

The Hewlett Family: Combining A Passion for Cars with a Passion for Giving

by Cathy Payne

Georgetown's Don Hewlett Chevrolet Buick and Hewlett Volkswagen epitomize the best of what's great about good old-fashioned American entrepreneurial spirit. Don Hewlett came to town in 1971 joining forces with the already established Compton Motor Company. At that time, Mr. Hewlett had told himself that he wanted to be an owner or part owner of a dealership by the time he

was 35. As a man who has continuously set and achieved lofty and admirable goals, Hewlett only missed that promise to himself by a month. Since then, Don Hewlett Chevrolet Buick and Hewlett Volkswagen have grown together to win so many top accolades that the oversized awards case in the showroom can barely contain them. From 'Dealer of the Year' to 'Award-Winning Customer Service' under the GM and VW banners, this family, along with its formidable staff

of 265, has shown itself approved to residents of Central Texas now for almost half a century.

What distinguishes Don Hewlett Chevrolet Buick and Hewlett VW from any other dealership in the country today? One visit to the showroom and the answer quickly becomes obvious. At the Hewlett dealerships the name isn't just on the marquee outside; inside there's almost always a Hewlett (or two, or three, or as many as eight) to back it up. Mike Hewlett, second-generation Hewlett and Customer Service Manager, quietly affirms, "Many times there are three generations of Hewletts working here. I can assure you that throughout our tenure in a family business, we've learned from the ground up; that our most important assets, are our employees and our customers." And this breadth of hands-on experience shows in the unique feeling of accommodation, friendship, and a keen knowledge of the products they offer.

Alongside generations of experience,

Don Hewlett, who is active in the business at age 80, is still brimming with that love for cars. Mr. Hewlett recalls that in the 1950's his two favorite days of the year were "Christmas, and the day the new Chevys arrived in showrooms," and today he continues to pass down that legacy to his children, and to their children as well. Mike says that he, along with the rest of the family, was taught that the key to success boils down to people. As evidence, Mike points to Hewlett's 265 employees, many with 20 or more years with the company. Mr. Hewlett, while obviously savvy with numbers and financials, says that "the most important element to success is not found on our balance sheet. It's found in our people!" "We are a product of the hard work, character, and determination of those who came before us," agrees Mike.

With nearly 300 employees, just how do the Hewletts go about getting to meet them all? Instead of celebrating employee birthdays, Hewlett celebrates

the anniversary date of employment each year. Everyone who was hired in a particular month is invited for a luncheon with the family and no one goes unnoticed. "To our family, they're more than employees. They're the primary reason for our success. Only through surrounding ourselves with people who understand the importance of maintaining the highest possible standards is our success possible. We simply couldn't do it without them!"

This company's love for people extends far beyond the dealership walls through the charitable, non-profit and sponsorships effected by the Hewlett family. Mike says their family was raised with the admonition, "It's not enough to write a check. Don't just be a member - be a leader." It would take volumes to recount all the charitable, non-profits and worthwhile sponsorships that have been funded or led, or both, by the Hewlett family who is known throughout central Texas for "leaving their fingerprint" on myriad worthwhile causes that impact the quality of life in the community. "Of course, we can't do it all, but we do everything we can to make this a great place to live. We live here, too!" explains Mike. So, how are the Hewletts able to maintain such a stellar record for helping others? Mike Hewlett points back to people, and gives the lion's share of the credit to central Texans who have put their trust in the Hewlett family for their auto needs for almost half a

century. After fifty years, they now have multiple generations of customers from the same family.

Today, at Don Hewlett Chevrolet Buick and Hewlett Volkswagen you'll find an exemplary blend of cutting edge technology and services with an almost nostalgic throwback to a simpler time. On the modern side, there are actually four businesses on the property, including an ALLSTATE Insurance agency run by David and Erin Hewlett located inside the dealership. Hewlett is one of the few dealerships in the country that can check to see if your coverages are adequate for your needs on the spot, and whether you could be saving money with a lower premium. When your car is damaged, an on-site, state-of-the-art collision center is available as well. The Hewlett family business model is tried and true however; reminiscent of a time when a person's word was their bond, when family and faith were paramount, and maintaining a high standard in every aspect of day to day living was a way of life. Today, selling over 500 automobiles a month, Mr. Hewlett attributes the company's enduring success to one simple philosophy: "We treat people like we would want to be treated. We've done it that way for almost half a century, and we'll be doing it that way half a century from now."

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Give Where You Live

Don Hewlett Chevrolet Buick Provides New COPs Vehicles

On September 3, Mike Hewlett of Don Hewlett Chevrolet Buick presented the Sun City Texas Citizens on Patrol (COPs) with two updated Chevy Traverse patrol vehicles. Branded by Hewlett with the new patriotic COPs logo and a more visible light bar, these vehicles allow COPs volunteers to alert drivers to traffic incidents, provide residents with assistance and monitor the safety of Sun City streets. Georgetown Police Chief Wayne Nero applauded the continuing work of the 168 COPs volunteers who help ensure all residents enjoy the comfort of a secure, crime-free community. Executive Director of the Sun City Texas Community Association Jim Romine and Georgetown City Council member Steve Fought (Dist. 4) also thanked Don Hewlett Chevrolet Buick and Hewlett family for their generous and ongoing support of the Sun City Community. Mike Hewlett expressed his pleasure to be able to provide Sun City with quality vehicles over the years, and commended the many community volunteers who also give of their time and talent to the COPs program.



Daviid, Don Ross, Mike and Don (seated) Hewlett



Left: Compton Motors in 1977 when Don Hewlett took over the dealership.

Right: Don Hewett Chevrolet Buick today after nearly 50 years of stewardship by the Hewlett family.

