and to Alayne and Dana for stepping up as referees and keeping everyone in check. We're already looking forward to the next one!

## NONSTOP Team Member of the Month



"Shelby Herron is the kind of person who quietly keeps the wheels turning—and then stays late to make sure they're running smooth. Over the past year, she's grown into a rock-solid title clerk and a go-to teammate for anything from paperwork puzzles to dreaded out-of-state title work. She shows up, steps up, and never hesitates to pitch in when it counts. Shelby's "NONSTOP" work ethic is an asset to our team. Thank you for everything you do!" -Alayne Luce

## Community Focused

Thank you to everyone who volunteered in March! We were able to add 35 hours to our annual goal!



WE INSPIRE PEOPLE TO GROW, MAKING OUR FAMILIES, TEAM, AND COMMUNITY PROUD



# SUBARU of ANN ARBOR

MAY 2025

## Top Sales Award



"We are thrilled to recognize Nate as our Salesperson of the Month! Nate's NONSTOP hustle and competitive nature have driven him to an incredible achievement—selling over 30 cars in a single month. His relentless drive to succeed sets him apart on the sales floor. Congratulations, Nate, and thank you for your outstanding contribution to the team!" -Zach Dunning

## Fixed Ops Team Member of the Month



"This month we're recognizing Karl - not just for his top-notch work as an automotive service technician, but for keeping the whole shop smiling.

Whether he's tackling a tough repair or cracking a perfectly timed joke, Karl brings good vibes and great energy every day. He does have his bad days too! Thanks for keeping us laughing, you make the grease and grind a lot more fun!" - Matt Davis

## Trainings

**May 6th** - 11am - Managing Perception

**May 7th** - will start our next book club.

Wednesday mornings at 8am in the Subaru Conference room -  
Never Split The Difference

**May 9th** - 2pm - Goal Setting 101

**May 12th** - 2pm - Sales 101

**May 16th** - 2pm - Doing Thing Different  
#worryfree

**May 19th** - 12pm - 5 Customer Experience

**May 22nd** - 1pm - Goal Setting 201 - Must  
have previously taken goal  
setting 101

## GM Message

### Another Month, Another Record Broken!

Congratulations to everyone on an incredible achievement—your nonstop hard work is truly paying off! It takes all departments working together—service, parts, detail, sales, accounting, and BDC—to make these records possible. Our mission to **inspire people to grow, making our family, team, and community proud** fuels these outstanding results and drives us forward.

As we enter the summer months—the busiest time of the year—let's keep the momentum going and continue delivering excellence. The best is yet to come! -Zach Dunning

## Subaru Love Promise Community Commitment Award



"WE are incredibly honored to receive the 2024 Subaru Love Promise Community Commitment Award once again! This recognition reflects not only our dedication to serving the community but also our strong partnership. Inspired by Subaru's mission of being more than just a car dealership and our core values of C.A.R.I.N.G., we are driven to make a positive impact in our community every day. A heartfelt thank you to my fellow Love Promise Champion, team members, and leadership for making this achievement possible!" - Valerie Niedermeier

## Happy Birthday

Kyle Jones	5/8
Peter Pitzen	5/10
Mack Jubrael	5/19
Shawn Wright	5/19
Adam Hubbard	5/21
Louann Daniels	5/23
Nathan Braley	5/28
Tyler Morris	5/30

## Congratulations for Your Years Of Service

Amnik Singh	05/16/22	3 Years
Creed Villanueva	05/15/23	2 Years
Jacob Bogoski	05/16/23	2 Years
Bryan England	05/24/23	2 Years
Walker Allen	05/26/23	2 Years
Jacob Wild	05/29/23	2 Years
Aaron Stewart	05/14/24	1 Year
Jonathon Bell	05/28/24	1 Year

## NONSTOP Team Member of the Month



"When it comes to hustle, Kevin defines our core value of being NONSTOP. As an automotive detailer, his attention to detail, speed, and pride in his work never goes unnoticed. Whether it's the first car of the day or the last, he gives 110% every time. Thank you Kevin for your relentless drive and outstanding performance - you keep our vehicles and our standards shining!" - Matt Davis



5/7 - Book Club - Never Split the Difference with Vince Simon  
5/9 - Volunteering | Creature Conservancy  
5/15 - Volunteering | Humane Society of Huron Valley  
5/16 - Food Truck Friday (Taco Truck of Clinton)  
5/17 - HSHV Walk, Wag & Run 5k/Volunteering  
5/20 - Volunteering | Food Gatherers  
5/21 - Summer Cook-Out  
5/26 - CLOSED for Memorial Day

**Community focused. Appreciate & Empower. Reliable. Integrity. Nonstop. Great partner to our brands.**