

Ward's 2010 e-Dealer 100

Rank	Dealership	Dealer Owner/Principal	City	ST	New Internet Unit Sales	Used Internet Unit Sales	Total Internet Unit Sales
1	Chapman Automotive Group	Jerry B. Chapman	Chandler	AZ	4,174	2,783	6,957
2	Dave Smith Motors	Ken Smith	Kellogg	ID	3,843	1,403	5,246
3	Open Road Honda	W. Rodman Ryan	Edison	NJ	3,728	827	4,555
4	Conicelli Autoplex	Dominic Conicelli	Conshohocken	PA	3,299	1,239	4,538
5	Germain Motor, Co.	Steve and Rick Germain	Columbus	OH	1,602	2,914	4,516
6	Jim Koons - Tyson's Toyota	Jim Koons Automotive Companies	Vienna	VA	3,086	897	3,983
7	Fitzgerald Auto Mall - Gaithersburg, MD	Jack Fitzgerald	Gaithersburg	MD	2,004	1,519	3,523
8	Jim Ellis Atlanta	Jimmy Ellis	Atlanta	GA	2,147	1,276	3,423
9	Ron Tonkin Family of Dealerships	Ron Tonkin	Portland	OR	1,554	1,750	3,304
10	Toyota Sunnyvale	Adam Simms	Sunnyvale	CA	2,480	603	3,083
11	Simmons Rockwell	Don Simmons, Dick Rockwell, Brian Barrett, Brian Liddy	Elmira	NY	498	2,473	2,971
12	Rick Case Honda	Rick Case	Davie	FL	1,697	1,018	2,715
13	Open Road BMW	W. Rodman Ryan	Edison	NJ	1,317	1,006	2,323
14	Fairfax Honda	Robert Rosenthal	Fairfax	VA	1,669	516	2,185
15	Wilde Toyota	Mark Wilde & Pat Donahue	West Allis	WI	899	1,269	2,168
16	Landmark Honda	Donald Bavely	Alexandria	VA	1,420	535	1,955
17	Acton Toyota of Littleton	Bob Moran	Littleton	MA	1,251	699	1,950
18	Herb Chambers Toyota & Hyundai of Auburn	Herbert G. Chambers	Auburn	MA	1,410	500	1,910
19	Joe Myers Toyota	Jerry Rocco	Houston	TX	1,008	890	1,898
20	BMW of Morristown	W. Rodman Ryan	Morristown	NJ	1,122	773	1,895
21	Cary Auto Mall	Hendrick Automotive Group	Cary	NC	971	858	1,829
22	Red McCombs Toyota & Scion	Marsha Shields	San Antonio	TX	1,011	728	1,739
23	Universal Toyota & Scion	Gary Woods	San Antonio	TX	1,020	698	1,718
24	JM Lexus	Jim Dunn	Margate	FL	911	785	1,696
25	Herb Chambers Honda Infiniti Saab of Boston	Herbert G. Chambers	Boston	MA	1,243	449	1,692
26	Fred Haas Toyota World	Fred Haas	Spring	TX	1,091	593	1,684
27	Herb Chambers BMW Mini & Porsche of Boston	Herbert G. Chambers	Boston	MA	1,126	499	1,625
28	IRA Toyota of Danvers	Group 1 Automotive	Danvers	MA	1,005	617	1,622
29	Herb Chambers Lexus	Herbert G. Chambers	Sharon	MA	1,139	478	1,617
30	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	816	740	1,556
31	Jim Koons - Annapolis Toyota	Jim Koons Automotive Companies	Annapolis	MD	1,236	319	1,555
32	Toyota of Lewisville	Rene Isip	Lewisville	TX	918	626	1,544
33	Honda of Concord	Hendrick Automotive Group	Concord	NC	1,054	483	1,537
34	Champion Toyota Gulf Freeway	AutoNation Inc.	Houston	TX	1,110	389	1,499
35	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	1,136	362	1,498
36	IRA Toyota/Lexus of Manchester	Group 1 Automotive	Manchester	NH	840	657	1,497
37	Power Toyota Cerritos	AutoNation Inc.	Cerritos	CA	1,139	341	1,480
38	Hendrick Honda - NC	Hendrick Automotive Group	Charlotte	NC	848	629	1,477
39	IRA Mazda, Subaru, Lexus, Porsche, Audi	Group 1 Automotive	Danvers	MA	701	757	1,458
40	Gillman Honda South	Ramsay Gillman	Houston	TX	1,041	371	1,412
41	Howdy Honda	Cliff Collier	Austin	TX	1,009	398	1,407
42	Suburban Ford of Sterling Heights	David Fischer	Sterling Heights	MI	833	572	1,405
Tie	Audi Manhattan	W. Rodman Ryan	New York	NY	1,069	336	1,405
44	Millennium Toyota	John Staluppi	Hempstead	NY	1,044	324	1,368
45	Jim Koons - Tysons GM/Chrysler	Jim Koons Automotive Companies	Vienna	VA	975	380	1,355
46	GO Toyota	AutoNation Inc.	Centennial	CO	919	434	1,353
47	Jim Norton Toyota Tulsa	Jim Norton	Tulsa	OK	696	653	1,349
48	Power Toyota Tempe	AutoNation Inc.	Tempe	AZ	964	383	1,347

Some dealers with central Internet departments serving multiple dealerships reported consolidated totals.

Ward's e-Dealer 100 is copyright 2010 Penton Media Inc. Commercial references to the Ward's e-Dealer 100 are prohibited without prior permission of Ward's Automotive Group.

Ward's e-Dealer 100
is sponsored by:



Confidence Comes Standard.™



Ward's 2010 e-Dealer 100

Rank	Dealership	Dealer Owner/Principal	City	ST	New Internet Unit Sales	Used Internet Unit Sales	Total Internet Unit Sales
49	Fitzgerald Auto Mall - Frederick, MD	Jack Fitzgerald	Frederick	MD	644	687	1,331
50	Pat Lobb Toyota	Pat Lobb	McKinney	TX	676	641	1,317
51	Al Serra Chevrolet	Joe Serra	Grand Blanc	MI	776	533	1,309
52	Libertyville Toyota	AutoNation Inc.	Libertyville	IL	838	446	1,284
53	Jim Koons - Falls Church Ford	Jim Koons Automotive Companies	Falls Church	VA	807	473	1,280
54	North Hollywood Toyota	Don Hankey & Chris Ashworth	North Hollywood	CA	752	488	1,240
55	Herb Chambers Honda of Burlington	Herbert G. Chambers	Burlington	MA	880	352	1,232
56	Gillman Honda of San Antonio	Ramsay Gillman	Houston	TX	987	237	1,224
57	Jim Koons Arlington Toyota	Jim Koons Automotive Companies	Arlington	VA	937	286	1,223
58	Jim Koons - Westminster Toyota	Jim Koons Automotive Companies	Westminster	MD	933	286	1,219
59	Oakbrook Toyota-Scion in Westmont	Robert V. Rohrman	Westmont	IL	744	463	1,207
60	Earnhardt Enterprises, Inc.	Hal J. Earnhardt III	Mesa	AZ	795	394	1,189
61	Fitzgerald Auto Mall - Chambersburg, PA	Jack Fitzgerald	Chambersburg	PA	549	619	1,168
Tie	Ed Morse Honda	Edward J. Morse, Jr.	Riviera Beach	FL	930	238	1,168
63	Open Road Acura of East Brunswick	W. Rodman Ryan	East Brunswick	NJ	692	465	1,157
64	Round Rock Honda	David Tamburro	Round Rock	TX	1,026	128	1,154
65	Power Chrysler Jeep Dodge	AutoNation Inc.	North Phoenix	AZ	523	627	1,150
66	Larry H. Miller Toyota - Murray	Gail Miller	Murray	UT	737	411	1,148
67	Herb Chambers Honda of Westborough	Herbert G. Chambers	Westborough	MA	903	235	1,138
68	Champion Toyota Austin	AutoNation Inc.	Austin	TX	842	276	1,118
69	Herb Chambers Honda of Seekonk	Herbert G. Chambers	Seekonk	MA	847	270	1,117
70	Jim Koons - Baltimore Ford	Jim Koons Automotive Companies	Baltimore	MD	691	424	1,115
71	Open Road Acura of Wayne	W. Rodman Ryan	Wayne	NJ	672	441	1,113
72	Hendrick Honda - VA	Hendrick Automotive Group	Woodbridge	VA	775	335	1,110
73	Power Toyota Irvine	AutoNation Inc.	Irvine	CA	885	224	1,109
74	Courtesy Honda	AutoNation Inc.	Sanford	FL	892	214	1,106
75	Toyota of Dallas	Bill Atkins	Dallas	TX	582	519	1,101
76	Atlantic Honda	John Staluppi	Bayshore	NY	867	230	1,097
77	Toyota Marin	Tom Price	San Rafael	CA	804	291	1,095
78	Maroone Honda of Hollywood	AutoNation Inc.	Hollywood	FL	973	110	1,083
79	Mac Haik Chevrolet	Mac Haik - Owner/Owen Mccumber - GM	Houston	TX	682	390	1,072
80	Stevens Creek Honda	Sonic Automotive	San Jose	CA	875	195	1,070
81	GO Honda	AutoNation Inc.	Westminster	CO	760	308	1,068
82	John Eagle Sport City Toyota	Corey Byrd	Dallas	TX	622	443	1,065
83	Toyota of Fort Worth	Sonic Automotive	Fort Worth	TX	779	276	1,055
84	Larry H. Miller Toyota - Peoria	Gail Miller	Peoria	AZ	802	249	1,051
85	Schaumburg Honda Automobiles	Robert V. Rohrman	Schaumburg	IL	749	298	1,047
86	Open Road Mazda of East Brunswick	W. Rodman Ryan	East Brunswick	NJ	689	347	1,036
87	Atlantic Hyundai	John Staluppi	West Islip	NY	801	231	1,032
Tie	Round Rock Toyota	David Tamburro	Round Rock	TX	835	197	1,032
89	Maroone Honda of Miami	AutoNation Inc.	Miami	FL	878	134	1,012
90	Global Imports	Sonic Automotive	Atlanta	GA	501	504	1,005
91	Honda Cars of Katy	Rene Isip	Katy	TX	683	321	1,004
92	John Eagle Honda of Houston	Mac Delaup	Houston	TX	826	175	1,001
93	Fred Haas Toyota Country	Fred Haas	Houston	TX	765	226	991
94	Jim Koons - White Marsh	Jim Koons Automotive Companies	White Marsh	MD	604	385	989
95	Jim Koons - Sterling Ford	Jim Koons Automotive Companies	Sterling	VA	716	271	987
96	American Toyota	Gail Miller	Albuquerque	NM	597	380	977
97	Courtesy Toyota	AutoNation Inc.	Winter Park	FL	791	183	974
98	Wilde Honda	Mark Wilde & Pat Donahue	Waukesha	WI	678	280	958
99	Mountain States Toyota	Sonic Automotive	Denver	CO	649	307	956
100	Bankston Honda	AutoNation Inc.	Lewisville	TX	618	334	952

Some dealers with central Internet departments serving multiple dealerships reported consolidated totals.

Ward's e-Dealer 100 is copyright 2010 Penton Media Inc. Commercial references to the Ward's e-Dealer 100 are prohibited without prior permission of Ward's Automotive Group.

Ward's e-Dealer 100
is sponsored by:



Confidence Comes Standard.™

