MSX | NADA Business of the Year Awards honours exceptional performance of at automotive dealerships across the country

The 2022 MSX | NADA Business of the Year (BOTY) Awards took place in Johannesburg last month (March) at a black tie function, which followed the high-impact NADA Dealer Conference

Business owners, sponsors, dealer principles and NADA and RMI Executives attended the exclusive awards evening, now in its 25th year.

The MSX | NADA Business of the Year Awards honours the exceptional performance of managers and their teams at automotive dealerships across the country. It is the only independent validation of dealership profitability. MSX International (MSX) measures the financial performance of over 1 000 South African franchised dealers and recognises the top performers across five categories:

Commercial Vehicle – Dealers trading in commercial vehicles
Independent Dealers – Single independently owned dealers
Listed Group – Dealers owned by companies listed on the JSE
Luxury Vehicle – Dealers trading in luxury brands
Unlisted Group Dealer – Dealers owned by companies where the equity is privately held

The overall BOTY Dealer of the Year Award drills down to three nominees drawn from the top performing dealerships across these five categories.

An additional award is presented in a category named **Most Improved Performance Group Member**. This award is one that has been in existence for many years, prior to the inception of the BOTY awards. Dealers in this group are evaluated over a two-year period.

Athol Quinn, MSX International Operations Director: South Africa & Sub-Saharan Africa, and Mark Dommisse, Chairperson of NADA, presented the awards to the deserving winners and finalists on the night.

Commercial Vehicle Dealership

This year's Commercial Vehicle Dealership of the Year went to Paul Kok, Dealer Principal (DP) of NTT Motors East London, with Nigel Powis DP of Barons Commercial N1 City and Ryno Olivier, the DP from Hino Kuilsrivier named as finalists.

Independent Dealer of the Year

Toyota dealerships swept the Independent Dealer of the Year category once again, with top honours going to Derick Lochner, DP of Vredendal Toyota. Chris Morgenrood the DP of Secunda Toyota and Elsabe Gresse, DP of Upington Toyota were the other finalists joining Derick on the stage to receive their certificates.

Listed Group Dealership

The Listed Group Dealership category saw three finalists from the Bidvest McCarthy group all vying for the top spot on the podium. Gordon Bannister, DP of Bidvest McCarthy Toyota Pinetown was presented with the trophy as the winner in this category. Trevor Munsamy, DP of Bidvest McCarthy Nissan Gateway and Mannie Brockmann Bidvest McCarthy Toyota Empangeni's DP, joined Gordon on the stage to accept their certificates as the two finalists in this category.

Luxury Group Dealership

The Luxury Group Dealership category was hotly contested, with four finalists all vying for the top spot on the podium. Lexus Gateway was the winner in this category, and Audi Centre West Rand's DP, Louis Nortje, Phillip Clough, DP Audi Centre Arcadia and Diederik Kruger, the DP of Audi Centre Menlyn were declared the three finalists on the night.

Unlisted Group Dealership

In first place in the Unlisted Group Dealership of the Year, was Mortimer Toyota Bethlehem. Andries Stone held the trophy with pride alongside the two finalists, Johan Rootman from Honda Auto Polokwane and Reynier Cronje, DP NTT Toyota Groblersdal.

The Most Improved Performance Group Member Award

This category is measured on continuous improvement on a dealership's return on assets (ROA) over a two-year period and was won this year by veteran Clive Thompson, DP of Thompson Nissan Port Shepstone. Mahindra East Rand DP Warren Olsen and Charl Duvenhage, DP of Westvaal Brits, were presented with certificates as the two finalists in this category.

Overall BOTY Dealer of the Year

Mortimer Toyota Bethlehem won the coveted Overall 2022 MSX / NADA BOTY Dealer of the Year Award, with Andries Stone accepting the sought-after trophy from Mark Dommisse.

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