

Resume of

GERALD (GERRY) J. WOOD

RR #2

Okotoks, AB T1S 1A2

Born: Glasgow, Scotland

Education: Stow College, Glasgow -- Marketing and merchandising courses

Early History: Worked with his father James Wood, a Ford Dealer, and was involved in converting vehicles to hand-control for disabled drivers, as well as with his company "Wood's Agencies", who were manufacturers' agents for electrical and allied products. Gerry's father had a great influence in his early years, teaching him to be innovative, creative, and unafraid of being a pioneer.

In 1969 Gerry arrived in eastern Canada. After working at several odd jobs, he headed to the West.

1969-1979 Gerry worked at Maclin Ford in Calgary, initially as a Sales Representative, and then 5 years as the New Vehicles Sales Manager. During this time he learned the 'North American way', and enjoyed every minute.

1979-1983 Gerry bought a small GM dealership in Vulcan, AB, and through his energies, it developed into a viable operation.

Present work: In 1983 Gerry took ownership of Southridge Mercury Ford, renaming it to Woodridge Mercury Ford, later to become Woodridge Ford Lincoln. He successfully launched it on a strong rebound to prosperity. In 1984 Woodridge recorded the highest sales volume of new Mercury cars in Canada; in 1985 Woodridge outsold all Mercury and Ford franchise dealers in the nation.

Continued business developments:

1987 Woodridge Body Shop facility opened

1987 Crowfoot Village Honda was started in north-west Calgary

1991 Okotoks Ford Lincoln commenced business

1992 Cavalcade Auto Acceptance Corp was established

1995 Advantage Ford Sales was created, a new state of the art dealership in south-east Calgary

2000 Concept Kia started operations in north-east Calgary, recently moving into its new facility

Family: Spouse Elaine Wood, and children Rory, Megan and Cailean

Gerry Wood has spent his entire career in the automotive industry, working with people. Gerry immigrated to Canada in 1969 where he initially drove garbage truck in Guelph, ON. “Jackie Steward” style. His career took a firm hold in Calgary shortly after, in joining a local Ford dealership. He drew from his prior marketing training in Glasgow, Scotland; as well as the philosophies and innovations gleaned from his father James Wood, a mentor to him for his future life achievements and contributions in Canada.

In 1979 after examining several options, Gerry bought a small GM dealership in Vulcan, AB. He spent 5 years developing it into a viable operation. This allowed him to prepare for his next step, which was to take on a struggling large dealership in south Calgary. The renaming of the dealership from Southridge to Woodridge witnessed a dramatic marketing story in Calgary. Within months Gerry and his team launched a strong rebound to prosperity. The results were clearly evident when Woodridge recorded the highest sales volume of new Mercury cars in Canada in 1984. 1985 marked a dramatic milestone when Woodridge outsold all Mercury and Ford franchise dealers in the nation. For the past 10 years it has been one of Canada’s leading Ford Lincoln dealerships.

In the following two decades Gerry Wood has expanded his business enterprises. The results of this are numerous. The Wood Automotive Group has pioneered and fine-tuned customer/marketing initiative, the concepts of vehicle leasing, cost effective and excellent service, and a commitment to life-long relationships. Again these are values worthy of him nomination to the Immigrant Award.

Gerry Wood has built an organization that is driven to be progressive and a leader. The Wood Automotive Group provides outstanding employment opportunities in the Calgary area, including to numerous immigrants. He assists and helps individuals from all walks of life on a daily basis; and if there is something he cannot do personally, he coordinates through his many contacts. This is part of the strengths that Gerry has demonstrated.

As a recognized leader in the Canadian Automotive Sector, Gerry has accepted many key appointments in local, provincial and national associations. As part of executive bodies, he represents Canadian automotive dealers to both manufacturers and governments.

He participates and is highly active in the Calgary and Okotoks communities. Some of Gerry’s involvement entails organizations such as the Stampede Board, Canadian Down Syndrome Society, United Way, Lion’s Club, Tom Baker Cancer Society, Robby Burns Club of Calgary, Mustard Seed, Prostate Calgary, Big Brothers/Big Sisters. With his 17 annual Woodridge Golf Tournaments, close to two million dollars of funds raised have supported the building of a PREP school and programs for Down Syndrome children.

## AWARDS:

2006 Northwood University, Automobile Dealer, Education Award  
2003 Immigrant of Distinction, Business Award  
2001 The President's Award, Ford Canada  
2000 Maclean's Dealer of Excellence Award  
1999 Retail Entrepreneur of the Year  
1997 Finalist in Canada's 50 Best Managed Companies  
1991 #1 Plan Deal in Canada, Ford Credit Canada Limited  
1987 Pinnacle Award – Business Leadership Award  
1987 – 1997 Calgary Private 100 Award

## PAST & PRESENT COMMITTEES and CHARITIES

Chairperson of the Canadian Automobile Dealers Association  
Director of Alberta Ford & Mercury Advertising Association  
Past Director of Co-Auto Dealers Association of Alberta  
Member of the SAIT Institutional Advisory Committee  
Committee member of Woodridge Charity Golf Tournament – 21 successful years, raising over \$2.2m to support Canadian Down Syndrome Society and the Calgary PREP programs and building of a school  
Member of the Board of Directors of Down Syndrome Research Foundation  
Member of Major Corporate Sponsors Committee for Calgary Stampede  
Past member of Children's Wish Foundation  
Life-time member of Calgary Burns Club  
Member of the United Way Volunteer Team  
-Mentor of the University of Calgary MBA Program  
"Friend of the Flames" Member, committee established to lead season ticket sales blitz for the Calgary Flames to meet minimum NHL criteria  
Sponsor for the Tom Baker Cancer Centre  
Member of Advisory Board for Salvation Army