



For Immediate Release

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Nation's Largest Used Car Franchise Ranks in Top 10 Percent of U.S. Franchise Systems

CARMEL, Ind. (Oct. 31, 2005)—J.D. Byrider is among the top 10 percent of the most successful franchise systems in the nation, according to the latest rankings by *Franchise Times*. The magazine's October issue contains its annual ranking of 1,500 U.S. franchises by worldwide sales.

"This ranking testifies to the hard work of our franchisees and their employees, the integrity of our business model, and the satisfaction of our customers," said Steve Wedding, J.D. Byrider's chief financial officer. "That's what has made it possible to grow to 124 dealerships in 28 states over the past 15 years."

Byrider is growing even further, seeking qualified business partners to open franchised locations in Washington, D.C., Minneapolis, MN, and Newark, NJ. Wedding said potential franchisees are attracted by Byrider's deep experience in used-car sales, access to an exclusive computerized dealer operating system, and on-site financing at each dealership that most used car sellers can't offer.

Ira Melamed, a self-described "skeptic" who became a Byrider franchise owner, told of some *intangible* advantages of being within the system.

"The camaraderie with fellow franchisees, the open sharing of ideas, and the tackling of challenges as a group can't be beat," said Melamed. "I can't say enough about the support you get from the J.D. Byrider franchise."

After 25 years in new car sales, Melamed was so impressed by the Byrider business model that in 2003 he left a top-performing Philadelphia new car dealership to open a Byrider franchise in that city. Like Byrider, he, too, is looking to expand into more locations.

For more information, or to arrange an interview, please contact Sanda Pecina at the number/e-mail above.

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J.D. Byrider

Headquartered in Carmel, IN, outside Indianapolis, J.D. Byrider was founded in 1989. Its mission is to serve customers with special financing needs who are routinely ignored by other dealers, and to ensure that they receive the same quality service in every J.D. Byrider dealership. Sixteen years and some 550,000 vehicles later, daily customer-satisfaction monitoring by each dealership shows an average 95 percent satisfaction rating. There are 124 franchisee- and company-owned J.D. Byrider dealerships in 28 states. More than 5,000 people—many of them repeat customers or referrals—trust Byrider with their business every month. For more, visit www.jdbyrider.com