

|  | Rank | Dealership | Dealer Owner/Principal | City | ST | Service Revenue | Body Shop Revenue | Parts \& Accessories Revenue | Total Fixed Operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 40 | Mac Haik Chevrolet | Mac Haik | Houston | TX | \$7,539,647 | \$2,643,694 | \$17,120,235 | \$27,303,576 |
|  | 41 | Suburban Imports of Farmington Hills | David T. Fischer/ The Suburban Collection | Farmington Hills | MI | \$5,341,271 | \$7,159,744 | \$14,628,510 | \$27,129,525 |
|  | 42 | Honda of Concord | Hendrick Automotive Group | Concord | NC | \$5,703,800 | \$7,853,056 | \$13,500,402 | \$27,057,258 |
|  | 43 | Capitol Toyota | Jerry G. Brassfield/Autofocus | San Jose | CA | \$12,988,908 | - | \$14,009,797 | \$26,998,705 |
|  | 44 | Northside Ford | Mark Woods; Gary V. Woods/Red McCombs Automotive Group | San Antonio | TX | \$9,099,000 | \$4,490,000 | \$13,372,000 | \$26,961,000 |
|  | 45 | Mercedes-Benz of San Diego | Penske Automotive Group | San Diego | CA | \$10,875,539 | - | \$15,930,053 | \$26,805,592 |
|  | 46 | South Bay Ford Lincoln | Gary Premeaux; Steve Wood/ South Bay Ford Lincoln | Hawthorne | CA | \$11,215,477 | - | \$15,579,339 | \$26,794,816 |
|  | 47 | Big Two Toyota of Chandler | Christopher E Hoeye | Chandler | AZ | \$14,810,323 | - | \$11,972,793 | \$26,783,116 |
|  | 48 | Herb Chambers Mercedes-Benz of Natick | Herbert G. Chambers | Natick | MA | \$7,132,432 | \$6,839,255 | \$12,721,424 | \$26,693,111 |
|  | 49 | Puente Hills Toyota | Frederick E. Hitchcock | City of Industry | CA | \$7,760,439 | \$3,974,887 | ,080 | 6 |
|  | 50 | Al Hendrickson Toyota | Al Hendrickson | Coconut Creek | FL | \$15,729,351 | - | \$10,796,733 | \$26,526,084 |
|  | 51 | Mac Haik Ford | Mac Haik | Houston | TX | \$6,130,676 | \$2,667,503 | \$17,580,106 | \$26,378,285 |
|  | 52 | East Bay BMW | Hendrick Automotive Group | Pleasanton | CA | \$12,776,892 | - | \$13,582,480 | \$26,359,372 |
|  | 53 | Fletcher Jones Imports | Fletcher Jones | Las Vegas | NV | \$11,376,760 |  | \$14,477,875 | \$25,854,635 |
|  | 54 | Herb Chambers Lexus | Herbert G. Chambers | Sharon | MA | \$13,554,460 |  | \$12,164,316 | \$25,718,776 |
|  | 55 | Chapman Honda | Ted R. Chapman; Jerry B. Chapman | Tucson | AZ | \$6,106,852 | \$6,947,006 | \$12,649,908 | \$25,703,766 |
|  | 56 | Hendrick Chevrolet | Hendrick Automotive Group | Hoover | AL | \$3,654,464 | - | \$21,878,203 | \$25,532,667 |
|  | 57 | Greenway Ford | Frank Rodriguez; Carl Atkinson/ Greenway Automotive | Orlando | FL | \$8,598,544 | \$3,586,543 | \$13,227,910 | \$25,412,997 |
|  | 58 | Hendrick Chevrolet Shawnee Mission | Hendrick Automotive Group | Merriam | KS | \$3,888,126 | \$4,777,801 | \$16,640,627 | \$25,306,554 |
|  | 59 | Rick Hendrick City Chevrolet | Hendrick Automotive Group | Charlotte | NC | \$4,155,912 | \$3,853,260 | \$17,213,435 | \$25,222,607 |
|  | 60 | Larry H. Miller Dodge Ram Peoria | Karen Gail Miller/ Larry H. Miller Dealerships | Peoria | AZ | \$5,862,009 | \$6,555,610 | \$12,703,927 | \$25,121,546 |
|  | 61 | Mercedes-Benz of Chicago | Fletcher Jones | Chicago | IL | \$12,319,464 | - | \$12,742,204 | \$25,061,668 |
|  | 62 | Chapman's Las Vegas Dodge | John H. Chapman; Chris Strahan | Las Vegas | NV | \$6,771,551 | \$2,318,435 | \$15,904,483 | \$24,994,469 |
|  | 63 | Earnhardt Ford Sales Co. | Hal J. Earnhardt | Chandler | AZ | \$7,967,699 | - | \$16,905,006 | \$24,872,705 |
|  | 64 | Herb Chambers BMW of Sudbury | Herbert G. Chambers | Sudbury | MA | \$9,304,321 | - | \$15,513,987 | \$24,818,308 |
|  | 65 | Hendrick Lexus Charlotte | Hendrick Automotive Group | Charlotte | NC | \$9,608,725 | - | \$15,199,905 | \$24,808,630 |
|  | 66 | Prestige Imports | Norman Braman | Lakewood | CO | \$6,883,654 | \$8,198,055 | \$9,577,422 | \$24,659,131 |
|  | 67 | BMW/MINI of Ontario | Penske Automotive Group | Ontario | CA | \$10,515,854 | - | \$14,141,316 | \$24,657,170 |
|  | 68 | Right Toyota | David W. Wilson | Scottsdale | AZ | \$13,203,692 |  | \$11,210,289 | \$24,413,981 |
|  | 69 | Rick Case Automall Davie | Rick Case | Davie | FL | \$10,119,334 | - | \$14,211,449 | \$24,330,783 |
|  | 70 | Future Ford | G. Steven Pleau/ Future Automotive Group | Roseville | CA | \$12,298,065 | - | \$11,904,279 | \$24,202,344 |
|  | 71 | Larry H. Miller Chevrolet Murray | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Murray | UT | \$5,210,613 | \$3,555,329 | \$14,756,653 | \$23,522,595 |
|  | 72 | Ray Huffines Chevrolet | S. Ray Huffines | Plano | TX | \$4,118,539 | \$5,487,870 | \$13,893,717 | \$23,500,126 |
| Note: The list is published annually and is based on previous year's | 73 | Aristocrat Motors | Anthony Soave; Marion Battaglia; Kevin Killilea | Merriam | KS | \$8,135,000 | - | \$15,341,000 | \$23,476,000 |
|  | 74 | Larry H. Miller Toyota Scion Murray | Karen Gail Miller | Murray | UT | \$7,279,942 | - | \$16,080,816 | \$23,360,758 |
|  | 75 | Rick Case Automall | Rick Case | Duluth | GA | \$7,795,436 | - | \$15,500,211 | \$23,295,647 |
| year 2017. Commercial use of the WardsAuto Dealer Service 150 is prohibited without prior written | 76 | Houston Mac Haik Dodge Chrysler Jeep | Mac Haik | Houston | TX | \$4,459,608 | \$1,949,790 | \$16,842,609 | \$23,252,007 |
| permission of the WardsAuto Group. © Copyright 2018, WardsAuto, a division of Informa. Redistribution prohibited. Source: WardsAuto | 77 | Ray Catena Motor Car | Raymond Catena | Edison | NJ | \$11,182,460 | - | \$12,029,417 | \$23,211,877 |
|  | 78 | Piercey Toyota | William R. Piercey; Brian Ressler; Art Wicker | Milpitas | CA | \$13,058,691 | - | \$10,145,176 | \$23,203,867 |

## WARDSAUTO 2018 SERVICE 150

|  | Rank | Dealership | Dealer Owner/Principal | City | ST | Service Revenue | Body Shop Revenue | Parts \& Accessories Revenue | Total Fixed Operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 79 | Honda World | William R. Piercey; Jim Kitzmiller | Westminster | CA | \$8,835,687 | \$8,239,585 | \$6,090,709 | \$23,165,981 |
|  | 80 | Gillman Honda South | Stacey Gillman Wimbish; Jason R. Gillman | Houston | TX | \$9,024,394 | - | \$13,974,952 | \$22,999,346 |
|  | 81 | Mercedes-Benz of Ontario | Fletcher Jones | Ontario | CA | \$11,287,571 | - | \$11,644,033 | \$22,931,604 |
|  | 82 | Jim Koons <br> - Falls Church Ford | Jim Koons Automotive Group | Falls Church | VA | \$7,885,096 | \$3,645,480 | \$11,321,216 | \$22,851,792 |
|  | 83 | Kuni Lexus of Portland | Melinda Holman; Joseph S. Holman | Portland | OR | \$11,847,287 |  | \$10,861,068 | \$22,708,355 |
|  | 84 | Toyota of Orange | David W. Wilson | Orange | CA | \$11,584,217 | - | \$11,046,557 | \$22,630,774 |
|  | 85 | Warren Henry Jaguar/ Land Rover North Dade | Warren Henry Zinn/ Warren Henry Auto Group | Miami | FL | \$6,258,272 | - | \$16,161,442 | \$22,419,714 |
|  | 86 | Chapman BMW on Camelback | Jerry B. Chapman; Ted Chapman; John H. Chapman; J. Baxter Chapman | Phoenix | AZ | \$9,515,503 | - | \$12,894,990 | \$22,410,493 |
|  | 87 | Hendrick Chevrolet | Hendrick Automotive Group | Cary | NC | \$2,994,782 | \$7,197,134 | \$12,052,752 | \$22,244,668 |
|  | 88 | Fred Anderson Toyota | Fred H. Anderson | Raleigh | NC | \$10,477,227 | - | \$11,721,702 | \$22,198,929 |
|  | 89 | Ray Skillman GMC Truck | Ray Skillman | Indianapolis | IN | \$9,913,912 | - | \$12,275,565 | \$22,189,477 |
|  | 90 | Rusnak/Arcadia | Paul Rusnak; Victoria Rusnak | Arcadia | CA | \$8,488,290 | - | \$13,548,254 | \$22,036,544 |
|  | 91 | Fletcher Jones Motorcars of Fremont | Fletcher Jones | Fremont | CA | \$9,439,054 | - | \$12,500,508 | \$21,939,562 |
|  | 92 | Sweeney Buick GMC | Douglas V. Sweeney | Youngstown | OH | \$3,768,793 | - | \$18,051,285 | \$21,820,078 |
|  | 93 | Ray Skillman Ford | Ray Skillman | Greenwood | IN | \$6,741,837 | \$4,271,729 | \$10,645,630 | \$21,659,196 |
|  | 94 | BMW of Mt. Laurel | Melinda Holman; Joseph S. Holman | Mt. Laurel | NJ | \$8,648,925 |  | \$12,976,609 | \$21,625,534 |
|  | 95 | Universal Toyota | Gary V. Woods/Red McCombs Automotive Group | San Antonio | TX | \$9,926,000 | - | \$11,688,000 | \$21,614,000 |
|  | 96 | Wilde Lexus of Sarasota | Mark Wilde; Dean Palmer | Sarasota | FL | \$12,014,722 | - | \$9,584,138 | \$21,598,860 |
|  | 97 | Audi Stevens Creek | Penske Automotive Group | San Jose | CA | \$11,527,969 | - | \$9,990,587 | \$21,518,555 |
|  | 98 | Findlay Chevrolet | Cliff Findlay; Tyler Corder | Las Vegas | NV | \$9,718,078 | - | \$11,795,444 | \$21,513,522 |
|  | 99 | Future Ford of Sacramento | G. Steven Pleau/ Future Automotive Group | Sacramento | CA | \$9,674,774 | - | \$11,714,018 | \$21,388,792 |
|  | 100 | Rick Hendrick Chevrolet | Hendrick Automotive Group | Norfolk | VA | \$2,909,501 | \$5,877,703 | \$12,545,247 | \$21,332,451 |
|  | 101 | Rick Hendrick Imports | Hendrick Automotive Group | Charleston | SC | \$8,798,569 | - | \$12,316,347 | \$21,114,916 |
|  | 102 | Red McCombs Toyota | Marsha M. Shields/Red McCombs Automotive Group | San Antonio | TX | \$8,057,000 | - | \$13,039,000 | \$21,096,000 |
|  | 103 | Wilde Toyota | Mark Wilde; Patrick Donahue; Sharon Bloom | West Allis | WI | \$9,893,300 | - | \$11,072,580 | \$20,965,880 |
|  | 104 | Earnhardt Enterprises | Hal J. Earnhardt | Mesa | AZ | \$7,950,802 | - | \$12,879,293 | \$20,830,095 |
|  | 105 | Peoria Kia | Hal J. Earnhardt | Peoria | AZ | \$7,950,802 | - | \$12,879,293 | \$20,830,095 |
|  | 106 | Suburban Ford of Sterling Heights | David T. Fischer/ The Suburban Collection | Sterling Heights | MI | \$7,706,046 | \$3,188,772 | \$9,892,164 | \$20,786,982 |
|  | 107 | RAY CATENA BMW/Mini | Raymond Catena | White Plains | NY | \$9,175,592 | - | \$11,492,978 | \$20,668,570 |
|  | 108 | Fletcher Jones Audi | Fletcher Jones | Chicago | IL | \$11,400,322 | - | \$9,233,363 | \$20,633,685 |
|  | 109 | Huffines Chevrolet Lewisville | S. Ray Huffines | Lewisville | TX | \$3,158,860 | \$5,299,379 | \$12,154,361 | \$20,612,600 |
|  | 110 | The Ancira-Winton Chevrolet | Ernesto Ancira | San Antonio | TX | \$4,652,931 | \$5,469,122 | \$10,387,294 | \$20,509,347 |
|  | 111 | Russell \& Smith Honda | Michael G. Smith; Charles M. Smith; William C. Smith | Houston | TX | \$5,745,288 | - | \$14,704,545 | \$20,449,833 |
| Note: The list is published annually and is based on previous year's fixed operations revenue and the | 112 | Harold Zeigler Lincoln BMW Chrysler Honda | Aaron J. Zeigler; <br> Harold J. Zeigler | Kalamazoo | MI | \$4,743,560 | - | \$15,597,924 | \$20,341,484 |
| WardsAuto Dealer 500. Data are operating results for calendar year 2017. Commercial use of the | 113 | Newport Lexus | David W. Wilson | Newport Beach | CA | \$11,560,593 | - | \$8,753,277 | \$20,313,870 |
| WardsAuto Dealer Service 150 is prohibited without prior written | 114 | Jimmie Johnson Chevrolet | Hendrick Automotive Group | San Diego | CA | \$4,860,998 | \$2,216,773 | \$12,706,390 | \$19,784,161 |
| permission of the WardsAuto Group. <br> © Copyright 2018, WardsAuto, a | 115 | Larry H. Miller Ford Lincoln Sandy | Karen Gail Miller | Sandy | UT | \$8,963,902 |  | \$10,779,599 | \$19,743,501 |
| division of Informa. Redistribution prohibited. Source: WardsAuto Dealer Business. | 116 | Holman Ford/Lincoln | Melinda Holman; Joseph S. Holman | Turnersville | NJ | \$3,552,425 |  | \$16,188,295 | \$19,740,720 |

WARDSAUTO
DECEMBER 2018

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Rank | Dealership | Dealer Owner/Principal | City | ST | Service Revenue | Body Shop Revenue | Parts \& Accessories Revenue | Total Fixed Operations |
|  | 117 | Schaumburg Honda Automobiles | Robert V. Rohrman | Schaumburg | IL | \$9,218,900 | - | \$10,481,345 | \$19,700,245 |
|  | 118 | Bommarito Buick-GMC-Audi-Mazda-Infiniti | Frank J. Bommarito; John J. Bommarito | Ellisville | MO | \$7,967,830 | \$2,768,207 | \$8,853,283 | \$19,589,320 |
|  | 119 | Rick Hendrick Toyota Sandy Springs | Hendrick Automotive Group | Atlanta | GA | \$6,760,215 | \$2,831,256 | \$9,976,316 | \$19,567,787 |
|  | 120 | Hendrick Chevrolet Buick GMC Cadillac Southpoint | Hendrick Automotive Group | Durham | NC | \$4,363,299 | \$5,096,130 | \$10,038,297 | \$19,497,726 |
|  | 121 | Larry H. Miller Chrysler Jeep Dodge Ram Boise | Karen Gail Miller/ Larry H. Miller Dealerships | Boise | ID | \$5,087,544 | \$4,747,755 | \$9,647,431 | \$19,482,730 |
|  | 122 | Huffines Chrysler Jeep Dodge Ram Plano | S. Ray Huffines | Plano | TX | \$5,634,207 | - | \$13,788,933 | \$19,423,140 |
|  | 123 | Audi Beverly Hills | Fletcher Jones | Beverly Hills | CA | \$10,182,184 | - | \$9,117,167 | \$19,299,351 |
|  | 124 | Braman Honda | Norman Braman | Miami | FL | \$9,957,415 | - | \$9,320,266 | \$19,277,681 |
|  | 125 | Capitol Honda | Penske Automotive Group | San Jose | CA | \$10,187,372 | - | \$9,055,715 | \$19,243,087 |
|  | 126 | Kuni Lexus of Greenwood Village | Melinda Holman; Joseph S. Holman | Greenwood Village | CO | \$8,671,862 | - | \$10,493,921 | \$19,165,783 |
|  | 127 | Mac Haik's Southway Ford | Mac Haik | San Antonio | TX | \$5,282,017 | \$1,959,522 | \$11,879,083 | \$19,120,622 |
|  | 128 | Future Ford of Clovis | G. Steven Pleau | Clovis | CA | \$8,971,732 | - | \$10,077,548 | \$19,049,280 |
|  | 129 | Phil Long Ford | Gerald Cimino/ Phil Long Dealerships, Inc. | Colorado Springs | CO | \$6,015,628 | - | \$12,859,293 | \$18,874,921 |
|  | 130 | Chapman Chevrolet | John H. Chapman; Jerry B. Chapman; J. Baxter Chapman | Tempe | AZ | \$7,349,257 | \$699,673 | \$10,823,257 | \$18,872,187 |
|  | 131 | Toyota of Riverside | David W. Wilson | Riverside | CA | \$9,044,183 | - | \$9,763,415 | \$18,807,598 |
|  | 132 | Audi San Diego | Melinda Holman; Joseph S. Holman | San Diego | CA | \$9,550,880 | - | \$9,144,297 | \$18,695,177 |
|  | 133 | Central Florida Toyota | Penske Automotive Group | Orlando | FL | \$7,640,514 | \$45,663 | \$10,913,955 | \$18,600,132 |
|  | 134 | Bergstrom Victory Lane Imports | John F. Bergstrom | Appleton | WI | \$5,559,201 | \$3,495,865 | \$9,376,901 | \$18,431,967 |
|  | 135 | Rick Hendrick Chevrolet of Buford | Hendrick Automotive Group | Buford | GA | \$5,107,210 | \$4,624,744 | \$8,690,325 | \$18,422,279 |
|  | 136 | Herb Chambers Flagship Motorcars | Herbert G. Chambers | Lynnfield | MA | \$8,640,168 | - | \$9,749,924 | \$18,390,092 |
|  | 137 | Mercedes-Benz of Tysons Corner | Penske Automotive Group | Vienna | VA | \$8,174,193 | - | \$10,122,810 | \$18,297,003 |
|  | 138 | San Francisco Honda | Jeffrey E. Cappo/ Victory Automotive Group | San Francisco | CA | \$9,451,573 | - | \$8,827,320 | \$18,278,893 |
|  | 139 | Northridge Toyota | Frederick E. Hitchcock | Northridge | CA | \$7,480,451 |  | \$10,755,242 | \$18,235,693 |
|  | 140 | South Bay Toyota | David W. Wilson | Gardena | CA | \$8,089,891 | - | \$10,122,134 | \$18,212,025 |
|  | 141 | Herb Chambers Mercedes-Benz of Boston | Herbert G. Chambers | Somerville | MA | \$9,062,606 | - | \$9,070,162 | \$18,132,768 |
|  | 142 | Arlington Toyota | Gary Vicari/ Arlington Automotive Group | Palatine | IL | \$6,282,577 | \$3,062,301 | \$8,767,699 | \$18,112,577 |
|  | 143 | Future Ford Lincoln Hyundai of Concord | G. Steven Pleau/ Future Automotive Group | Concord | CA | \$8,831,065 | - | \$9,202,269 | \$18,033,334 |
|  | 144 | Hendrick Motors of Charlotte | Hendrick Automotive Group | Charlotte | NC | \$5,716,820 | - | \$12,235,552 | \$17,952,372 |
|  | 145 | Larry H. Miller Liberty Toyota Scion Colorado Springs | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Colorado Springs | CO | \$6,709,428 | - | \$11,228,454 | \$17,937,882 |
| Note: The list is published annually and is based on previous year's fixed operations revenue and the | 146 | Darrell Waltrip Honda Volvo Subaru | Hendrick Automotive Group | Franklin | TN | \$7,313,233 | - | \$10,607,941 | \$17,921,174 |
| WardsAuto Dealer 500. Data are operating results for calendar year 2017. Commercial use of the | 147 | Fitzgerald Auto Mall - White Flint | Jack Fitzgerald | Rockville | MD | \$8,401,000 | - | \$9,519,000 | \$17,920,000 |
| WardsAuto Dealer Service 150 is prohibited without prior written permission of the WardsAuto Group. | 148 | Toyota Place | Norris J. Bisthon/ Noarus Auto Group | Garden Grove | CA | \$6,077,237 | \$480,890 | \$11,341,584 | \$17,899,711 |
| © Copyright 2018, WardsAuto, a division of Informa. Redistribution | 149 | Rick Hendrick Chevrolet Buick GMC | Hendrick Automotive Group | Richmond | VA | \$3,658,782 | \$3,691,667 | \$10,548,146 | \$17,898,595 |
| prohibited. Source: WardsAuto Dealer Business. | 150 | United BMW | Penske Automotive Group | Roswell | GA | \$7,937,416 | - | \$9,960,569 | \$17,897,985 |

