

NAMAD

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ly a quarter of a billion dollars.

The near collapse of the Chrysler Corporation was averted only by a highly controversial private-public sector bail-out

plan which included a Black-politician-aided federal government loan guarantee of \$1.5 billion. This was matched with concessions from the company's employees (both Black and White),

stockholders, creditors, suppliers and dealers. Thus, Chrysler surely owed even more to Black Americans than did the other car makers. Yet, much still is left to be desired.

MEET AMERICA'S SUCCESSFUL BLACK FORD AND LINCOLN-MERCURY DEALERS.

So successful and dedicated, no one was willing to take a day off to come to the photo session.

Nathan G. Conyers
Conyers Ford, Inc.
Riverside Ford, Inc.
Detroit, MI

Tom Gillespie, Sr.
Gillespie Ford, Inc.
Gary, IN
Highland Lincoln-Mercury, Inc.
Highland, IN

LaRoy Doss
Pittsburg Ford, Inc.
Pittsburg, CA

Mel Farr
Mel Farr Ford, Inc.
Oak Park, MI

Lesly Benodin
Lesly Motors Inc.
Chicago, IL

William E. Shack, Jr.
Yucca Valley Ford, Inc.
Yucca Valley, CA
Miramar Lincoln-Mercury, Inc.
San Diego, CA

Kenneth C. Younger
Landmark Ford Sales, Inc.
Fairfield, OH

Al Bennett
Al Bennett Ford, Inc.
Flint, MI
Davidson, MI
Grayling, MI

Ernest G. White
Ernest White Ford/L-M, Inc.
Delaware, OH

James H. Mitchell
Lynchburg Ford, Inc.
Lynchburg, VA

Joseph A. Pena
Bridge Ford, Inc.
Brooklyn, NY

Alan Reeves
Spalding Ford-Mercury, Inc.
Griffin, GA

Lenny Woods
Chino Hills Ford, Inc.
Chino, CA

Ottis Vann
Vantage Ford, Inc.
Eldorado, KS

Silverenia Kanoyton
Silver Ford, Inc.
Taft, CA

Bruce Weaver
Hom-Williams Ford, Inc.
Dallas, TX

Bobby G. Johnson
Springfield Ford/L-M, Inc.
Springfield, TN

Richard T. Coleman
Poughkeepsie Ford, Inc.
Poughkeepsie, NY

Ed Corley
Grants Ford/L-M, Inc.
Grants, NM

LeMon Henderson
Broadway Ford, Inc.
Edmond, OK

Luther J. White
Westfield Ford, Inc.
Westfield, MA

David B. Harper
County Ford, Inc.
Jennings, MO

Paul Malonson
Northwest Ford-Mercury, Inc.
Hempstead, TX

Allison Walden
Universal Ford, Inc.
Richmond, VA

Herbert Stephenson
Love Ford, Inc.
Lompoc, CA

Robert L. Willis
Arlington Ford, Inc.
Arlington, WA

Norman Gillstrap
Future Ford, Inc.
Banning, CA

Dick Gidron
Dick Gidron Ford, Inc.
Bronx, NY

Carl Statham
Southside Ford Trucks, Inc.
Chicago, IL

Deimont Dapremont
Coastal Ford Inc.
Mobile, AL

Anthony W. Kennedy
Crossroads Ford-Mercury, Inc.
Frankfort, KY
Knox Ford, Inc.
Muldraugh, KY

John L. Brown
Haugen-Brown Ford/Mercury, Inc.
Farmington, MN

Dr. Robert Lee
Beloit Ford/Lincoln-Mercury, Inc.
Beloit, WI

Jose A. Fernandez
Orchard Park Ford, Inc.
Orchard Park, NY

Al Ligons
Stambaugh Ford-Mercury, Inc.
Steamboat Springs, CO

Hamilton W. Massey
Tropical Ford, Inc.
Winter Garden, FL

Roy S. Young
Indian Springs Ford, Inc.
Kansas City, KS

Franklin D. Greene
Republic Ford, Inc.
Republic, MO

Leonard T. Nash
Novato Ford, Inc.
Novato, CA

Billy S. Fleming
Tri-County Ford, Inc.
Manning, SC
Kingtree Motors Inc.
Kingtree, SC

Ed Weiss
Allegan Ford-Mercury Sales, Inc.
Allegan, MI

Wilbur O. Colom
West Point Ford-Mercury, Inc.
West Point, MS

Alvin R. Lee
Bonnie Brook Ford, Inc.
Chicago, IL

Roney Summers
Tri-State Ford-Lincoln-Mercury, Inc.
Quincy, FL

Andrew L. Bryant
Sumter Ford-Lincoln-Mercury, Inc.
Americus, GA

Charles Powell
Justice Ford-Lincoln-Mercury, Inc.
Wabash, IN

James H. Brown
Fairway Ford of Augusta, Inc.
Augusta, GA

Leonard Preston
All American Ford-Lincoln-Mercury Inc.
Covington, TN

Cyrus Johnson
Heritage Ford-Mercury Sales, Inc.
Stillwater, MN

Carl Nash
Clinton Ford-Lincoln-Mercury, Inc.
Clinton, MO

Jesse Thompson
Geneva Ford Sales, Inc.
Geneva, NY

Sidney Massey
Borchers Ford, Inc.
Rhinelander, WI

Andrew L. Ferguson
Auburn Ford/Lincoln-Mercury, Inc.
Auburn, AL

Cliff Brown
Ford Square of Mt. Vernon, Ltd.
Mt. Vernon, IL

James F. Delk, Jr.
Fairlane Ford Sales, Inc.
Pottsville, PA

James O. Smith
Capital Ford-Lincoln-Mercury, Inc.
Plaquemine, LA

James L. Oliver
University Ford of Peoria, Inc.
Peoria, IL

George Williams
East Central Ford-Mercury, Inc.
Tuskegee, AL

Dimaggio Nichols
Noble Ford-Mercury, Inc.
Indianola, IA

Larry T. Brown
Ottawa Ford, Lincoln-Mercury, Inc.
Ottawa, IL

Maynard Arthur
Mallon Ford, Inc.
Tacoma, WA

Horace Noble
Horace Noble Lincoln-Mercury, Inc.
Chicago, IL

Sam Johnson
Sam Johnson Lincoln-Mercury, Inc.
Metro Lincoln-Mercury, Inc.
Charlotte, NC

Robert L. Higgins
Bob Higgins Lincoln-Mercury, Inc.
Texas City, TX

Errol T. Harper
Heritage Lincoln-Mercury, Inc.
Hackensack, NJ

Stirling J. Stokes
Bannister Lincoln-Mercury, Inc.
Kansas City, MO

Gary J. Pearson
Ft. Walton Beach Lincoln-Mercury, Inc.
Ft. Walton Beach, FL

Hayward S. Statum
Friendly Lincoln-Mercury, Inc.
Salem, VA

Jesse Morrow
Leader Lincoln-Mercury, Inc.
St. Louis, MO

Judson B. Powell, Jr.
Valley Lincoln-Mercury, Inc.
Pontiac, MI

Floyd D. Little
Empire Lincoln-Mercury, Inc.
San Bernardino, CA

William C. Anderson
Rochester Lincoln-Mercury, Inc.
Rochester, MN

Early Harris
Island Lincoln-Mercury, Inc.
Merritt Island, FL

Franklin Perry
Youngblood-Perry Lincoln-Mercury, Inc.
Montgomery, AL

William A. Wright
Pasadena Lincoln-Mercury, Inc.
Pasadena, CA

According to *Automobile News*, nearly 1,000 dealerships failed in 1979. By 1980, General Motors had lost approximately 365 dealerships of which 11 were Black. Ford lost about one-third of its Black dealers among its 553 failing dealerships. Most of Chrysler's Black dealerships were counted among the 596 bankrupt businesses—only 7 Black dealers were still in business.

A Survival Model Established:

JUST one example of Black self-help during the worst financial crises in the history of the auto industry was the case of Willie Joe Patmon, a Detroit Olds dealer. He had been among the nation's most successful Black businessmen. By 1980, Patmon was facing bankruptcy. Thanks to a team of Black financial experts and some well-connected friends, including Black Mayor Coleman Young of Detroit, Patmon's business was saved. Within one year, Patmon Olds got a new start through an assistance package that the industry experts said couldn't be done.

Patmon's backers obtained a loan of \$500,000 guaranteed by the Minority Enterprise Small Business Investment Corp. (MESBIC) and the Small Business Administration (SBA). Later, this assistance package was used by SBA as a model for federal assistance to car dealers all over the country.

Today, Patmon Oldsmobile Inc. is located in the affluent Detroit suburb of Grosse Pointe Park. Patmon's advice: "Be very well capitalized; don't locate in a marginal area; and expect no profit for the first three months."

NAMAD Is Begun:

IN the midst of this crisis in the American-made new car industry, the National Association of Minority Automobile Dealers (NAMAD), spearheaded by minority Ford dealers, was formed as an advocate arm for the special interests of minority dealers. The major founding and present guiding personalities of NAMAD are Nathan G. Conyers, the first Black Ford dealer in Detroit; Jesse J. Jones Jr., Dodge dealer of Ferndale, Michigan and current president of the association; Richard B. Harris, Cadillac Dealer of Detroit; William E. Shack Jr., Lincoln-Mercury dealer of Miramar, California; and Gregory Baranco, Pontiac dealer of Decatur, Georgia.

In 1982, NAMAD convened in Atlanta,

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Buckle up—Together we can save lives.