

# Ward's Dealer F&I 150

A Ranking of Dealers on the Ward's Dealer 500 Based on Finance and Insurance Revenue

Rank	Dealership	Owner/Principals	City	ST	New Units	Used Units	Total Revenue (3)	F&I Revenue (1)
1	Ancira Enterprises, Inc	Ernesto Ancira Jr.	San Antonio	TX	5,837	4,351	\$298,268,495	\$15,151,039
2	Galpin Ford	Bert Boeckmann	North Hills	CA	4,055	2,166	\$202,052,855	\$9,950,237
3	Dave Smith Motors	Ken Smith	Kellogg	ID	5,124	1,871	\$256,092,091	\$9,637,113
4	Roseville Toyota	John L Sullivan	Roseville	CA	2,377	2,786	\$135,476,624	\$7,758,280
5	Toyota of Orange	David Wilson	Orange	CA	3,588	1,785	\$130,461,963	\$7,724,999
6	Atlantic Toyota	John Staluppi	Amityville	NY	2,753	1,207	\$114,495,951	\$7,664,274
7	Lustine Toyota/Scion Dodge Jeep	Burton Lustine	Woodbridge	VA	2,439	986	\$100,448,000	\$7,603,000
8	Fletcher Jones Motorcars	Fletcher Jones Jr.	Newport Beach	CA	4,476	1,852	\$402,798,674	\$7,496,970
9	Crevier BMW	Donald Crevier	Santa Ana	CA	3,252	1,597	\$254,878,208	\$7,340,098
10	Joe Myers Toyota	Jerry Rocco/Van Tuyl Group	Houston	TX	3,557	3,174	\$161,034,071	\$7,128,218
11	Wilde Toyota	Mark Wilde/Pat Donahue	West Allis	WI	3,317	4,128	\$156,690,570	\$7,120,576
12	Classic Chevrolet, Ltd.	Tom Durant	Grapevine	TX	4,181	1,787	\$217,266,202	\$7,096,881
13	Fred Haas Toyota World	Fred Haas	Spring	TX	5,425	2,574	\$215,261,542	\$6,742,320
14	Universal Toyota	Gary V. Woods	San Antonio	TX	2,549	1,744	\$106,199,000	\$6,725,000
15	Koons Tysons Toyota	Jim Koons	Vienna	VA	4,114	2,241	\$177,729,768	\$6,688,729
16	Red McCombs Toyota	Marsha McCombs Shields	San Antonio	TX	2,527	1,819	\$109,258,000	\$6,563,000
17	Toyota of Riverside	David Wilson	Riverside	CA	2,226	1,113	\$84,242,032	\$6,350,212
18	Power Toyota Cerritos	AutoNation Inc.	Cerritos	CA	3,928	1,611	\$134,623,739	\$6,267,230
19	Millennium Toyota	John Staluppi	Hempstead	NY	3,631	962	\$128,163,979	\$6,217,669
20	Tony Group Autoplex	Stan Masamitsu	Waipahu	HI	2,910	1,381	\$137,448,484	\$5,862,918
21	Rosenthal Fairfax Honda	Robert Rosenthal	Fairfax	VA	2,963	1,122	\$112,766,114	\$5,786,255
22	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	3,120	1,643	\$138,092,246	\$5,691,680
23	Right Toyota	David Wilson	Scottsdale	AZ	3,135	1,045	\$124,825,263	\$5,647,379
24	Findlay Toyota	Cliff Findlay/Rich Abajian	Henderson	NV	2,593	1,905	\$124,756,106	\$5,619,740
25	Al Serra Auto Plaza	Joseph O. Serra	Grand Blanc	MI	4,035	3,212	\$186,847,855	\$5,567,004
26	Capitol Toyota	Jerry Brassfield	San Jose	CA	2,505	1,169	\$99,699,233	\$5,562,859
27	Herb Chambers Lexus	Herbert G. Chambers	Sharon	MA	2,278	956	\$151,650,638	\$5,352,576
28	Trophy Nissan	Bill Adkins/Jim Whitesel/Van Tuyl Group	Mesquite	TX	2,061	2,274	\$112,665,517	\$5,313,985
29	South Bay BMW/Mini	Frederick E. Hitchcock	Torrance	CA	2,889	1,165	\$200,040,907	\$5,290,216
30	GO Toyota Arapahoe	AutoNation Inc.	Centennial	CO	3,528	2,328	\$153,278,958	\$5,256,314
31	Camelback Toyota	John O'Malley/Van Tuyl Group	Phoenix	AZ	2,599	1,625	\$121,428,144	\$5,133,819
32	Mercedes-Benz of Houston Greenway	AutoNation Inc.	Houston	TX	1,511	1,230	\$161,321,241	\$5,055,761
33	Lone Star Chevrolet	Sonic Automotive	Houston	TX	2,895	1,775	\$154,740,902	\$4,985,630
34	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	2,095	1,357	\$92,390,476	\$4,944,704
35	Atlantic Hyundai	John Staluppi	West Islip	NY	3,800	1,016	\$112,165,969	\$4,937,518
36	Atlantic Chevrolet/Cadillac	John Staluppi	Bay Shore	NY	1,599	1,185	\$91,036,053	\$4,914,719
37	Ray Skillman GMC Truck Inc.	Ray Skillman	Indianapolis	IN	1,796	1,930	\$86,594,800	\$4,914,000
38	Herb Chambers BMW/Mini of Boston	Herbert G. Chambers	Boston	MA	2,105	952	\$139,314,187	\$4,873,193
39	Braman Motorcars	Norman Braman	West Palm Beach	FL	3,329	1,597	\$309,724,670	\$4,857,066
40	Hendrick Honda of Charlotte	Hendrick Automotive Group	Charlotte	NC	2,870	1,842	\$124,784,409	\$4,760,900
41	Toyota of Richardson	Steve Grogean/Van Tuyl Group	Richardson	TX	2,393	2,298	\$125,693,384	\$4,758,748
42	C&O Motors Inc	James F. Love III	St. Albans	WV	2,561	3,864	\$143,994,499	\$4,757,481
43	Vandergriff Toyota	Ronnie Whitlock/Van Tuyl Group	Arlington	TX	1,852	1,706	\$85,288,043	\$4,557,685
44	Rick Hendrick Toyota/Scion	Hendrick Automotive Group	Fayetteville	NC	1,898	1,271	\$85,313,742	\$4,475,446
45	Rick Case Honda	Rick Case	Davie	FL	4,699	3,511	\$160,080,271	\$4,473,284
46	Elmore Toyota	Judith Elmore/David Mchowell	Westminster	CA	1,971	602	\$68,577,369	\$4,446,837
47	Crest Auto Group	Mike Brosin/Van Tuyl Group	Plano	TX	1,558	1,599	\$143,945,887	\$4,375,604
48	Momentum BMW/Mini	Sonic Automotive	Houston	TX	1,994	2,452	\$202,440,802	\$4,316,799
49	Piercey Toyota	Art Wicker	Milpitas	CA	2,358	886	\$90,941,724	\$4,302,202
50	Reliable Chevrolet	Mike Reynolds/Van Tuyl Group	Springfield	MO	1,910	2,191	\$114,386,073	\$4,261,139
51	Earnhardt Enterprises, Inc.	Hal J. Earnhardt III	Mesa	AZ	2,393	1,184	\$91,165,958	\$4,258,397
52	Toyota of Huntington Beach	David Wilson	Huntington Beach	CA	2,416	922	\$84,772,365	\$4,181,565
53	Galpin Jaguar Lincoln Mercury Mazda Volvo	Bert Boeckmann	Van Nuys	CA	2,617	440	\$117,186,121	\$4,180,356
54	Vandergriff Honda	Charlie Evans/Van Tuyl Group	Arlington	TX	1,609	1,464	\$76,693,145	\$4,165,615
55	Champion Toyota Gulf Freeway	AutoNation Inc.	Houston	TX	2,693	1,890	\$116,918,110	\$4,132,842
56	Chapman Chevrolet, LLC	John H. Chapman	Tempe	AZ	950	1,386	\$69,543,755	\$4,107,855
57	South Bay Toyota	David Wilson	Gardena	CA	1,720	902	\$73,576,569	\$4,103,263
58	Champion Toyota Austin	AutoNation Inc.	Austin	TX	2,813	1,562	\$129,985,486	\$4,012,001
59	Honda of Concord	Hendrick Automotive Group	Concord	NC	2,058	1,259	\$90,572,820	\$3,980,629
60	Bommarito Buick Pontiac GMC Mazda Infiniti Audi	John J. Bommarito	Ellisville	MO	2,278	1,320	\$118,899,191	\$3,925,422
61	Bell Honda	John Cleaves/Van Tuyl Group	Phoenix	AZ	1,716	1,330	\$77,793,708	\$3,922,423
62	Braman Honda	Norman Braman	Miami	FL	3,827	1,651	\$132,673,657	\$3,878,840
63	David Maus Toyota	David Maus/Van Tuyl Group	Longwood	FL	2,769	1,542	\$111,113,126	\$3,864,613
64	Lexus of Pleasanton	Hendrick Automotive Group	Pleasanton	CA	1,338	786	\$97,803,431	\$3,852,950
65	Rosenthal Landmark Honda	Donald Baveley	Alexandria	VA	2,783	1,087	\$95,640,468	\$3,810,525
66	Hendrick BMW	Hendrick Automotive Group	Charlotte	NC	1,812	1,395	\$155,198,025	\$3,787,521
67	Hendrick Honda, Virginia	Hendrick Automotive Group	Woodbridge	VA	1,795	1,113	\$78,666,895	\$3,785,281
68	Desert Toyota	AutoNation Inc.	Las Vegas	NV	1,965	1,162	\$85,037,510	\$3,774,055
69	Mac Haik's Southway Ford	Mac Haik	San Antonio	TX	1,621	1,567	\$85,069,006	\$3,747,469
70	Hendrick Lexus	Hendrick Automotive Group	Charlotte	NC	1,171	1,236	\$118,509,357	\$3,703,458
71	Schaumburg Honda Automobiles	Robert V. Rohrman	Schaumburg	IL	3,066	1,638	\$111,037,522	\$3,669,184
72	Braman Motors	Norman Braman	Miami	FL	3,638	1,377	\$283,137,773	\$3,652,966
73	Hudson Toyota/Scion	Penske Automotive Group	Jersey City	NJ	3,156	1,398	\$113,329,346	\$3,615,290
74	John L. Sullivan Chevrolet	John L. Sullivan	Roseville	CA	611	1,629	\$63,925,265	\$3,606,021
75	Beaman Toyota/Scion	Lee A. Beaman	Nashville	TN	2,347	1,129	\$106,648,251	\$3,581,506

# Ward's Dealer F&I 150

A Ranking of Dealers on the Ward's Dealer 500 Based on Finance and Insurance Revenue

Rank	Dealership	Owner/Principals	City	ST	New Units	Used Units	Total Revenue (3)	F&I Revenue (1)
76	South Coast Toyota	David Wilson	Costa Mesa	CA	1,948	721	\$72,309,523	\$3,558,501
77	Power Toyota Tempe	AutoNation Inc.	Tempe	AZ	2,869	1,549	\$114,399,249	\$3,540,654
78	Toyota/Scion of Concord	Hendrick Automotive Group	Concord	NC	1,738	1,126	\$75,147,142	\$3,540,541
79	Performance AutoMall	Hendrick Automotive Group	Chapel Hill	NC	1,313	1,432	\$113,772,861	\$3,504,889
80	Nissan of McKinney	Bill Adkins/Chris Godwin/Van Tuyl Group	McKinney	TX	1,247	1,053	\$67,087,038	\$3,502,921
81	Kenny Kent Toyota/Lexus	Butch Hancock/Van Tuyl Group	Evansville	IN	1,844	1,423	\$94,362,725	\$3,484,396
82	Downtown LA Motors Mercedes-Benz	Jeanette Shammass	Los Angeles	CA	1,786	550	\$137,680,368	\$3,476,817
83	Westbury Toyota/Scion	Penske Automotive Group	Westbury	NY	2,153	799	\$78,817,455	\$3,458,078
84	BMW of Arlington	Donald Bavely	Arlington	VA	584	747	\$74,121,490	\$3,456,553
85	BMW of Dallas	AutoNation Inc.	Dallas	TX	1,539	1,107	\$131,875,727	\$3,449,431
86	Sam Swope Honda World	Dick Swope	Louisville	KY	2,047	1,677	\$87,291,215	\$3,449,287
87	Lute Riley Honda	Sonic Automotive	Richardson	TX	2,766	1,337	\$108,718,623	\$3,423,918
88	Suburban Ford of Sterling Heights	David T. Fischer	Sterling Heights	MI	3,478	1,610	\$121,783,880	\$3,381,260
89	House of Imports Inc.	AutoNation Inc.	Buena Park	CA	1,770	1,192	\$159,942,133	\$3,373,710
90	Power Chrysler Jeep Dodge	AutoNation Inc.	Phoenix	AZ	1,529	1,683	\$90,107,451	\$3,354,113
91	Rusnak/Pasadena	Paul Rusnak	Pasadena	CA	2,170	1,203	\$186,770,811	\$3,344,339
92	Puente Hills Toyota / Scion	Frederick E. Hitchcock	City of Industry	CA	1,569	710	\$65,654,149	\$3,332,653
93	Brickell Honda/Buick/Pontiac/GMC	Mario Murgado	Miami	FL	1,945	851	\$71,798,815	\$3,288,419
94	Showcase Honda	Tom Buis/Van Tuyl Group	Phoenix	AZ	1,730	1,689	\$91,079,099	\$3,271,956
95	Global Imports	Sonic Automotive	Atlanta	GA	2,414	2,214	\$210,139,346	\$3,264,306
96	Mercedes-Benz of Houston North	AutoNation Inc.	Houston	TX	1,200	905	\$109,296,291	\$3,248,816
97	Mercedes-Benz of South Bay	AutoNation Inc.	Torrance	CA	2,357	1,005	\$177,232,566	\$3,238,446
98	Northside Ford	Gary V. Woods	San Antonio	TX	1,688	1,104	\$86,657,000	\$3,226,000
99	Atlantic Nissan	John Staluppi	West Islip	NY	2,952	674	\$101,566,050	\$3,225,610
100	Fred Anderson Toyota/Scion	Fred Anderson	Raleigh	NC	2,491	1,272	\$106,875,846	\$3,188,640
101	Chapman BMW I-10	J. Baxter Chapman	Chandler	AZ	1,131	878	\$106,220,545	\$3,178,128
102	Midway Chevrolet	John Cleaves/Van Tuyl Group	Phoenix	AZ	1,374	1,508	\$93,460,377	\$3,142,599
103	Harold Zeigler Chrysler Dodge Jeep	Harold Seigler/Aaron Seigler	Schaumburg	IL	625	846	\$42,812,932	\$3,139,990
104	Superior Chevrolet Hummer	Hendrick Automotive Group	Merriam	KS	988	948	\$72,507,979	\$3,135,513
105	Fred Haas Toyota Country	Fred Haas	Houston	TX	2,185	1,131	\$83,808,116	\$3,125,961
106	AutoWay Toyota	AutoNation Inc.	Pinellas Park	FL	2,616	1,299	\$101,477,853	\$3,106,962
107	Van Chevrolet	Chuck Mullins/Van Tuyl Group	Scottsdale	AZ	1,167	1,480	\$96,970,272	\$3,099,161
108	Northridge Toyota/Scion	Frederick E. Hitchcock	Northridge	CA	1,066	620	\$46,841,576	\$3,089,119
109	Red McCombs Ford	Marsha McCombs Shields	San Antonio	TX	1,563	1,385	\$84,783,000	\$3,068,000
110	Herb Chambers Toyota Hyundai Scion of Auburn	Herbert G. Chambers	Auburn	MA	2,821	1,001	\$92,009,462	\$3,058,997
111	Champion Chevrolet Mitsubishi Gulf Freeway	AutoNation Inc.	Houston	TX	1,511	1,584	\$101,055,606	\$3,051,944
112	Lexus of Massapequa	John Staluppi	Massapequa Park	NY	1,911	702	\$130,869,919	\$3,023,716
113	Toyota of Wilmington	Hendrick Automotive Group	Wilmington	NC	1,542	1,055	\$67,822,167	\$3,021,142
114	Pinnacle Nissan/Infiniti	John Cleaves/Van Tuyl Group	Scottsdale	AZ	1,531	1,354	\$89,172,453	\$3,010,580
115	Magnussen's Fremont Lexus	Bernard L. Magnussen	Fremont	CA	1,302	639	\$94,667,595	\$2,999,027
116	Midway Nissan	John Cleaves/Van Tuyl Group	Phoenix	AZ	1,154	1,312	\$65,963,104	\$2,994,155
117	Honda of El Cerrito	Hendrick Automotive Group	El Cerrito	CA	1,704	705	\$60,377,912	\$2,992,197
118	Lauderdale BMW of Pembroke Pines	Joseph S. Holman	Pembroke Pines	FL	1,487	695	\$118,979,189	\$2,988,729
119	Toyota of Dallas	Bill Adkins/David Kelly/Van Tuyl Group	Dallas	TX	1,727	1,320	\$86,402,356	\$2,987,373
120	Power Toyota Irvine	AutoNation Inc.	Irvine	CA	2,467	864	\$87,592,001	\$2,984,017
121	Lexus of Rockville Center	John Staluppi	Rockville Centre	NY	1,603	574	\$100,661,083	\$2,982,492
122	Cerritos Nissan	Peter Fice/Van Tuyl Group	Cerritos	CA	1,409	891	\$67,026,553	\$2,971,339
123	Markley Motors	Doug Markley	Fort Collins	CO	1,317	1,602	\$73,913,817	\$2,967,704
124	Larry Miller Toyota/Scion	Gail Miller	Peoria	AZ	1,723	1,037	\$75,557,479	\$2,947,298
125	Lexus of Palm Beach	AutoNation Inc.	West Palm Beach	FL	1,695	1,441	\$130,918,398	\$2,944,722
126	Champion Chevrolet Cadillac Pontiac Buick GMC	AutoNation Inc.	Corpus Christi	TX	1,359	1,370	\$83,429,099	\$2,941,102
127	Jack Maxton Chevrolet	Jeffrey Mauk	Worthington	OH	1,481	3,989	\$110,030,717	\$2,924,887
128	Darrell Waltrip Honda Volvo Subaru	Hendrick Automotive Group	Franklin	TN	1,767	1,025	\$77,068,047	\$2,921,407
129	Chapman BMW on Camelback	J. Baxter Chapman, Dealer	Phoenix	AZ	916	647	\$84,589,063	\$2,916,500
130	Gillman Honda	Ramsay Gillman	Houston	TX	2,861	1,026	\$98,301,311	\$2,911,657
131	Walker Automotive	Foster Walker, III	Alexandria	LA	1,802	1,912	\$128,864,078	\$2,905,984
132	Superior Lexus	Hendrick Automotive Group	Kansas City	MO	804	916	\$76,819,431	\$2,896,343
133	Maroone Toyota	AutoNation Inc.	Davie	FL	2,507	1,057	\$89,834,170	\$2,873,764
134	Lexus of Cerritos	AutoNation Inc.	Cerritos	CA	1,727	681	\$110,203,080	\$2,858,250
135	Hendrick Chevrolet, NC	Hendrick Automotive Group	Cary	NC	1,025	695	\$70,960,857	\$2,846,909
136	Phil Long Ford LLC	Gerald Cimino	Colorado Springs	CO	1,213	1,423	\$70,948,870	\$2,789,283
137	Joe Myers Ford	Bill Tennant/Van Tuyl Group	Houston	TX	1,535	951	\$88,629,959	\$2,774,124
138	Fletcher Jones Toyota	Fletcher Jones Jr.	Las Vegas	NV	1,550	1,044	\$72,375,870	\$2,770,597
139	Galpin Honda	Brad Boeckmann	Mission Hills	CA	2,177	417	\$62,210,204	\$2,751,876
140	Faulkner Honda	Gail Faulkner	Harrisburg	PA	1,540	1,323	\$63,880,752	\$2,738,849
141	Hayward Toyota	AutoNation Inc.	Hayward	CA	1,359	694	\$54,858,038	\$2,728,002
142	Honda World	Jim Kitzmiller	Westminster	CA	1,763	746	\$68,431,522	\$2,720,894
143	Larry H. Miller Chrysler Jeep Dodge	Gail Miller	Sandy	UT	1,255	1,844	\$106,187,404	\$2,715,521
144	Libertyville Toyota	AutoNation Inc.	Libertyville	IL	2,254	1,417	\$95,411,193	\$2,689,302
145	Findlay Honda Henderson	Cliff Findlay/Tyler Corder	Henderson	NV	1,358	912	\$58,637,494	\$2,685,428
146	Santan Honda Superstore	Robert "Bud" Thurston	Chandler	AZ	1,699	817	\$71,656,088	\$2,684,101
147	Rick Hendrick Chevrolet, GA	Hendrick Automotive Group	Duluth	GA	968	1,066	\$79,721,895	\$2,681,476
148	Reliable Toyota/Lexus/BMW	Tony Stubblefield/Van Tuyl Group	Springfield	MO	1,955	1,237	\$100,514,723	\$2,668,129
149	Acton Toyota of Littleton	Robert R. Moran	Littleton	MA	2,784	1,589	\$114,476,601	\$2,656,446
150	Ron Craft Chevrolet Olds Cadillac	Sonic Automotive	Baytown	TX	1,546	1,001	\$80,387,321	\$2,652,906

Note: Data are operating results for calendar year 2009. (1) Finance & Insurance. (2) Parts & Accessories. (3) Revenue does not include wholesale or fleet sales.  
Source: Ward's Dealer Business. ©Copyright 2010, Ward's Automotive Group, a division of Penton Media Inc. Redistribution prohibited.