DIEHL



#09
SEP
2026

NEWSLETTER

WELCOME

Welcome to the 9th volume of the Diehl Newsletter! We have a great one for you this time! Yessiree bob, this edition is jam packed with words! And pics! And punctuation, cause we used that too! You may even see a semi-colon because we're total professionals and only total pros use semi-colons. (Except Kurt Vonnegut, who famously hated semi-colons. He also smoked unfiltered cigarettes for 70 years. He died from tripping on an abandoned semi-colon and hitting his head. Irony; gotta love it.)

Moving right along, in this issue we will be celebrating Mr. Steve Covelli, McElwain sales manager extraordinaire, whose multi-generational career in sales is unparalleled. Steve is going to be retiring soon to start a new career in kumquat farming. Few know of the delightful nature of the modest kumquat, but Steve will soon rectify that gross ignorance, boy howdy. Make sure you read the article on Steve as he goes into great and intricate details about the proper soil composition for kumquats!

We We're also going to be talking with Steve Duco about the Office365 to Google switch that is currently happening. We asked him a bunch of technical questions and he answered with incredible alacrity, infinite knowledge, and unfathomable technical prowess. But we only understood about 6% of what he said and so we made up the rest. We felt bad about not understanding so we screamed NERD at him and then watched creatine ads on Youtube. Stop acting all smart, Duco! You make us feel bad for it.

Google! Since 1998

We will also be offering you a deep-dive into the NEW AND INCREDIBLE Diehl Hyundai of Massillon building! We'll be kicking the tires and lifting up the hood for all to see!

I don't know if you noticed, but this newsletter contains two Steve's, which is a 200% increase in Steve's over the old newsletters. We're very proud of our Steve's in this newsletter, a sign that we are continually improving the quality, ladies and gentlemen and Steves! We're hoping to increase our Steves to four for the next newsletter. Wish us luck.









For Diehl, sponsorship opportunities are not only a way to grow our business, but also an avenue to support worthy causes. And this Halloween season, Diehl is proud to continue sponsoring Hundred Acres Manor, a longtime local attraction that gives back through its support of important causes throughout the region.

Hundred Acres Manor is a charity haunted house in Bethel Park that opened in 2003, and has generously donated its profits to organizations including **Animal Friends Humane Society** and the **Homeless Children's Education Fund.** The artwork featured at the top of this page is one of three pieces our marketing team designed for Hundred Acres Manor's 2025 season — three large, mural-style banners prominently displayed and featuring some of Diehl's current model year vehicles stylized in a classic monster chase.

The property originally included a swimming pool and community hall before being transformed into one of the most dope and successful haunted house experiences around. No cap, Chief.

Today, the haunt features five themed haunted houses: ***The Sisterhood, South Valley Hospital, Voodou, Folklore,*** and ***Hallows' Eve.***

Alongside the scary fun, visitors of Hundred Acres Manor can also enjoy some food, drinks, and hangout options. The Franken-Fried food truck serves smashburgers, fries, chicken tenders, and more. The Scream Bar, which is an official **Cinderlands Beer Company** location, is where the 21+ crowd can go to guzzle beers or pound hard ciders. And The Midway is a vibrant hangout that includes snacks, carnival games, and photo-ops.

This year's Hundred Acres Manor season runs from September 11th through November 1st, with special Kids Days for younger visitors. Come out and support a great cause while getting your scare on!

Show nights include Fridays, Saturdays, and Sundays in September, Thursdays through Sundays in October, with Halloween week capping off the season with a show every night.

hundredacresmanor.com/attractions

HUNDRED ACRES MANOR
HAUNTED ATTRACTION

Building for the Future

Featuring Diehl Automotive IT Director **Steve Duco**

As Diehl Automotive continues to grow across Pennsylvania and Ohio, our technology needs grow just as steadily. To support that, we are transitioning from Microsoft to Google's cloud-based ecosystem.

According to IT Director Steve Duco, the decision ultimately came down to finding a technology platform that could grow with Diehl without adding unnecessary complexity or cost.

"Due to our growth, our current Microsoft licensing limited us to a specific number of users," Duco shared. *"We negotiated with Microsoft to explore options for continuing with them given our current user count but we couldn't see the value in the Enterprise license tier. Microsoft Enterprise licensing included features we would not utilize. Google's licensing structure has no user limit, which will prevent future licensing issues as we continue to grow our Automotive and Collision locations."*

In other words, the move isn't just about changing the tools we use today. It's about making sure our technology infrastructure is ready for the Diehl Automotive of tomorrow.

Several factors made Google a strong fit for Diehl. Because Google is a cloud-based ecosystem, it can reduce the administrative work required to maintain our technology environment. Google applications are also designed to work across different computers and mobile operating systems, giving employees greater flexibility in how and where they access their work.

The platform also offers a relatively straightforward user experience, a lower total cost of ownership and powerful search capabilities.

And there's another increasingly important advantage: Artificial Intelligence.

Google's integrated Gemini AI capabilities will give Diehl opportunities to incorporate AI into the way we work as the platform continues to evolve. Combined with Google's enterprise search capabilities, these tools have the potential to make finding information and completing everyday tasks faster and more efficient.

The transition is already underway, with a group of Early Adopters helping the IT team test the new environment and identify challenges before Google is officially rolled out more.

As expected with a transition of this size, the Early Adopter phase has brought some bumps along the way, but it has allowed the IT team to develop processes that should ultimately create a smoother experience for everyone.

Gemini

Building for the Future

Featuring Diehl Automotive IT Director **Steve Duco**
Continued

One of the biggest successes so far has been the adoption of Duo Single Sign-On (SSO).

"One of the highlights is the adoption of Duo SSO to allow us to utilize a single Multifactor authentication app on cell phones rather than having multiple," said Duco. "For example, users will be able to log into their PCs and Google apps using their computer password. No more needing two different passwords for PC and email! We are also looking to onboard more applications into Duo SSO such as Tekion and possibly dealership brand specific apps such as GM Global Connect, KDealer, DealerDaily, etc."

One of the biggest challenges is something many Early Adopters have experienced: the transition isn't happening all at once. Early Adopters are using Google applications while still having to work in Microsoft applications to collaborate with colleagues who have not yet transitioned. That creates a temporary period where employees may need to move between two technology ecosystems.

"It's a limbo phase," Duco said, noting that the challenge is expected as the transition progresses.

The good news? Based on employee surveys, many Diehl employees already have some familiarity with Gmail and other Google applications. That existing experience should help make the transition easier as more employees make the switch.

Another struggle for the IT team has been taking on this task with a team of three people while continuing to manage the daily IT routine. The Diehl IT team is working through the migration of more than 670 email accounts, 300–400 email groups, and approximately 50 SharePoint sites. And they're doing this while continuing to handle the day-to-day technology needs of the company, including network support, computer and printer support, project management for new construction and user onboarding across every Diehl Automotive and Collision location in Pennsylvania and Ohio.



Despite the workload, the team is using the Early Adopter phase to create processes that will make future migrations more efficient by ultimately reducing the amount of time IT has to spend provisioning users across multiple applications and platforms.

While changing technology platforms can take some adjustment, the long-term goal is to make everyday work simpler.

Building for the Future

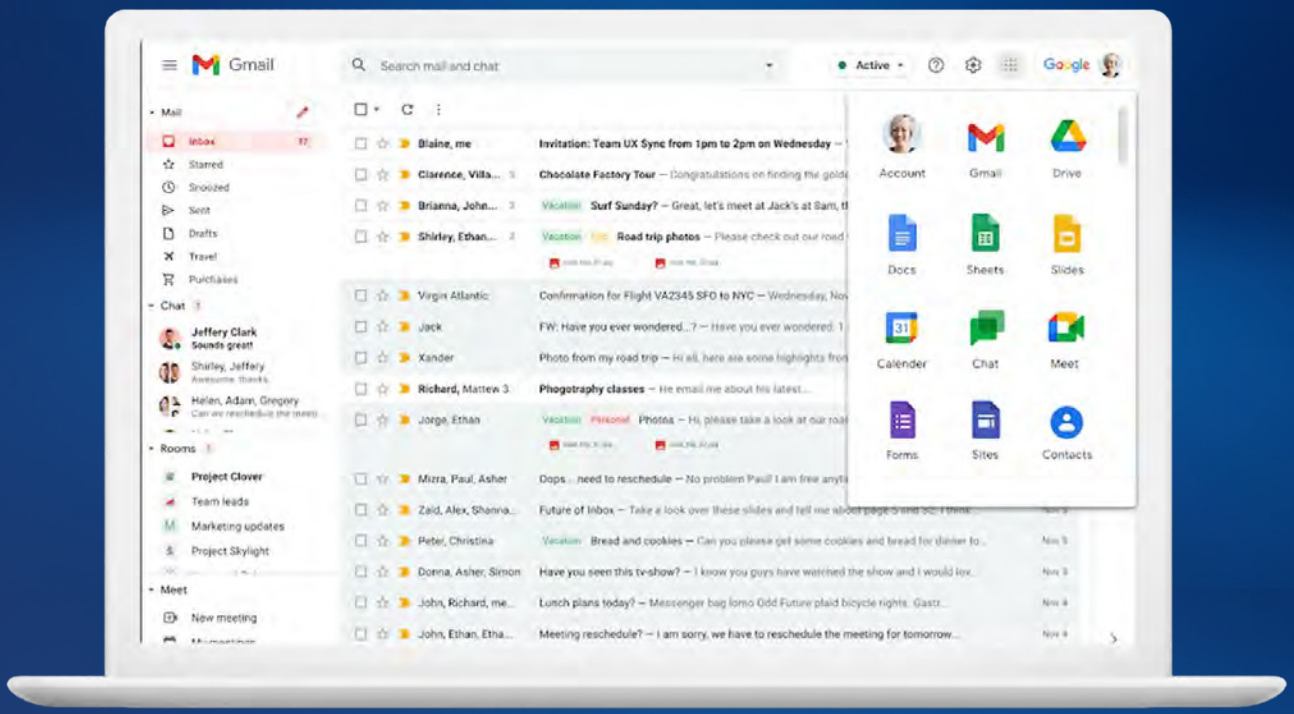
Featuring Diehl Automotive IT Director **Steve Duco**
Continued

Employees can expect streamlined logins, greater standardization, and an easier-to-use collection of Google applications. Collaboration will also become seamless! Google allows multiple people to share and edit files together in real time, making it easier for teams to work on documents without passing different versions back and forth.

Perhaps, most importantly, the transition will allow the IT team to spend less time on administrative tasks and more time focusing on projects, innovation and technology improvements that benefit the entire company.

Diehl's move to Google represents more than a change in email or productivity applications. It is an investment in the technology foundation supporting our continued growth.

There will undoubtedly be some learning curves along the way, but as the transition progresses, the goal remains clear: a technology environment that is easier to manage, easier for employees to use, and be better positioned to support Diehl Automotive well into the future.



THE NEW DIEHL HYUNDAI OF MASSILLON

July 1st of this year was a very exciting day for employees of Diehl Hyundai of Massillon. After many months of construction, fighting for parking spaces, and dirt covering every car in the lot, the brand-new Hyundai building was finished! Staff were quick to pack up their desks and make the move to the promised land. Just two days later, the store was open for business. After working out of the old Mitsubishi building for so long, our team was excited to have their own space.

There are six cubicles in the new showroom, decorated by the salesperson who has claimed each as their own. Floor-to-ceiling windows cover an entire wall, filling the building with natural light (and letting us see customers before they see us). There are always one or two cars in the showroom, ready to be bought. When a deal goes through, our new indoor detail bay lets customers drive off in their new ride without having to brave the elements.

For customer convenience, there's also a shiny new service lounge with a minifridge, comfortable chairs, an industrial-grade Keurig, two TVs, and plenty of workspace. Need to bring the kids? No problem. There's a dedicated kids' lounge with its own TV and chairs, plus noise-dampening glass.

The lounge might have had an upgrade, but what about service? I'm so glad you asked! Our nine service bays have been moved to the new building, and the service drive got a major upgrade. Hunter Quick Check Drive technology has been added to make diagnosing cars even easier. Now, on intake, as cars drive over these machines, they take 360° photos of each car, check tire tread and alignment, and display that information on a large screen in the intake bay and in the service office. This new tech speeds up diagnoses and gives customers a better understanding of the issues their car may be facing.

If you've gone electric and servicing your vehicle is a thing of the past, we still have something for you! Right in front of our dealership is a new electric vehicle charger, making it easy to plug in and power up while you're here.

There's something for just about everyone to look forward to when visiting our new building. We're so grateful to our construction team for working hard and getting it done and can't wait to see what the future brings for our team and our community!





STEVE COVELLI
-with Donnie Gutherie

“Sure, come on down anytime. I’m always here…” said Steve Covelli, McElwain Sales Manager and one of the last old-school car guys in the world. I had called Steve to ask him for an interview, and even though this is obviously a bit outside the wheelhouse of a sales manager, being interviewed by some whackado nerd that is dead-set on pulling at least a thousand words out of him, Steve acted as though this was normal daily business.

I met Steve in his office at McElwain, where we didn’t have a moment’s peace. Steve was constantly working as I peppered him with questions, making a downright nuisance of myself. Sales consultants came and went, the Finance Manager came in to talk business for a while, and all the while, Steve Covelli sat in the middle of the web he himself wove, directing sales consultants, exploring options, and making everyone laugh.



Steve had hooked into something seriously powerful. As the line screamed off the reel and the Goliath Grouper swam for the bottom, Steve had to rely on every bit of strength and determination he had to reel this enormous fish from the depths.

Steve has worked at McElwain for 29 years. And up until a couple years ago, was one of the best sales consultants that ever walked the earth. Yes, his last year of sales, Mr. Covelli done sold 350 vehicles. All the other sales consultants reading this are all like, “Wait a second. He sold 350 vehicles at a small Chevy store in Ellwood City? Where’s Ellwood City?”



Steve didn’t just sell cars to people. He developed relationships with the people to whom he occasionally sold cars. Steve maintained consistent communication with his customers, calling them on their birthday, spending hours in the phone with them, and even selling cars to their family members. Steve actually sold Brian Brooks, a Service Advisor at McElwain, his first car. Years and years ago, Brian called Steve and said he was in the market for a truck. Steve said, “Brian, I know you. You don’t want a truck.” Later that day, Brian came to the dealership to look at the truck Steve pulled out for him. As they were walking to the truck, Brian’s eye caught this great looking Trans-Am. Brian paused for a moment to look at the car. Steve already had the keys in his hand, knowing exactly what Brian wanted before even Brian knew.

Steve Covelli with Donnie Gutherie



Steve Covelli was born in Kennerdale, PA in 1966 AD right beside the Allegheny River. When his uncle first took him fishing at just five years old, he was hooked for life. By age 14, Steve had his first fishing boat, and for the next 46 years, he's still chasing lunkers in both fresh and salt water whenever he gets the chance. These days, you'll find him on the waters of Lake Erie as often as he can get out there.

Steve is also an avid hunter. He recently went on an African safari where he laid waste to various animals with bad attitudes and horns. Check out the pics included! Look at the horns on that...what is that, an Ibex? I think that's an Ibex, but I'm hardly David Attenborough so it could be a pumpkin pie for all I know. Steve mounts the heads of these impressive animals in his Florida home, giving his abode the look of a miniature Cabela's! While some may have criticism for trophy hunting, well-managed guided hunts can play an important role in conservation and provide valuable income for guides, outfitters, and remote communities where tourism and other economic opportunities can be limited.



Steve considers himself a coach first, and a car guy second. For over 19 years, Steve has coached ice hockey, and let me just say that he looks like a coach. Yeah yeah, you're gonna ask me how he looks like a coach. I dunno, man. He has this coachiness about him. Not just in his overall aesthetic, which is, in and of itself, kind of coachy, but his demeanor. He feels like a coach. Like when he interacts with his staff; he doesn't tell them what to do—they all know their jobs very well—instead he works to get the very best out of them, as if he knows what they're all capable of and only needs to remind them.

But all good things must come to an end, and Steve Covelli, after all these years and all the impossibly long hours behind the desk, is retiring! Yes, and no matter what you have heard, he's not growing kumquats in his retirement. No, Steve is moving to his Florida house, buying a boat, and will be doing fishing charters! All Steve'll need is to find a duffle bag of money floating in the Gulf and he'll be living in a Carl Hiaasen novel.

I gotta tell you, gentle readers, I love Steve Covelli. He's fun and funny, professional and dedicated, disciplined and prepared. And I can tell you from my heart: We will all miss Steve when he's gone.

TIDBITS N' NEWS

HERMITAGE HIGHLIGHTS

Diehl of Hermitage will become the first Sunflower Friendly Dealership in Western Pennsylvania. The Hidden Disabilities Sunflower program helps businesses better support people with non-visible disabilities by teaching staff to recognize when someone may need additional patience, understanding or assistance. Hermitage staff will complete Sunflower training in mid-September, officially making the dealership a more welcoming and supportive environment for customers with hidden disabilities. The partnership will be officially revealed on September 26.

Hermitage Staff will be participating in a couple of charitable golf outings this month for Prince of Peace, United Way of Mercer County / Penn Northwest Development Corporation and a couple others!

Buhl 5K / Buhl Day on Labor Day: Many members of our staff participate in Buhl Day each year, either by volunteering to help with the events or by running in the Buhl 5K. Diehl also provides the pace vehicle for the race each year. This year, sales team member Ralph Arcuri will have the honor of driving the pace truck instead of running in the race himself. Parts Driver Walt Yourema also helps keep the Buhl Day Car Cruise running smoothly at Buhl Park.

Other Sponsorships: Cystic Fibrosis Foundation, Huffy's Heart Memorial, Commodore Perry Wrestling, New Virginia Old Home, IronMaidens, Intertribal Woodland Traditions, and Allegheny River Thunder 8u Baseball Team!

Hermitage Sales Team Member Tommy Berardi has hit a new PR in sold units in a month, he sold 25.5 units in August!

SHARON NEWS

Join us Wednesday mornings at the Downtown Sharon Farmers Market! Our team showcases a new vehicle while connecting and networking with members of the local community.

Supporting our local Sharon Tigers! On Friday evenings after work, members of the Sharon team can be found across the street at home football games, showcasing a vehicle, handing out snacks, and cheering on our hometown team from the sidelines.

MOON

Welcoming new Sales Managers Jack Molitoris and John Cebula, along with new Salesperson James Richey, to the team.

TIDBITS N' NEWS

BUTLER

CDJR – Finished #1 in the district, beating both Shorkey stores, and ranked #3 in total turn.

Toyota – Finished above a very strong district turn and reached the Top 35 in the region for the 4th consecutive month, moving extra cars.

VW – Exceeded their objective and remain on track for their best year ever.

GROVE CITY

Welcome William Eller to the Sales Team!

SUBARU

Rico Marshal moved from the Photo Team to Sales, while John Kondrach transitioned from Lot Team Leader and Luke Phillips moved from the Lot Team into Sales. The team also achieved its best-ever August for new Subaru sales with 96 units sold.







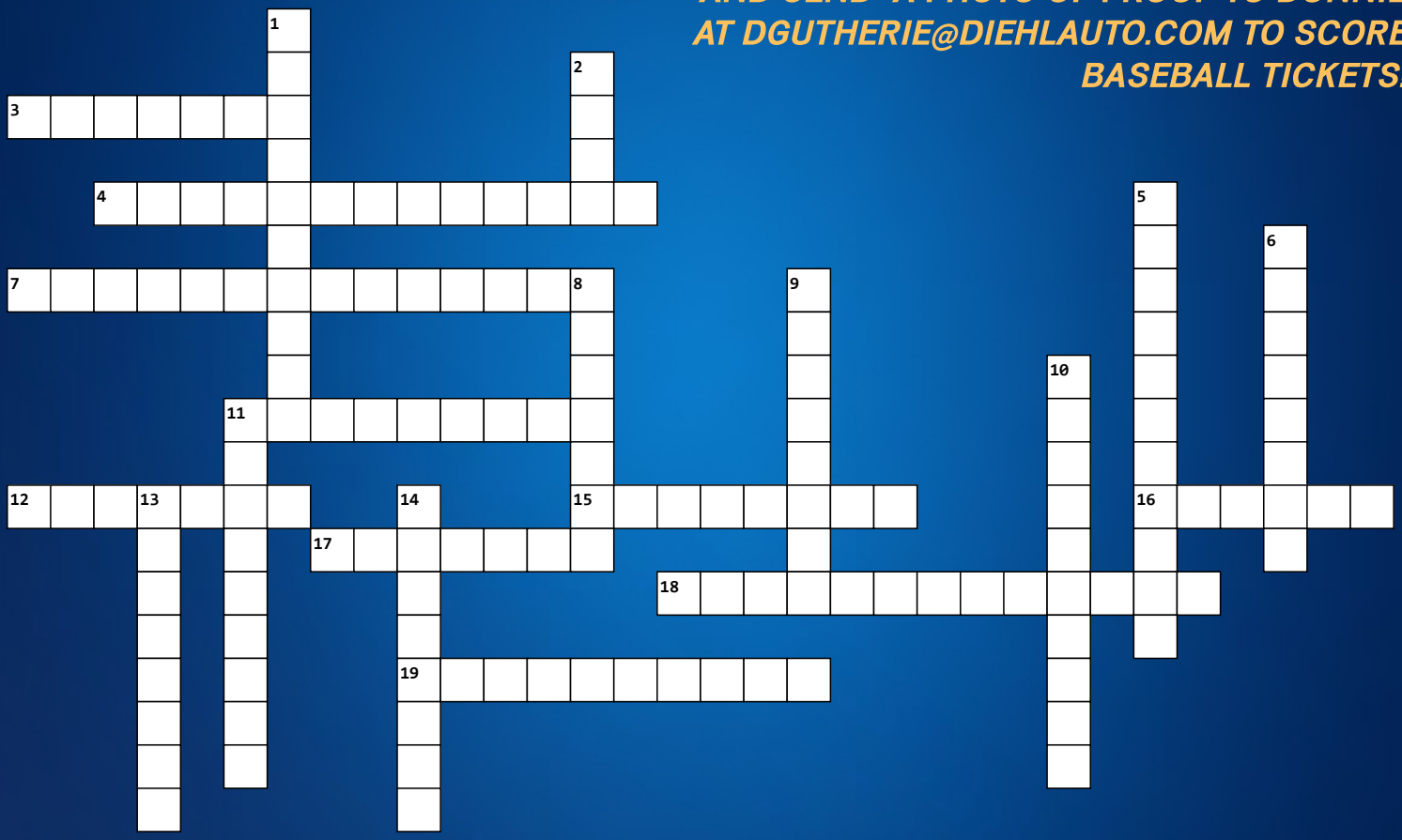
PHRESH DRIP

**HOODIES, POLOS,
PUFF VESTS AND LIDS.
CLICK TO COP.
THESE THREADS AIN'T MID.**

DIEHLAUTO.COM/MERCH

CROSSWORD

BE THE FIRST TO FINISH THIS CROSSWORD AND SEND A PHOTO OF PROOF TO DONNIE AT DGUTHERIE@DIEHLAUTO.COM TO SCORE BASEBALL TICKETS!



Across

3. The oldest car manufacturer in the world

4. This manufacturer's EV1 is widely considered to be the first mass-produced modern EV.

7. The GTI and R trims of this car model won 2026 MotorTrend Car of the Year

11. An automobile with an increased ride height that is built on unibody chassis

12. Honda's minivan model

15. Engine cooling system

16. Rating associated with gasoline

17. This manufacturer owns Genesis and 33% of Kia

18. The bottom of the car that holds the frame, suspension, and exhaust system.

19. Diehl Collision Center that is furthest south

Down

1. Electrical generator that charges the car's battery

2. Number of rings on the Audi logo

5. Volkswagen's United States assembly plant is located in this Tennessee city.

6. Brand of car that was the time machine in the Back to the Future series

8. This car manufacturer has won the most Formula 1 Constructors' Championships, with 16 titles

9. Chevy sports car that has been produced since 1953

10. Professional who diagnosis and repairs cars

11. Car brand with the "bowtie" logo

13. What the "SC" in NASCAR stands for

14. The type of car door that is hinged on the roof and opens upward



HAPPY BIRTHDAY!



CHARLES O'BRIEN
THOMAS LOVELACE
THOMAS MORRIS
RONALD WOLF
JAMES SILVER
NIKI FRANEK
JOHN NOVAK
AMY MACKEY
MATTHEW PHILLIPS
STEVEN COVELLI
HOWARD ZICKEFOOS
WILLIAM DIMOND
DARRIN ZAJAC
DAVID BROWN
AMY BARBARINO
DAVID SPITHALER
JAMES WATSON
JEFFREY ROSSITER
JASON GLOVAS
SCOTT PLUMMER
AMY LLOYD
DAVID DRESSING
JAMES RICHEY
TOI GOSHAY-EVANS
TIFFANY POWERS
REGINA VERDONE
HOLLY SEGRAVES

BRIAN BAGLEY
ALI HATCHER
ADAM LONGWELL
JAMES WILLS
JESSIE LAMOUREUX
RYAN CARNAHAN
JOSEPH STAHLMAN
MICHAEL GARRITY
KYLE RISHOR
JASON FRALEY
MITCH DEVINCENTIS
MATTHEW STEPHENS
KEANU KALIMA
LINDSAY UJCICH
KAYLA GRAFTON
DEMICKO SNOWDEN
CHRISTOPHER ANDREET-TI
DAMIAN SOUTHWICK
VINCENT DILORENZO
IAN WALIGURA
NOAH JOURDANAIS
JOHNATHAN HARRIS
ALEXA LUDWIG
JEREMY SCHEIDT
TREVOR GLASER

CONNOR GROOT
DANIEL PETERSEN
JAMES HEBERT
THOMAS BERARDI
KAYLA ASHBAUGH
DERRIK PARKER
COLLIN CROOP
HALEY HEADLEY
ZACKERY CHENEVERT
EMILY THOMAS
KAYLYN CAMPBELL
MICHAEL KELLEY
ZACHARY NEWTON
DAMEN GRAY
ALEC ANDREWS
BRANDON D'EGIDIO
MATTHEW PRICE
MARIE ADAMS
MITCHELL COVERT
NICKLES SMIGLEWSKI
BRENNAN BARNARD
NATHAN ALBERT
JOCELYN APPLEGATE
JACKSON PUKYLO

WORK ANNIVERSARIES

JEFFREY CHATELAIN	37
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TRE BELL	9
RYAN SISLEY	8
MICHAEL FETSKO	8
CHRISTINA LONG	7
JAMES SCHALL	6
CAMDEN WINKLER	5
JACK TOY	5
NICHOLAS MCFADDEN	4
JESSICA HOOKS	4
KAYLYN CAMPBELL	4
COURTNEY BRAND	4
RITA WILLIAMSON	4
JORDAN DELILLO	3
SUSAN LUCIO	3
JOHN SEIBEL	3
THOMAS MORRIS	2
JAMES GRAY	2
STEVEN DUCO	2
MICHAEL HOFFARTH	2
HILLARY MUNDELL	2
PAXTON WINKLER	2
DAVID COOPER	2
CODY SEEBERGER	2
ZACH STEPHENS	1
NEVIN FERGUSON	1
ZACHARY FINE	1
QUEMARCE KHAIATZADEH	1
KYLEE TAYLOR	1
JESSIE LAMOUREUX	1
CHUCK KELLY	1
MASON BROADBENT	1
GREGORY ELLIOTT	1
ANTHONY BARCKHOFF	1
AMBER MOLYNEAUX	1
DEVIN REED	1
SHANE GESIN	1
JOHN WILEY	1
MICHAEL MCADOO	1
JAMES SHILLING	1
JARED DECKER	1
JASON ELDER	1
SAMUEL FLINNER	1
GAVIN CARNEY	1
JASON KASCAK	1

THE TOP DOGS LEAD THE PACK

AUGUST WAS ANOTHER STRONG MONTH ACROSS DIEHL AUTOMOTIVE GROUP, WITH OUR SALES TEAMS CONTINUING TO DELIVER IMPRESSIVE RESULTS AND KEEP THE MOMENTUM MOVING FORWARD. WE'RE PROUD TO RECOGNIZE OUR AUGUST TOP SALES PERFORMERS FOR THEIR HARD WORK, CONSISTENCY, AND COMMITMENT TO OUR CUSTOMERS. CONGRATULATIONS TO EVERYONE WHO MADE AUGUST A SUCCESSFUL MONTH!

NAMES:	STORE:	UNITS SOLD:
Ryan Feola	**Sharon**	**26.5**
Josh Hamm	**Sharon**	**25.5**
Tom Berardi	**Hermitage**	**24.5**
Jacob Widmyer	**Sharon**	**23.0**
Matthew Jones	**Hermitage**	**22.5**
Evan Hart	**Butler**	**22.0**
Jessica Harmon	**Massillon**	**22.0**
Cornell Charles	**Butler**	**22.0**
Michael Poydence	**North Hills**	**21.0**
Darin Sharek	**McElwain Chevrolet**	**21.0**

BUILT ON SERVICE. DRIVEN BY RESULTS.

AUGUST KEPT THINGS MOVING ACROSS THE PARTS, SERVICE, AND COLLISION DEPARTMENTS AT DIEHL AUTOMOTIVE GROUP. OUR TEAMS STAYED FOCUSED ON KEEPING CUSTOMERS ON THE ROAD, DELIVERING QUALITY WORK, AND PROVIDING THE SERVICE THEY CAN COUNT ON. THE RESULT WAS ANOTHER SOLID MONTH OF PERFORMANCE AND CONTINUED PROGRESS ACROSS THE ORGANIZATION.

AS WE MOVE INTO THE FINAL STRETCH OF THE YEAR, AUGUST GIVES US PLENTY OF MOMENTUM TO BUILD ON. THANK YOU TO ALL OF OUR PARTS, SERVICE, AND COLLISION TEAMS FOR THEIR HARD WORK, TEAMWORK, AND CONTINUED COMMITMENT TO OUR CUSTOMERS.

COLLISION

	SALES	CSI SCORE
Diehl Collision of Bellevue	$97,152.73	99.2%
Diehl Collision of Butler	$553,549.89	86.5%
Diehl Collision of Cranberry	$206,314.22	92.5%
Diehl Collision of Ford City	$148,459.12	91.8%
Diehl Collision of Grove City	$150,843.03	90.9%
Diehl Collision of Hermitage	$202,785.40	93.0%
Diehl Collision of Massillon	$262,470.34	91.3%
Diehl Collision of Pittsburgh	$80,054.33	92.7%
Diehl Collision of Robinson	$306,449.03	98.5%
Diehl Collision of South Hills	$69,780.68	98.4%
Diehl Collision of Washington	$129,505.63	94.2%
Fireland Collision by Diehl	$193,635.19	96.9%

PARTS

Diehl Chevrolet of North Hills	$150,288
Diehl Ford of Beaver	$90,745
Diehl Honda of Massillon	$289,046
Diehl Hyundai of Massillon	$234,390
Diehl Kia of Beaver	$107,748
Diehl Kia of Hermitage	$79,285
Diehl Kia of Massillon	$356,447
Diehl of Butler	$985,718
Diehl of Grove City	$276,129
Diehl of Moon	$231,939
Diehl of Robinson	$449,585
Diehl of Sharon	$182,844
Diehl Subaru of Massillon	$333,842
Diehl Toyota Chevrolet of Hermitage	$315,484
Diehl Toyota Volkswagen of Wooster	$120,026
McElwain Chevrolet	$183,073

SERVICE

Diehl Chevrolet of North Hills	$89,355
Diehl Ford of Beaver	$85,085
Diehl Honda of Massillon	$222,888
Diehl Hyundai of Massillon	$128,446
Diehl Kia of Beaver	$84,959
Diehl Kia of Hermitage	$87,221
Diehl Kia of Massillon	$169,000
Diehl of Butler	$462,724
Diehl of Grove City	$210,775
Diehl of Moon	$202,445
Diehl of Robinson	$237,407
Diehl of Sharon	$160,026
Diehl Subaru of Massillon	$216,402
Diehl Toyota Chevrolet of Hermitage	$169,658
Diehl Toyota Volkswagen of Wooster	$100,573
McElwain Chevrolet	$180,321

AUGUST MADE ITS MARK
AND BROUGHT THE RECEIPTS TO FLEX

September is here, and it's time to take a look at the numbers from another strong month across Diehl Automotive Group. August brought plenty of positive results across our dealerships, with sales performance, customer metrics, and other key measurements showing the continued strength of our teams and our operations.

As we head into September and the final months of the year, there's a lot to be proud of in the results we've already put on the board. August added another chapter to what has been a productive year, with teams across the group continuing to post strong numbers and hit important milestones.

BEAVER

	TOTAL SOLD	NEW	USED	GROUP SSI	SALES SSI	SERVICE CSI	REGION
Ford	48	33	15	4.76	4.93	5	4.79
KIA	69	37	32	95.96	88.24	100	89.3

BUTLER

GROUP SALES
TOTAL SOLD: **284**
NEW: 195
USED: 89

	GROUP SSI	SALES SSI	SERVICE CSI	REGION
Jeep / RAM	91.9	100	81.2	79.3
TOYOTA	N/A	4.9	4.8	N/A
VW	956	971	922	897

GROVE CITY

GROUP SALES
TOTAL SOLD: **90**
NEW: 52
USED: 38

	GROUP SSI	SALES SSI	SERVICE CSI	REGION
Jeep / RAM	91.9	88.3	56.7	79.3
CHEVROLET	91.61	88.89	70	74.98
CADILLAC	82	90	100	90

HERMITAGE

GROUP SALES
TOTAL SOLD: **134**
NEW: 77
USED: 57

	TOTAL SOLD	NEW	USED	GROUP SSI	SALES SSI	SERVICE CSI	REGION
CHEVROLET				93.6	100	44.44	78.34
TOYOTA				N/A	4.62	4.7	N/A
KIA	123	76	47	95.84	95.12	90.7	85.82

WOOSTER

GROUP SALES
TOTAL SOLD: **62**
NEW: 39
USED: 23

	GROUP SSI	SALES SSI	SERVICE CSI	REGION
VW	956.1	N/A	888.8	897.4
TOYOTA	N/A	4.5	4.32	N/A

MASSILLON

	TOTAL SOLD	NEW	USED	GROUP SSI	SALES SSI	SERVICE CSI	REGION
SUBARU	122	79	43	90.3	88.9	93.5	78.8
HONDA	149	99	50	92.2	95.5	69.6	76.8
HYUNDAI	95	47	48	961	966	863	902
KIA	122	83	39	93.55	96.67	91.96	83.07

MOON

	TOTAL SOLD	NEW	USED	GROUP SSI	SALES SSI	SERVICE CSI	REGION
Jeep / RAM	63	28	35	91.9	75	87.8	79.3

NORTH HILLS

	TOTAL SOLD	NEW	USED	GROUP SSI	SALES SSI	SERVICE CSI	REGION
CHEVROLET	46	22	24	90.82	100	78.9	75.3

ROBINSON

	TOTAL SOLD	NEW	USED	GROUP SSI	SALES SSI	SERVICE CSI	REGION
Jeep / RAM	99	45	54	91.9	66.7	78.3	79.3

SHARON

GROUP SALES
TOTAL SOLD: **114**
NEW: 69
USED: 45

	GROUP SSI	SALES SSI	SERVICE CSI	REGION
Ford	4.76	5	5	4.79
HYUNDAI	955	959	872	889

McElwain CHEVROLET

	TOTAL SOLD	NEW	USED	GROUP SSI	SALES SSI	SERVICE CSI	REGION
CHEVROLET	127	71	56	91.61	95	92.86	74.98