



# WARDSAUTO F&I 150

Rank	Dealership	Dealer Owner/Principal	City	ST	New Units	Used Units	Total Revenue (1)	F&I Revenue (2)
1	Dave Smith Motors	Ken Smith	Kellogg	ID	9,856	3,382	\$603,893,198	\$27,635,726
2	Car Pros Kia Carson	Ken Phillips; Matthew Phillips; Nick Phillips	Carson	CA	6,615	2,300	\$237,462,039	\$20,612,117
3	Jim Koons - Tysons GM/Chrysler	Jim Koons/ Jim Koons Automotive Group	Vienna	VA	5,606	3,022	\$328,828,591	\$18,590,099
4	Hudson Toyota Scion	Penske Automotive Group	Jersey City	NJ	3,840	2,411	\$196,581,955	\$17,930,071
5	Classic Chevrolet	Tom Durant	Grapevine	TX	5,660	2,729	\$412,952,970	\$16,398,029
6	Fletcher Jones Motorcars	Fletcher Jones	Newport Beach	CA	6,794	2,544	\$622,573,355	\$15,492,714
7	Ray Skillman GMC Truck	Ray Skillman	Indianapolis	IN	2,953	3,315	\$190,843,000	\$15,458,000
8	Universal Toyota	Gary V. Woods	San Antonio	TX	3,467	3,219	\$199,801,000	\$15,233,000
9	Jim Koons - Tyson's Toyota	Jim Koons/ Jim Koons Automotive Group	Vienna	VA	5,542	3,702	\$290,174,954	\$14,578,943
10	Courtesy Chevrolet	William R Gruwell; Scott R Gruwell	Phoenix	AZ	2,619	2,544	\$185,235,271	\$13,894,521
11	Trophy Nissan	Bill Adkins; Jim Whitesel/Berkshire Hathaway Automotive	Mesquite	TX	3,996	2,780	\$192,795,732	\$13,385,325
12	Toyota of Pharr	Penske Automotive Group	Pharr	TX	2,907	2,344	\$160,894,751	\$13,360,875
13	Walker Automotive	Foster Walker	Alexandria	LA	3,508	2,881	\$241,616,769	\$12,576,590
14	Rick Case Automall Davie	Rick Case	Davie	FL	7,433	5,473	\$301,231,877	\$12,386,188
15	Al Hendrickson Toyota/Scion	Al Hendrickson	Coconut Creek	FL	6,793	1,755	\$229,738,665	\$12,280,934
16	Atlanta Toyota Scion	Penske Automotive Group	Duluth	GA	4,469	2,273	\$179,000,354	\$12,066,786
17	Joe Myers Toyota	Jerry Rocco/ Berkshire Hathaway Automotive	Houston	TX	5,461	3,303	\$243,469,857	\$11,827,919
18	Hendrick Honda	Hendrick Automotive Group	Charlotte	NC	3,804	2,086	\$182,745,371	\$11,752,890
19	Al Serra Auto Plaza	Matthew Serra/Serra Automotive	Grand Blanc	MI	7,921	4,736	\$409,467,804	\$11,711,254
20	Joe Myers Ford	Carolyn Cross/Berkshire Hathaway Automotive	Houston	TX	4,343	1,902	\$259,619,777	\$11,693,572
21	Findlay Toyota	Cliff Findlay; Tyler Corder; Rich Abajian	Henderson	NV	5,192	2,393	\$256,063,296	\$11,576,429
22	Action Toyota	John R. Darvish	Silver Spring	MD	4,392	1,610	\$203,831,724	\$11,406,156
23	Rick Hendrick Chevrolet	Hendrick Automotive Group	Duluth	GA	2,932	1,493	\$175,228,530	\$11,366,475
24	BMW/MINI of Austin	Penske Automotive Group	Austin	TX	2,314	2,376	\$230,770,989	\$11,264,420
25	355 Toyota	John R. Darvish	Rockville	MD	3,268	1,666	\$166,851,398	\$11,232,720
26	Greenway Ford	Frank Rodriguez; Carl Atkinson	Orlando	FL	1,916	2,690	\$142,518,971	\$11,087,503
27	Zeigler Chrysler Dodge Jeep - Schaumburg	Aaron J. Zeigler; Harold Zeigler	Schaumburg	IL	2,849	1,307	\$146,109,360	\$11,012,660
28	Jim Koons - Baltimore Ford	Jim Koons/Jim Koons Automotive Group	Baltimore	MD	2,338	1,604	\$138,064,511	\$10,851,538
29	Central Florida Toyota Scion	Penske Automotive Group	Orlando	FL	4,075	2,586	\$160,883,975	\$10,847,470
30	Chapman's Las Vegas Dodge	Chris Strahan; John H. Chapman	Las Vegas	NV	2,712	1,194	\$147,228,885	\$10,839,749
31	Rusnak/Westlake	Paul Rusnak; Victoria Rusnak	Thousand Oaks	CA	3,704	1,918	\$366,218,289	\$10,754,586
32	Jim Koons - White Marsh	Jim Koons/ Jim Koons Automotive Group	White Marsh	MD	1,405	2,194	\$106,981,906	\$10,603,067
33	Greenway Chrysler Jeep Dodge Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson	Orlando	FL	2,410	1,992	\$139,882,317	\$10,596,436
34	Nissan of Downtown LA	Jeanette Shammass; Darryl Holter	Los Angeles	CA	3,375	958	\$113,787,634	\$10,474,257
35	Midway Chevrolet	John Cleaves/ Berkshire Hathaway Automotive	Phoenix	AZ	2,397	1,908	\$161,211,515	\$10,284,168
36	Larry H. Miller Dodge Ram Avondale	Karen Gail Miller	Avondale	AZ	2,472	1,268	\$132,738,930	\$10,150,609
37	Crevier BMW/MINI	Donald Crevier/ Penske Automotive Group	Santa Ana	CA	4,553	2,479	\$370,282,216	\$10,144,741
38	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	3,568	1,789	\$174,750,103	\$9,994,723
39	Rick Hendrick Toyota Scion	Hendrick Automotive Group	Fayetteville	NC	2,737	1,418	\$122,402,892	\$9,933,237

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40	Rick Case Mazda Hyundai Kia and Audi	Rick Case	Duluth	GA	3,523	4,061	\$212,337,518	\$9,856,741
41	Vandergriff Honda	Charlie Evans/ Berkshire Hathaway Automotive	Arlington	TX	2,898	2,482	\$143,810,055	\$9,829,156
42	Ancira Nissan	Ernesto Ancira	San Antnio	TX	3,549	1,263	\$134,747,055	\$9,819,785
43	Hendrick Toyota Scion Apex	Hendrick Automotive Group	Apex	NC	3,568	1,443	\$146,263,057	\$9,752,640
44	Jim Koons - Silver Spring Ford/Lincoln/Mazda	Jim Koons/ Jim Koons Automotive Group	Silver Spring	MD	2,435	1,581	\$133,343,249	\$9,741,501
45	Red McCombs Toyota	Marsha M. Shields	San Antonio	TX	2,596	1,841	\$143,159,000	\$9,596,000
46	Future Ford	G. Steven Pleau	Roseville	CA	3,257	1,689	\$181,854,521	\$9,571,475
47	Chapman Chrysler Jeep	Chris Strahan; John H. Chapman	Henderson	NV	1,692	1,225	\$99,127,430	\$9,505,739
48	Mac Haik's Southway Ford	Mac Haik	San Antonio	TX	3,096	2,908	\$193,355,989	\$9,500,230
49	Toyota of Dallas	Darren Dortch/ Berkshire Hathaway Automotive	Dallas	TX	3,325	2,332	\$172,997,118	\$9,414,765
50	Peoria Ford	Pat Hickey/ Berkshire Hathaway Automotive	Peoria	AZ	3,008	1,547	\$165,360,153	\$9,237,850
51	Van Chevrolet	Chuck Mullins/ Berkshire Hathaway Automotive	Scottsdale	AZ	3,240	1,780	\$217,151,208	\$9,173,805
52	Grapevine Ford	Steve Grogean; Chaz Gilmore/ Berkshire Hathaway Automotive	Grapevine	TX	2,902	1,904	\$189,085,979	\$8,958,697
53	Rick Case Honda	Rick Case	Davie	FL	5,978	4,395	\$241,642,926	\$8,931,066
54	Rick Case Acura Hyundai	Rick Case	Ft. Lauderdale	FL	4,021	3,673	\$194,615,392	\$8,901,200
55	Toyota of Downtown LA	Jeanette Shammass; Darryl Holter/ Shammass Automotive	Los Angeles	CA	4,460	988	\$154,534,075	\$8,892,400
56	Larry H. Miller Toyota Scion Peoria	Karen Gail Miller	Peoria	AZ	2,553	1,399	\$127,338,366	\$8,890,562
57	Braman Motorcars	Norman Braman	West Palm Beach	FL	4,047	2,005	\$457,975,685	\$8,855,989
58	Jeff Gordon Chevrolet	Hendrick Automotive Group	Wilmington	NC	1,441	1,813	\$123,170,822	\$8,826,460
59	Brickell Honda, Buick, GMC & Mazda	Mario Murgado/ Murgado Automotive Group	Miami	FL	4,772	1,968	\$218,916,654	\$8,793,104
60	Midway Nissan	John Cleaves/ Berkshire Hathaway Automotive	Phoenix	AZ	2,367	1,095	\$94,431,871	\$8,678,025
61	Chapman Chevrolet	John H. Chapman; Jerry B. Chapman; J. Baxter Chapman	Tempe	AZ	2,168	1,576	\$130,809,577	\$8,627,329
62	Toyota of Orange	David W. Wilson	Orange	CA	8,668	1,645	\$309,578,139	\$8,585,292
63	Round Rock Toyota Scion	Penske Automotive Group	Round Rock	TX	2,602	2,057	\$135,860,699	\$8,574,819
64	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	2,337	1,738	\$118,188,716	\$8,561,482
65	Rock Honda	Tom A. Chadwell; William R. Piercey	Fontana	CA	4,567	1,580	\$158,420,801	\$8,560,987
66	Red McCombs Ford	Marsha M. Shields	San Antonio	TX	2,661	1,947	\$171,302,000	\$8,535,000
67	Larry H. Miller Dodge RAM Tucson	Karen Gail Miller	Tucson	AZ	2,141	1,257	\$121,862,325	\$8,500,053
68	Vandergriff Toyota	Charlie Evans; Ronnie Whitlock/ Berkshire Hathaway Automotive	Arlington	TX	2,630	2,571	\$147,887,772	\$8,473,174
69	Chapman Scottsdale Autoplex	Jerry B. Chapman; John H. Chapman; J. Baxter Chapman	Scottsdale	AZ	2,702	613	\$117,002,946	\$8,444,437
70	Toyota of Riverside	David W. Wilson	Riverside	CA	3,830	1,526	\$170,595,522	\$8,437,931
71	San Antonio Dodge Chrysler Jeep Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson	San Antonio	TX	2,160	1,339	\$127,002,307	\$8,422,747
72	Hendrick Toyota Scion Concord	Hendrick Automotive Group	Concord	NC	2,672	1,360	\$120,379,301	\$8,415,366
73	Motorwerks BMW/MINI	Penske Automotive Group	Bloomington	MN	1,754	2,862	\$196,107,671	\$8,411,114
74	United BMW Gwinnett	Penske Automotive Group	Duluth	GA	1,270	3,360	\$215,035,167	\$8,327,640
75	Rick Hendrick Chevrolet of Buford	Hendrick Automotive Group	Buford	GA	2,174	1,233	\$125,349,615	\$8,317,327
76	Rightway Automotive Credit	Richard J. Garber	Saginaw	MI		10,059	\$138,228,153	\$8,254,176

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77	McCombs Ford West	Marsha M. Shields	San Antonio	TX	2,438	2,332	\$160,871,000	\$8,194,000
78	Bommarito Buick-GMC-Audi-Mazda-Infiniti	Frank J. Bommarito; John J. Bommarito	Ellisville	MO	2,791	1,746	\$184,358,796	\$8,179,072
79	Lexus of Pleasanton	Hendrick Automotive Group	Pleasanton	CA	1,937	1,270	\$146,286,751	\$8,126,387
80	Toyota of Richardson	Steve Grogan/Berkshire Hathaway Automotive	Richardson	TX	3,200	2,833	\$225,190,374	\$8,121,798
81	Ancira Chrysler Jeep Dodge	Ernesto Ancira	San Antonio	TX	3,417	773	\$158,034,227	\$8,121,288
82	Crest Auto Group	Mike Brosin/Berkshire Hathaway Automotive	Frisco	TX	3,064	2,197	\$276,526,841	\$8,058,909
83	Palm Beach Toyota/Scion	Penske Automotive Group	West Palm Beach	FL	2,694	1,778	\$108,889,077	\$8,052,983
84	United BMW Roswell	Penske Automotive Group	Roswell	GA	1,468	3,231	\$223,991,084	\$8,035,957
85	Cable Dahmer Chevrolet	Carlos Ledezma	Independence	MO	1,524	1,601	\$124,906,221	\$8,001,082
86	Performance Automall	Hendrick Automotive Group	Chapel Hill	NC	2,402	1,869	\$181,108,509	\$7,997,445
87	Jim Koons - Falls Church Ford	Jim Koons/Jim Koons Automotive Group	Falls Church	VA	1,915	1,947	\$123,318,362	\$7,986,887
88	Chapman Chevrolet Chandler	John H. Chapman; Jerry B. Chapman	Chandler	AZ	1,792	1,093	\$96,070,740	\$7,915,175
89	Capitol Toyota	Jerry G. Brassfield	San Jose	CA	3,601	1,107	\$148,846,093	\$7,831,618
90	Fitzgerald Auto Mall - Gaithersburg, MD	Jack Fitzgerald	Gaithersburg	MD	4,866	2,382	\$206,143,000	\$7,803,000
91	Wilde Toyota	Mark H. Wilde; Patrick J. Donahue; Sharon A. Bloom	West Allis	WI	2,536	3,467	\$150,089,071	\$7,767,246
92	Wolfchase Toyota Scion	Penske Automotive Group	Cordova	TN	2,248	2,499	\$127,730,478	\$7,767,051
93	Jim Koons - Sterling Ford	Jim Koons/Jim Koons Automotive Group	Sterling	VA	2,747	1,060	\$131,377,198	\$7,756,078
94	Cerritos Nissan	John Cleaves; Pat Finley; Peter Fice/Berkshire Hathaway Automotive	Cerritos	CA	3,051	1,267	\$121,595,052	\$7,740,169
95	Honda of Concord	Hendrick Automotive Group	Concord	NC	2,596	1,875	\$134,247,267	\$7,737,809
96	Town East Ford	Kurt Jones/Berkshire Hathaway Automotive	Mesquite	TX	2,437	1,485	\$155,424,998	\$7,732,466
97	Camelback Toyota	John O'Malley/Berkshire Hathaway Automotive	Phoenix	AZ	3,754	1,743	\$184,478,601	\$7,701,471
98	Suburban Ford of Sterling Heights	David T. Fischer	Sterling Heights	MI	5,539	3,041	\$244,963,168	\$7,683,492
99	Mike Shaw Toyota	Michael J. Shaw	Corpus Christi	TX	1,898	1,575	\$112,188,924	\$7,670,779
100	Michael Cadillac	Michael L. Rosvold	Fresno	CA	3,349	1,334	\$182,020,068	\$7,655,996
101	Larry H. Miller American Toyota Scion Albuquerque	Karen Gail Miller	Albuquerque	NM	2,446	1,254	\$124,962,221	\$7,618,320
102	Larry H. Miller Chrysler Jeep Avondale	Karen Gail Miller	Avondale	AZ	1,992	866	\$90,372,644	\$7,609,725
103	Peoria Nissan	John Cleaves; Chuck Morris/Berkshire Hathaway Automotive	Peoria	AZ	2,886	1,878	\$120,342,689	\$7,507,797
104	Bell Honda	John Cleaves/Berkshire Hathaway Automotive	Phoenix	AZ	2,672	1,724	\$128,030,241	\$7,507,221
105	Larry H. Miller Dodge Ram Peoria	Karen Gail Miller	Peoria	AZ	2,125	1,031	\$125,458,096	\$7,481,476
106	Rusnak/Pasadena	Paul Rusnak; Victoria Rusnak	Pasadena	CA	3,546	1,364	\$357,743,280	\$7,446,460
107	BMW/MINI North Scottsdale	Penske Automotive Group	Phoenix	AZ	1,852	2,327	\$207,296,693	\$7,436,360
108	Hendrick Toyota Scion Wilmington	Hendrick Automotive Group	Wilmington	NC	2,653	1,216	\$118,736,240	\$7,424,157
109	Herb Chambers BMW/Mini of Boston	Herbert G. Chambers	Boston	MA	2,337	1,152	\$186,878,960	\$7,405,793
110	Earnhardt's Gilbert Dodge	Hal J. Earnhardt	Gilbert	AZ	3,308	1,084	\$166,826,658	\$7,355,693
111	Cardinale GMC, Nissan - Audi of Monterey	Joseph Cardinale; Thomas Cardinale	Seaside	CA	913	2,890	\$100,986,014	\$7,336,055
112	Texas Toyota	Bill Adkins/Berkshire Hathaway Automotive	Grapevine	TX	3,221	1,886	\$152,767,678	\$7,282,664

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113	The Ancira-Winton Chevrolet	Ernesto Ancira	San Antonio	TX	1,952	1,777	\$126,831,875	\$7,281,921
114	Fred Anderson Toyota	Fred H. Anderson	Raleigh	NC	3,710	2,282	\$170,163,218	\$7,255,989
115	Darrell Waltrip Honda Volvo Subaru	Hendrick Automotive Group	Franklin	TN	2,457	1,373	\$116,251,754	\$7,234,196
116	Audi Tysons Corner	Penske Automotive Group	Vienna	VA	1,563	1,494	\$136,469,394	\$7,175,089
117	ABC Nissan	Travis Holt/ Berkshire Hathaway Automotive	Phoenix	AZ	2,155	1,422	\$106,296,318	\$7,155,783
118	Larry H. Miller Chrysler Jeep Dodge Ram Sandy	Karen Gail Miller	Sandy	UT	1,987	1,737	\$158,796,733	\$7,152,722
119	Ray Skillman Ford	Ray Skillman	Greenwood	IN	2,720	2,781	\$165,489,200	\$7,150,000
120	Mac Haik Ford	Mac Haik	Houston	TX	3,554	4,214	\$256,419,234	\$7,137,773
121	Hare Chevrolet	Courtney Cole; Monica Peck	Noblesville	IN	2,620	2,469	\$141,519,690	\$7,094,772
122	Hendrick Toyota Scion North Charleston	Hendrick Automotive Group	North Charleston	SC	2,233	1,010	\$101,304,692	\$7,063,084
123	Green Hyundai Lincoln Mercury Mazda	Todd C. Green	Springfield	IL	2,194	3,570	\$126,699,464	\$7,044,077
124	BMW/MINI of San Diego	Penske Automotive Group	San Diego	CA	2,408	2,053	\$215,355,261	\$7,024,649
125	Airpark Chrysler Jeep Dodge	Coye Pointer/ Berkshire Hathaway Automotive	Scottsdale	AZ	2,861	1,793	\$168,402,910	\$6,999,517
126	Fred Anderson Toyota of Charleston	Fred H. Anderson	Charleston	SC	2,722	1,510	\$123,660,634	\$6,965,367
127	David Maus Toyota	Ronnie Whitlock; David Maus/ Berkshire Hathaway Automotive	Sanford	FL	2,981	1,706	\$147,453,341	\$6,944,989
128	Right Toyota	David W. Wilson	Scottsdale	AZ	4,363	1,572	\$232,001,154	\$6,944,209
129	Puente Hills Toyota/Scion	Frederick E. Hitchcock	City of Industry	CA	3,534	1,353	\$143,987,903	\$6,899,784
130	Car Pros Kia Tacoma	Ken Phillips; Matthew Phillips; Nick Phillips/Car Pros Automotive Group Inc	Tacoma	WA	2,310	1,438	\$88,084,998	\$6,899,259
131	Piercey Toyota	William R. Piercey; Brian Ressler; Art Wicker	Milpitas	CA	3,337	1,367	\$145,648,907	\$6,852,153
132	Herb Chambers Lexus	Herbert G. Chambers	Sharon	MA	2,451	936	\$204,059,031	\$6,849,936
133	Mercedes-Benz SMART of Tysons Corner	Penske Automotive Group	Vienna	VA	1,189	1,226	\$123,128,191	\$6,820,682
134	Mercedes-Benz SMART of San Diego	Penske Automotive Group	San Diego	CA	1,929	1,493	\$185,076,223	\$6,812,290
135	Chapman BMW on Carnelback	Jerry B. Chapman; John H. Chapman; J. Baxter Chapman	Phoenix	AZ	1,409	1,820	\$157,176,049	\$6,801,516
136	Showcase Honda	John Cleaves; David Green/ Berkshire Hathaway Automotive	Phoenix	AZ	2,384	1,419	\$104,662,311	\$6,752,994
137	Honda of El Cerrito	Hendrick Automotive Group	El Cerrito	CA	1,674	954	\$73,830,931	\$6,743,431
138	Larry H. Miller Toyota Scion Corona	Karen Gail Miller	Corona	CA	2,506	974	\$100,825,171	\$6,733,169
139	Hendrick Toyota Scion Merriam	Hendrick Automotive Group	Merriam	KS	1,988	1,516	\$104,844,790	\$6,721,901
140	Honda World	Jim Kitzmiller; William R. Piercey	Westminster	CA	4,201	1,519	\$159,102,601	\$6,699,324
141	Mac Haik Chevrolet	Mac Haik	Houston	TX	2,602	1,727	\$177,145,631	\$6,679,289
142	Honda Mall of Georgia	Penske Automotive Group	Buford	GA	2,564	1,477	\$111,530,112	\$6,632,343
143	East Bay BMW	Hendrick Automotive Group	Pleasanton	CA	1,693	1,387	\$150,260,188	\$6,630,127
144	Carson Nissan	Jeanette Shammass; Darryl Holter	Carson	CA	2,023	545	\$74,153,007	\$6,627,524
145	Sunland Park Chrysler Dodge Jeep Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson	El Paso	TX	1,796	956	\$92,430,089	\$6,624,578
146	Phil Long Ford of Denver	Gerald Cimino	Denver	CO	2,629	1,938	\$164,529,443	\$6,613,759
147	Nissan of McKinney	Bill Adkins; David Kelley/ Berkshire Hathaway Automotive	McKinney	TX	2,541	1,679	\$123,785,662	\$6,595,273
148	Toyota Bountiful	Performance Automotive Network	Bountiful	UT	1,807	1,631	\$95,922,835	\$6,589,364
149	Audi Stevens Creek	Penske Automotive Group	San Jose	CA	2,256	1,048	\$169,321,337	\$6,558,140
150	Future Ford of Sacramento	G. Steven Pleau	Sacramento	CA	2,524	1,742	\$139,673,892	\$6,551,607

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