

Terry Spitzer's comments for interview questions for Darryl Washington:

1. Why did you decide to locate Benchmark in Irondale?

We are located in Irondale because the Auto Mall was being proposed, and I bought into the concept.

2. What are the most important factors that have led to the success of your business?

Our products have become aspirational. People recognize the quality and functionality of Jeeps and Rams.

3. If you weren't in your current role, what profession would you pursue?

If I were not an auto dealer, I would probably be a homebuilder.

4. Where do you see Benchmark five years from now?

Benchmark will continue to be a leader in customer satisfaction and sales performance for years to come.

5. What's the best piece of business advice you've ever received? How did it impact your business?

Treat customers and employees fairly. We have much less turnover in our staff than is customary in our industry.

6. What hobby or passion do you enjoy doing most in your personal time?

I enjoy being a sports fan both at college and the professional levels.