

SUPPLEMENT TO

# Automotive News

MARCH 19, 2012

© 2012 Crain Communications Inc.  
All rights reserved.

**THE LARGEST AUTO  
RETAILER GROUPS IN THE  
UNITED STATES, RANKED  
BY UNIT SALES OF NEW  
VEHICLES IN 2011**

**TOP 125  
DEALERSHIP  
GROUPS**

SPONSORED BY  
**DEALER.COM**



# Victory Dance

It's the moment you realize your dealership has no limits. Creating your Victory Dance is why we're here. **Find out more at [nolimits.dealer.com](https://nolimits.dealer.com).**

*Amy Ruby, Director of Marketing, Jim Koons Automotive*

**DEALER.COM**<sup>TM</sup>  
AUTOMOTIVE DIGITAL MARKETING  
888.785.5418 | [nolimits.dealer.com](https://nolimits.dealer.com)



# Top 125 dealership groups in the United States ranked on 2011 new-vehicle retail sales units

2011 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2010 rank
1	<b>AutoNation Inc. †‡</b> (954) 769-7000; <a href="http://autonation.com">autonation.com</a>	110 S.E. Sixth St. Fort Lauderdale, FL 33301	Mike Jackson chairman & CEO	224,034	171,094	2,545	111,096	508,769	215	\$13,832,300,000	1
2	<b>Penske Automotive Group Inc. †</b> (248) 648-2540; <a href="http://penskeautomotive.com">penskeautomotive.com</a>	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chairman & CEO	154,829	129,652	5,308	58,593	348,382	145	\$11,556,232,000	2
3	<b>Sonic Automotive Inc. †</b> (704) 566-2400; <a href="http://sonicautomotive.com">sonicautomotive.com</a>	4401 Colwick Road Charlotte, NC 28211	O. Bruton Smith chairman & CEO	114,132	102,874	8,626	26,630	252,262	119	\$7,871,176,000	3
4	<b>Group 1 Automotive Inc. †</b> (713) 647-5700; <a href="http://group1auto.com">group1auto.com</a>	800 Gessner, Ste. 500 Houston, TX 77024	Earl Hesterberg president & CEO	102,022	70,475	–	42,422	214,919	100	\$6,079,765,000	4
5	<b>Van Tuyl Group</b> (602) 230-1051; <a href="http://vantuylgroup.com">vantuylgroup.com</a>	1550 E. Missouri, Ste. 300 Phoenix, AZ 85014	Cecil & Larry Van Tuyl CEOs	96,139	74,460	4,937	61,007	236,543	69	\$6,172,523,780	5
6	<b>Hendrick Automotive Group</b> (704) 568-5550; <a href="http://hendrickauto.com">hendrickauto.com</a>	6000 Monroe Road Charlotte, NC 28212	Edward Brown III president & CEO	69,676	50,912	2,844	48,348	171,780	73	\$5,035,735,509	7
7	<b>Asbury Automotive Group †</b> (770) 418-8200; <a href="http://asburyauto.com">asburyauto.com</a>	2905 Premiere Pkwy., Ste. 300 Duluth, GA 30097	Craig Monaghan president & CEO	68,770	55,805	2,679	27,204	154,458	79	\$4,276,700,000	6
8	<b>Staluppi Auto Group</b> (561) 844-7148; <a href="http://atlanticautogroup.net">atlanticautogroup.net</a>	133 U.S. Hwy. One North Palm Beach, FL 33408	John Staluppi & John Staluppi Jr., CEOs	54,225	19,700	186	23,289	97,400	24	\$2,320,043,059	8
9	<b>Lithia Motors Inc. †‡‡</b> (541) 776-6868; <a href="http://lithia.com">lithia.com</a>	360 E. Jackson Medford, OR 97501	Sidney DeBoer chairman & CEO	44,537	41,422	955	16,976	103,890	86	\$2,764,125,950	9
10	<b>Larry H. Miller Group of Cos.</b> (801) 563-4100; <a href="http://lhm.com">lhm.com</a>	9350 S. 150 E., Ste. 1000 Sandy, UT 84070	Greg Miller CEO	30,865	30,764	7,077	31,666	100,372	45	\$2,435,398,024	10
11	<b>Herb Chambers Cos.</b> (617) 666-8333; <a href="http://herbchambers.com">herbchambers.com</a>	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	28,255	15,261	–	18,538	62,054	32	\$1,866,505,165	12
12	<b>Ken Garff Automotive Group</b> (801) 257-3400; <a href="http://kengarff.com">kengarff.com</a>	405 S. Main, Ste. 1200 Salt Lake City, UT 84111	Robert Garff chairman	27,483	23,699	2,446	16,514	70,142	41	\$1,773,249,735	14
13	<b>Greenway Automotive</b> (407) 275-3200; <a href="http://greenway.com">greenway.com</a>	9001 E. Colonial Drive Orlando, FL 32817	Frank Rodriguez & Carl Atkinson, principals	24,313	12,232	–	12,968	49,513	19	\$902,376,685	38
14	<b>David Wilson Automotive Group</b> (714) 639-6750; <a href="http://wilsonautomotivegroup.net">wilsonautomotivegroup.net</a>	1400 N. Tustin Orange, CA 92867	David Wilson president	23,835	11,354	–	8,945	44,134	15	\$1,235,284,725	11
15	<b>Suburban Collection</b> (248) 519-9700; <a href="http://suburbancollection.com">suburbancollection.com</a>	1795 Maplelawn Troy, MI 48084	David Fischer president & CEO	22,900	14,263	2,591	6,356	46,110	32	\$1,221,296,560	13
16	<b>Jim Koons Automotive Cos.</b> (703) 448-7000; <a href="http://koons.com">koons.com</a>	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	21,910	19,592	–	13,200	54,702	17	\$1,438,490,980	–
17	<b>Potamkin Automotive Group Inc.</b> (305) 774-7690; <a href="http://planetautomotive.com">planetautomotive.com</a>	6200 N.W. 167th St. Miami Lakes, FL 33014	Alan & Robert Potamkin co-chairmen	21,181	8,270	–	7,298	36,749	20	\$991,153,000	17
18	<b>Bob Rohrman Auto Group</b> (765) 448-1000; <a href="http://rohrman.com">rohrman.com</a>	701 Sagamore Pkwy. S. Lafayette, IN 47905	Robert Rohrman president & owner	19,635	19,038	–	7,620	46,293	27	\$905,466,348	16
19	<b>RLJ-McLarty-Landers Automotive Holdings</b> (501) 374-4474; <a href="http://rljmclartylanders.com">rljmclartylanders.com</a>	425 W. Capitol Ave., Ste. 3600 Little Rock, AR 72201	R. Johnson, S. Landers Sr. & T. McLarty III, principals	18,885	15,067	–	13,183	47,135	25	\$1,076,621,327	29
20	<b>Braman Dealerships</b> (305) 576-1889; <a href="http://bramanmiami.com">bramanmiami.com</a>	2060 Biscayne Blvd. Miami, FL 33137	Norman Braman chairman	18,492	9,089	–	7,767	35,348	8	\$1,405,000,035	18
21	<b>Open Road Auto Group</b> (732) 650-1550; <a href="http://openroad.com">openroad.com</a>	1140 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan president & CEO	18,374	7,472	–	5,157	31,003	19	\$1,062,940,779	15
22	<b>Keyes Automotive Group</b> (818) 907-4456; <a href="http://keyescars.com">keyescars.com</a>	5855 Van Nuys Blvd. Van Nuys, CA 91401	Howard Keyes president	17,939	9,883	–	7,279	35,101	12	\$1,097,026,611	19
23	<b>West-Herr Automotive Group Inc.</b> (716) 649-7711; <a href="http://westherr.com">westherr.com</a>	3448 McKinley Fwy. Blasdell, NY 14219	Scott Bieler president	17,933	13,887	337	15,358	47,515	15	\$1,008,471,620	21
24	<b>Ourisman Automotive Group</b> (301) 423-4000; <a href="http://ourisman.com">ourisman.com</a>	4400 Branch Ave. Marlow Heights, MD 20748	Mandell Ourisman chairman	17,266	6,865	285	6,445	30,861	17	\$826,117,183	24
25	<b>Darcars Automotive Group</b> (301) 622-0300; <a href="http://darcars.com">darcars.com</a>	P.O. Box 9876 Silver Spring, MD 20916	John Darvish chairman	17,187	9,596	5	6,562	33,350	21	\$920,987,612	22
26	<b>Serra Automotive Inc.</b> (810) 694-1720; <a href="http://serrausa.com">serrausa.com</a>	3118 E. Hill Road Grand Blanc, MI 48439	Joseph Serra president	17,122	15,357	252	5,462	38,193	22	\$992,085,529	28
27	<b>Car Group, The</b> (562) 809-3705; <a href="http://thecargroup.com">thecargroup.com</a>	20322 S.W. Acacia St. Newport Beach, CA 92660	David Conant CEO	17,060	8,035	130	4,825	30,050	9	\$734,497,000	–

\*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments †Publicly held ‡AutoNation group revenue all departments may not include fleet and wholesale dollars that may be reflected in unit sales To be considered for future top dealership lists, contact [andatacenter@crain.com](mailto:andatacenter@crain.com)

‡‡Lithia Motors group revenue all department includes fleet dollars that may not be reflected in unit sales

Please note that unit sales, number of dealerships and group revenue may include dealerships outside the United States

## Top 125 dealership groups in the United States – ranked on 2011 new-vehicle retail sales units

2011 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2010 rank
28	<b>Rick Case Automotive Group</b> (954) 377-7400; <a href="http://rickcase.com">rickcase.com</a>	875 N. State Road 7 Fort Lauderdale, FL 33317	Rick Case chairman & CEO	16,733	15,084	319	–	32,136	15	\$687,120,046	31
29	<b>Ganley Auto Group</b> (216) 228-8485; <a href="http://ganleyauto.com">ganleyauto.com</a>	13215 Detroit Ave. Lakewood, OH 44107	Thomas Ganley owner & CEO	16,371	13,016	–	8,874	38,261	23	\$821,030,742	30
30	<b>Ray Catena Motor Car Corp.</b> (732) 549-6600; <a href="http://raycatena.com">raycatena.com</a>	910 Route One Edison, NJ 08817	Raymond Catena owner	15,936	4,116	–	3,967	24,019	11	\$1,117,825,064	20
31	<b>Sheehy Auto Stores</b> (703) 802-3480; <a href="http://sheehy.com">sheehy.com</a>	12701 Fair Lakes Cir., Ste. 250 Fairfax, VA 22033	Vincent Sheehy president	15,669	9,539	222	8,856	34,286	15	\$845,431,000	35
32	<b>Pohanka Automotive Group</b> (301) 899-7800; <a href="http://pohanka.com">pohanka.com</a>	4608 St. Barnabas Road Marlow Heights, MD 20748	John Pohanka chairman	15,643	6,573	–	6,555	28,771	14	\$901,675,000	26
33	<b>Mac Haik Auto Group</b> (713) 932-5000; <a href="http://machaik.com">machaik.com</a>	10333 Katy Fwy. Houston, TX 77024	Mac Haik owner	15,429	12,508	679	5,990	34,606	10	\$949,291,811	43
34	<b>Rosenthal Automotive Organization</b> (703) 553-4300; <a href="http://rosenthalauto.com">rosenthalauto.com</a>	1100 S. Glebe Road Arlington, VA 22204	Robert Rosenthal chairman & CEO	15,112	11,935	266	–	27,313	16	\$926,041,239	27
35	<b>Holman Automotive Group Inc.**</b> (856) 663-5200; <a href="http://holmanauto.com">holmanauto.com</a>	244 E. Kings Hwy. Maple Shade, NJ 08052	Melinda Holman president & CEO	14,963	7,586	99	8,518	31,166	15	\$1,085,435,886	–
36	<b>Rosatti/Plaza Auto Group</b> (718) 253-8400; <a href="http://plazaautomall.com">plazaautomall.com</a>	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	14,777	2,013	–	2,093	18,883	5	\$525,317,137	23
37	<b>Fletcher Jones Automotive Group</b> (702) 739-9800; <a href="http://fletcherjones.com">fletcherjones.com</a>	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. chairman	14,760	7,702	546	7,541	30,549	17	\$1,357,814,901	40
38	<b>Fitzgerald Auto Malls</b> (301) 881-4000; <a href="http://fitzmall.com">fitzmall.com</a>	11411 Rockville Pike Kensington, MD 20895	John Fitzgerald Jr. president	14,722	8,966	78	3,561	27,327	16	\$643,859,000	–
39	<b>Prestige Management Services</b> (201) 265-7800; <a href="http://driveprestige.com">driveprestige.com</a>	400 Sette Dr. Paramus, NJ 07652	Joseph Dockery CEO	14,676	6,055	–	7,346	28,077	7	\$1,092,281,359	25
40	<b>Chapman Automotive Group</b> (480) 970-0740; <a href="http://chapmanchoice.com">chapmanchoice.com</a>	P.O. Box 12375 Tempe, AZ 85284	Jerry Chapman chairman	14,557	21,462	538	–	36,557	21	\$1,050,826,685	41
41	<b>Performance Automotive Group</b> (402) 493-7800; <a href="http://performanceauto.com">performanceauto.com</a>	17950 Burt St. Omaha, NE 68118	Mickey Anderson president	14,462	11,286	406	8,196	34,350	14	\$865,449,454	37
42	<b>Findlay Automotive Group</b> (702) 558-8888; <a href="http://findlayauto.com">findlayauto.com</a>	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	14,140	11,401	120	8,466	34,127	25	\$886,152,044	36
43	<b>Summit Automotive Partners</b> (303) 209-3965; <a href="http://summit-ap.com">summit-ap.com</a>	10301 E. Arapahoe Rd., Ste. 200 Centennial, CO 80112	William Carmichael president & CEO	13,686	9,065	1,344	6,665	30,760	12	\$712,234,490	34
44	<b>Galpin Motors Inc.</b> (818) 787-3800; <a href="http://galpin.com">galpin.com</a>	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II president & owner	13,581	4,467	273	4,992	23,313	5	\$658,947,800	44
45	<b>Earnhardt Auto Centers</b> (480) 893-0000; <a href="http://earnhardt.com">earnhardt.com</a>	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	13,456	7,668	–	5,255	26,379	11	\$640,682,944	47
46	<b>Balise Motor Sales Co.</b> (413) 733-8604; <a href="http://baliseauto.com">baliseauto.com</a>	122 Doty Circle West Springfield, MA 01089	James Balise Jr. owner	13,084	12,016	82	9,406	34,588	17	\$715,033,975	46
47	<b>McCombs Automotive</b> (210) 821-6523; <a href="http://redmccombs.com">redmccombs.com</a>	755 E. Mulberry, Ste. 600 San Antonio, TX 78212	Tim Cliver COO	12,836	11,088	400	7,014	31,338	7	\$768,698,000	42
48	<b>Tuttle-Click Automotive Group</b> (949) 598-4800; <a href="http://tuttleclick.com">tuttleclick.com</a>	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	12,437	8,724	863	8,407	30,431	14	\$731,753,460	52
49	<b>New Country Motor Car Group</b> (518) 584-7700; <a href="http://newcountry.com">newcountry.com</a>	358 Broadway Saratoga Springs, NY 12866	Michael Cantanucci president	11,977	4,514	–	6,511	23,002	17	\$985,050,200	39
50	<b>Sullivan Automotive Group</b> (310) 829-1888; <a href="http://lacarguy.com">lacarguy.com</a>	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	11,964	5,021	–	1,909	18,894	7	\$630,785,933	33
51	<b>Jeff Wyler Automotive Family Inc.</b> (513) 752-7450; <a href="http://wyler.com">wyler.com</a>	829 Eastgate S. Drive Cincinnati, OH 45245	Jeffrey Wyler chairman & CEO	11,930	8,605	494	5,018	26,047	11	\$587,996,040	50
52	<b>Gillman Cos.</b> (713) 776-7000; <a href="http://gillmanauto.com">gillmanauto.com</a>	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	Stacey Gillman Wimbish president & CEO	11,574	7,722	19	4,085	23,400	14	\$562,323,413	45
53	<b>Bommarito Automotive Group</b> (636) 391-7200; <a href="http://bommarito.com">bommarito.com</a>	15736 Manchester Road Ellisville, MO 63011	Frank Bommarito CEO	10,631	6,685	35,703	5,012	58,031	13	\$1,477,187,209	51
54	<b>Boucher Group Inc.</b> (414) 427-4141; <a href="http://boucher.com">boucher.com</a>	4141 S. 108th St. Greenfield, WI 53228	Gordon Boucher CEO	10,205	8,816	381	5,809	25,211	16	\$569,318,069	64
55	<b>Phil Smith Automotive Group</b> (954) 867-1234; <a href="http://philsmithauto.com">philsmithauto.com</a>	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Philip Smith president & CEO	10,128	5,083	18	4,272	19,501	14	\$480,976,822	90

\*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments \*\*Formerly Holman Enterprises

Please note that unit sales, number of dealerships and group revenue may include dealerships outside the United States

To be considered for future top dealership lists, contact [andatacenter@crain.com](mailto:andatacenter@crain.com)

## Top 125 dealership groups in the United States – ranked on 2011 new-vehicle retail sales units

2011 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2010 rank
56	<b>Kenwood Dealer Group Inc.</b> (513) 683-5484; <i>cincyautos.com</i>	9500 Kings Automall Road Cincinnati, OH 45249	Robert Reichert president	9,936	9,648	–	–	19,584	14	\$487,604,640	53
57	<b>World Class Automotive Group</b> (214) 560-1602; <i>planetford.com</i>	P.O. Box 1047 Addison, TX 75001	Randall Reed CEO	9,760	7,340	2,632	4,831	24,563	7	\$553,262,757	55
58	<b>Servco Pacific Inc.</b> (808) 564-1300; <i>servco.com</i>	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	9,692	5,443	2,002	–	17,137	9	\$432,324,000	48
59	<b>Bergstrom Automotive</b> (920) 725-4444; <i>bergstromauto.com</i>	One Neenah Center Neenah, WI 54956	John Bergstrom chairman & CEO	9,622	9,763	–	–	19,385	23	\$663,706,351	65
60	<b>Piazza Auto Group</b> (610) 630-7911; <i>piazzaautogroup.com</i>	401 S. Schuylkill Ave. Norristown, PA 19403	Vince Piazza president	9,595	5,285	49	6,051	20,980	9	\$479,528,665	49
61	<b>Ferman Automotive Group</b> (813) 251-2765; <i>ferman.com</i>	1306 W. Kennedy Blvd. Tampa, FL 33606	James Ferman Jr. president & CEO	9,330	5,273	308	5,695	20,606	16	\$503,707,000	61
62	<b>Gunn Automotive Group</b> (210) 472-2501; <i>gunnauto.com</i>	227 Broadway San Antonio, TX 78205	Curtis Gunn Jr. chairman emeritus	9,305	5,914	1,057	4,397	20,673	6	\$543,023,963	59
63	<b>Ed Morse Automotive Group</b> (800) 336-6773; <i>edmore.com</i>	2850 S. Federal Hwy. Delray Beach, FL 33483	Edward Morse Jr. president & CEO	9,297	5,255	441	4,294	19,287	12	\$551,847,511	54
64	<b>Allen Samuels Enterprises Inc.</b> (254) 761-6800; <i>allensamuels.com</i>	301 Owen Lane Waco, TX 76710	Mike Lowry chairman	9,285	5,024	597	4,861	19,767	11	\$553,633,529	70
65	<b>Ancira Enterprises</b> (210) 681-4900; <i>ancira.com</i>	P.O. Box 29719 San Antonio, TX 78229	Ernesto Ancira Jr. president	9,276	5,698	2,379	3,365	20,718	12	\$570,715,064	82
66	<b>Marubeni Motor Service Dealer Group</b> (781) 278-1407; <i>gallerygroup.com, www.liag.net</i>	918 Providence Hwy., Rte. 1 Norwood, MA 02062	Akira Tanaka president	9,217	4,166	–	3,746	17,129	14	\$610,266,999	76
67	<b>Fred Haas Interests</b> (281) 297-7000; <i>fredhaastoyota.com</i>	20400 I-45 North Spring, TX 77373	Fred Haas chairman	9,020	5,766	138	2,670	17,594	4	\$509,374,495	56
68	<b>Priority Auto Group</b> (757) 366-5000; <i>priorityauto.com</i>	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	8,954	5,739	–	3,423	18,116	10	\$446,901,894	58
69	<b>Walser Automotive Group</b> (952) 929-3535; <i>walser.com</i>	4401 American Blvd. W. Bloomington, MN 55437	Paul Walser CEO	8,910	11,758	–	7,877	28,545	15	\$607,012,756	–
70	<b>Piercey Automotive Group</b> (714) 896-9777; <i>pierceyautogroup.com</i>	13600 Beach Blvd. Westminster, CA 92683	William Piercey chairman	8,860	4,580	–	2,160	15,600	5	\$386,271,110	60
71	<b>Swope Automotive Group</b> (502) 499-5000; <i>swope.com</i>	10 Swope Auto Center Drive Louisville, KY 40299	S.G. Swope chairman	8,784	14,616	789	6,502	30,691	27	\$667,415,009	63
72	<b>Fox Motors</b> (616) 774-4044; <i>foxmotors.com</i>	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	Daniel DeVos president & CEO	8,718	7,350	225	3,233	19,526	18	\$489,433,420	62
73	<b>White Family Cos., Inc.</b> (937) 220-6394; <i>whitecars.com</i>	2 Riverplace, Ste. 444 Dayton, OH 45405	Timothy White president	8,577	7,820	492	2,832	19,721	18	\$499,565,934	66
74	<b>#1 Cochran Automotive</b> (877) 262-4726; <i>cochran.com</i>	4520 William Penn Hwy. Monroeville, PA 15146	Robert Cochran president & CEO	8,517	4,015	13	7,029	19,574	13	\$460,423,011	68
75	<b>Wilde Automotive Group</b> (262) 513-2770; <i>wildeauto.com</i>	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde vp	8,490	10,182	–	5,075	23,747	7	\$526,314,109	57
76	<b>Huffines Auto Dealerships</b> (972) 867-6000; <i>huffines.net</i>	4500 W. Plano Pkwy. Plano, TX 75098	S. Ray Huffines owner & CEO	8,422	5,029	506	4,167	18,124	8	\$468,264,127	87
77	<b>CarMax Inc. †‡</b> (804) 747-0422; <i>carmax.com</i>	12800 Tuckahoe Creek Pkwy. Richmond, VA 23238	Tom Folliard president & CEO	8,231	396,181	–	263,061	667,473	103	\$8,710,200,000	67
78	<b>Downtown LA Motors</b> (213) 748-8951; <i>dtlamotors.com</i>	1801 S. Figueroa St. Los Angeles, CA 90015	Darryl Holter vp & CEO	8,154	2,743	90	1,778	12,765	7	\$492,058,546	–
78	<b>Grossinger Auto Group</b> (847) 674-9000; <i>grossinger.com</i>	6900 N. McCormick Blvd. Lincolnwood, IL 60712	Caroline & Gary Grossinger co-presidents	8,154	4,537	524	3,570	16,785	6	\$403,134,464	73
80	<b>Colonial Automotive Group</b> (781) 431-9790; <i>buycolonial.com</i>	171 Great Road Acton, MA 01720	Lawrence Gordon president & CEO	8,103	4,352	194	5,226	17,875	14	\$405,667,665	74
81	<b>Green Family Stores Inc.</b> (217) 522-1222; <i>greenfamilystores.com</i>	3801 Wabash Ave. Springfield, IL 62707	Todd Green president	8,007	13,172	31	4,950	26,160	14	\$517,297,134	78
82	<b>Gettel Automotive</b> (941) 921-2655; <i>getteltoyota.com</i>	5959 E. SR 64 Bradenton, FL 34208	James Gettel president	7,965	4,381	46	4,769	17,161	14	\$377,334,135	83
83	<b>Carbone Automotive Group</b> (315) 724-4216; <i>carbonecars.com</i>	5700 Horatio St. Utica, NY 13502	Alex, Joe & Enessa Carbone executive vps	7,903	4,621	219	4,993	17,736	14	\$388,462,092	71

\*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments †Publicly held ‡CarMax Inc. fiscal year, March 1, 2010 thru Feb. 28, 2011

Please note that unit sales, number of dealerships and group revenue may include dealerships outside the United States

To be considered for future top dealership lists, contact [andatacenter@crain.com](mailto:andatacenter@crain.com)



## Top 125 dealership groups in the United States – ranked on 2011 new-vehicle retail sales units

2011 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2010 rank
84	<b>Metro Motor Group</b> (561) 278-7800; <a href="http://metromotorgroup.com">metromotorgroup.com</a>	2001 S. Federal Hwy. Delray Beach, FL 33483	Michael Grieco Sr. president & CEO	7,876	3,749	–	5,939	17,564	10	\$350,229,974	–
85	<b>Hitchcock Automotive Resources</b> (626) 839-8401; <a href="http://hitchcockautomotive.com">hitchcockautomotive.com</a>	1303 John Reed Court City of Industry, CA 91745	Frederick Hitchcock Jr. chairman & CEO	7,704	3,159	–	2,430	13,293	4	\$430,544,316	77
86	<b>Phil Long Dealerships</b> (719) 575-7000; <a href="http://phillong.com">phillong.com</a>	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	7,437	8,316	816	5,532	22,101	11	\$561,721,476	101
87	<b>Joe Machens Dealerships</b> (573) 445-4411; <a href="http://machens.com">machens.com</a>	1911 W. Worley Columbia, MO 65203	Gary Drawing president	7,248	10,376	899	5,798	24,321	7	\$516,883,055	–
88	<b>Southwest Dealer Group</b> (972) 283-9797; <a href="http://southwestdealergroup.com">southwestdealergroup.com</a>	39650 LBJ Fwy. S. Dallas, TX 75237	Shahab Salehoun chairman & president	7,217	3,866	–	3,193	14,276	5	\$255,781,668	113
89	<b>Germain Automotive Partnership**</b> (614) 793-1990; <a href="http://germain.com">germain.com</a>	3885 W. Dublin Granville Rd. Dublin, OH 43017	Rick Germain vp	7,191	6,703	1,628	4,300	19,822	12	\$504,645,293	–
89	<b>Lou Fusz Automotive Network Inc.</b> (314) 994-1500; <a href="http://fusz.com">fusz.com</a>	925 N. Lindbergh St. Louis, MO 63141	Louis Fusz Jr. president	7,191	7,166	787	5,859	21,003	13	\$459,302,810	91
91	<b>Anderson Automotive Group</b> (919) 787-0099; <a href="http://anderson-auto.com">anderson-auto.com</a>	9101 Glenwood Ave. Raleigh, NC 27617	Fred Anderson owner	7,171	5,971	–	–	13,142	8	\$350,794,481	89
92	<b>Bob Moore Auto Group</b> (405) 605-2363; <a href="http://bobmoore.com">bobmoore.com</a>	101 N. Robinson, Ste. 820 Oklahoma City, OK 73102	Mark Moore CEO	7,163	6,396	–	3,327	16,886	15	\$495,164,316	93
93	<b>Serra Automotive Group</b> (205) 836-6775; <a href="http://serraautomotive.com">serraautomotive.com</a>	9709 Parkway E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	7,119	5,080	84	3,377	15,660	14	\$328,749,014	81
94	<b>Fletcher Auto Group</b> (501) 352-3954; <a href="http://fletcherauto.com">fletcherauto.com</a>	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	7,106	6,289	–	4,805	18,200	12	\$403,606,388	102
95	<b>Germain Motor Co.</b> (614) 416-3377; <a href="http://germain.com">germain.com</a>	4250 Morse Crossing Columbus, OH 43219	Stephen Germain president & CEO	7,078	6,675	–	3,693	17,446	18	\$424,797,626	32
96	<b>Ron Tonkin Family of Dealerships</b> (503) 255-4100; <a href="http://tonkin.com">tonkin.com</a>	122 N.E. 122nd Ave. Portland, OR 97230	Ronald Tonkin president	7,028	6,956	47	3,936	17,967	17	\$483,355,133	95
97	<b>Sansone Auto Network</b> (732) 815-0500; <a href="http://sansoneauto.com">sansoneauto.com</a>	90-100 Rte. 1 N. Avenel, NJ 07001	Paul Sansone president & CEO	6,967	3,086	278	2,097	12,428	6	\$297,196,811	84
98	<b>Day Automotive Group</b> (724) 327-0900; <a href="http://dayauto.com">dayauto.com</a>	1600 Golden Mile Hwy. Monroeville, PA 15146	Deborah Flaherty president	6,857	5,965	1,925	3,333	18,080	9	\$344,434,035	93
99	<b>Scott-McRae Automotive Group</b> (904) 354-4000; <a href="http://smag.com">smag.com</a>	701 Riverside Park Place, Ste. 310 Jacksonville, FL 32204	David Hodges Jr. president & CEO	6,819	6,369	1,659	4,093	18,940	9	\$498,405,754	69
100	<b>Hertrich Family of Auto Dealerships, The</b> (302) 629-5100; <a href="http://hertrichs.com">hertrichs.com</a>	26905 Sussex Hwy. Seaford, DE 19973	Frederick Hertrich III president	6,810	6,495	1,281	6,167	20,753	12	\$447,318,300	99
101	<b>Performance Cos.</b> (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther president	6,790	5,792	–	–	12,582	8	\$492,737,468	79
102	<b>Morgan Auto Group</b> (813) 936-3125; <a href="http://morganautogroup.com">morganautogroup.com</a>	1101 E. Fletcher Ave. Tampa, FL 33612	Larry Morgan CEO	6,749	5,160	–	4,214	16,123	10	\$406,090,507	98
103	<b>Bobby Rahal Automotive Group</b> (717) 691-5600; <a href="http://bobbyrahal.com">bobbyrahal.com</a>	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	6,742	5,332	–	–	12,074	9	\$509,838,305	85
104	<b>Kuni Automotive</b> (360) 553-7362; <a href="http://kuniauto.com">kuniauto.com</a>	203 S.E. Park Plaza, Ste. 290 Vancouver, WA 98684	Gregory Goodwin CEO	6,683	7,450	25	2,933	17,091	14	\$594,731,106	–
105	<b>Continental Motors Group</b> (708) 352-6000; <a href="http://continentalmotors.com">continentalmotors.com</a>	5901 S. Lagrange Road Countryside, IL 60525	John Weinberger CEO	6,678	4,397	–	3,217	14,292	8	\$413,714,321	88
106	<b>Toresco Enterprises</b> (973) 467-2900; <a href="http://1800autoland.com">1800autoland.com</a>	170 Rte. 22 E. Springfield, NJ 07081	Mark Montenero president	6,657	2,253	–	2,853	11,763	4	\$337,696,249	72
107	<b>Don Davis Auto Group</b> (817) 588-5213; <a href="http://dondavisautogroup.com">dondavisautogroup.com</a>	2350 E. Road to Six Flags Arlington, TX 76011	Robert Howard president	6,597	4,785	–	5,776	17,158	4	\$374,845,296	105
108	<b>Crain Automotive Team</b> (501) 542-5000; <a href="http://crainteam.com">crainteam.com</a>	5980 Wadley Road Sherwood, AR 72120	Larry Crain Sr. chairman	6,449	4,354	156	4,208	15,167	9	\$354,110,539	–
109	<b>Blaise Alexander Family Dealerships</b> (570) 546-4925; <a href="http://blaisealexander.com">blaisealexander.com</a>	10 Alexander Drive Muncy, PA 17756	Blaise Alexander owner & president	6,410	6,719	17	5,744	18,890	10	\$391,189,258	–
110	<b>Dave Smith Auto Group</b> (208) 784-1208; <a href="http://usautosales.com">usautosales.com</a>	210 N. Division Kellogg, ID 83837	Ken Smith president	6,377	3,555	–	1,498	11,430	2	\$384,147,187	107
111	<b>Reedman-Toll Auto World</b> (215) 757-4961; <a href="http://reedmantoll.com">reedmantoll.com</a>	1700 E. Lincoln Hwy. Langhorne, PA 19047	Bruce Toll principal	6,343	2,961	32	2,594	11,930	2	\$307,836,913	92
112	<b>Criswell Automotive</b> (301) 948-0880; <a href="http://criswellauto.com">criswellauto.com</a>	503 Quince Orchard Road Gaithersburg, MD 20878	Harry Criswell III dealer	6,134	2,289	892	1,901	11,216	5	\$301,918,355	–

\*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments

\*\*Previously a part of Germain Motor Co.

To be considered for future top dealership lists, contact [andatacenter@crain.com](mailto:andatacenter@crain.com)

Please note that unit sales, number of dealerships and group revenue may include dealerships outside the United States

# Top 125 dealership groups in the United States – ranked on 2011 new-vehicle retail sales units

2011 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2010 rank
113	<b>Carl Gregory Enterprises Inc.</b> (706) 324-2380; <a href="http://carlgregorycars.com">carlgregorycars.com</a>	3000 Northlake Pkwy. Bldg. 300 Columbus, GA 31909	Carl Gregory chairman	6,096	5,054	90	1,350	12,590	10	\$301,630,000	106
114	<b>Future Automotive Group</b> (916) 786-3673; <a href="http://futureautomotivegroup.com">futureautomotivegroup.com</a>	650 Auto Mall Drive Roseville, CA 95661	G. Steven Pleau president	5,932	5,643	994	4,742	17,311	7	\$424,080,384	–
115	<b>Chapman Auto Group</b> (267) 960-1700; <a href="http://chapmanautogroup.com">chapmanautogroup.com</a>	1170 Easton Road Horsham, PA 19044	Randy Chapman CEO	5,872	3,734	1,044	3,519	14,169	7	\$340,362,451	97
116	<b>Shelly Group</b> (949) 387-8242; <a href="http://shellygroup.com">shellygroup.com</a>	9881 Research Drive Irvine, CA 92618	Damon Shelly president	5,870	3,052	–	1,963	10,885	3	\$360,891,506	119
117	<b>Stevenson Automotive Group</b> (910) 455-1555; <a href="http://stevensonauto.com">stevensonauto.com</a>	2325 N. Marine Blvd. Jacksonville, NC 28546	John Stevenson president	5,863	5,535	–	4,897	16,295	16	\$350,507,027	104
118	<b>Kenny Ross Automotive Group</b> (724) 863-9000; <a href="http://kennyross.com">kennyross.com</a>	11250 Rte. 30 North Huntingdon, PA 15642	James Ross chairman	5,705	5,481	592	4,301	16,079	7	\$364,399,792	100
119	<b>Noarus Auto Group</b> (310) 258-0920; <a href="http://noarus.com">noarus.com</a>	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishton Jr. president	5,650	3,753	–	1,825	11,228	6	\$291,332,189	80
120	<b>World Auto Group</b> (973) 442-0500; <a href="http://denvillenissan.com">denvillenissan.com</a>	3057 Rte. 10 E. Denver, NJ 07834	Albert & Chris Preziosi owners	5,469	2,198	–	3,021	10,688	7	\$281,915,745	96
121	<b>Mike Shaw Automotive</b> (303) 639-6300; <a href="http://mikeshawauto.com">mikeshawauto.com</a>	50 S. Steele St., Ste. 820 Denver, CO 80209	Mike Shaw president	5,406	6,370	–	–	11,776	8	\$171,728,225	118
122	<b>AutoFair Automotive Group</b> (603) 634-1000; <a href="http://autofair.com">autofair.com</a>	1477 S. Willow St. Manchester, NH 03103	H. Andy Crews president & CEO	5,333	4,310	–	3,499	13,142	4	\$255,208,000	112
123	<b>Russ Darrow Group</b> (262) 250-9600; <a href="http://russdarrow.com">russdarrow.com</a>	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	Russell Darrow Jr. chairman & CEO	5,300	7,703	234	5,053	18,290	19	\$333,137,641	111
124	<b>Stewart Management Group Inc.</b> (313) 432-6200	20844 Harper Ave., Ste. 100 Harper Woods, MI 48225	Gordon Stewart president	5,102	3,787	94	1,799	10,782	5	\$265,716,502	110
125	<b>Holler Automotive Group</b> (407) 645-1331; <a href="http://hollerclassic.com">hollerclassic.com</a>	P.O. Box 1720 Winter Park, FL 32790	Judi Holler president	5,054	4,412	479	4,219	14,164	6	\$295,555,788	109

\*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments

To be considered for future top dealership lists, contact [andatacenter@crain.com](mailto:andatacenter@crain.com)

#1 Cochran Automotive.....74	Earnhardt Auto Centers .....45	Ken Garff Automotive Group .....12	Rick Case Automotive Group .....28
Allen Samuels Enterprises Inc.....64	Ed Morse Automotive Group .....63	Kenny Ross Automotive Group .....118	RLJ-McLarty-Landers Automotive .....19
Ancira Enterprises .....65	Ferman Automotive Group .....61	Kenwood Dealer Group Inc. ....56	Ron Tonkin Family of Dealerships.....96
Anderson Automotive Group.....91	Findlay Automotive Group.....42	Keyes Automotive Group.....22	Rosatti/Plaza Auto Group .....36
Asbury Automotive Group.....7	Fitzgerald Auto Malls .....38	Kuni Automotive.....104	Rosenthal Automotive Organization .....34
AutoFair Automotive Group.....122	Fletcher Auto Group .....94	Larry H. Miller Group of Cos.....10	Russ Darrow Group .....123
AutoNation Inc. ....1	Fletcher Jones Automotive Group .....37	Lithia Motors Inc. ....9	Sansone Auto Network.....97
Balise Motor Sales Co. ....46	Fox Motors .....72	Lou Fusz Automotive Network Inc. ....89	Scott-McRae Automotive Group.....99
Bergstrom Automotive .....59	Fred Haas Interests .....67	Mac Haik Auto Group .....33	Serra Automotive Group.....93
Blaise Alexander Family Dealerships .....109	Future Automotive Group .....114	Marubeni Motor Service Dealer Group.....66	Serra Automotive Inc. ....26
Bob Moore Auto Group .....92	Galpin Motors Inc. ....44	McCombs Automotive.....47	Servco Pacific Inc. ....58
Bob Rohrman Auto Group.....18	Ganley Auto Group .....29	Metro Motor Group .....84	Sheehy Auto Stores.....31
Bobby Rahal Automotive Group.....103	Germain Automotive Partnership .....89	Mike Shaw Automotive.....121	Shelly Group.....116
Bommarito Automotive Group .....53	Germain Motor Co. ....95	Morgan Auto Group .....102	Sonic Automotive Inc. ....3
Boucher Group Inc. ....54	Gettel Automotive.....82	New Country Motor Car Group.....49	Southwest Dealer Group .....88
Braman Dealerships .....20	Gillman Cos. ....52	Noarus Auto Group .....119	Staluppi Auto Group.....8
Car Group, The.....27	Green Family Stores Inc. ....81	Open Road Auto Group .....21	Stevenson Automotive Group.....117
Carbone Automotive Group.....83	Greenway Automotive .....13	Ourisman Automotive Group.....24	Stewart Management Group Inc.....124
Carl Gregory Enterprises Inc. ....113	Grossinger Auto Group .....78	Penske Automotive Group Inc. ....2	Suburban Collection .....15
CarMax Inc. ....77	Group 1 Automotive Inc. ....4	Performance Automotive Group.....41	Sullivan Automotive Group.....50
Chapman Auto Group.....115	Gunn Automotive Group.....62	Performance Cos. ....101	Summit Automotive Partners .....43
Chapman Automotive Group .....40	Hendrick Automotive Group .....6	Phil Long Dealerships .....86	Swope Automotive Group .....6
Colonial Automotive Group .....80	Herb Chambers Cos. ....11	Phil Smith Automotive Group.....55	Toresco Enterprises .....71
Continental Motors Group .....105	Hertrich Family of Auto Dealerships, The.....100	Piazza Auto Group.....60	Tuttle-Click Automotive Group .....48
Crain Automotive Team.....108	Hitchcock Automotive Resources.....85	Piercey Automotive Group .....70	Van Tuyl Group .....5
Criswell Automotive .....112	Holler Automotive Group .....125	Pohanka Automotive Group .....32	Walsler Automotive Group .....69
Darcars Automotive Group .....25	Holman Automotive Group Inc.....35	Potamkin Automotive Group Inc. ....17	West-Herr Automotive Group Inc.....23
Dave Smith Auto Group .....110	Huffines Auto Dealerships.....76	Prestige Management Services .....39	White Family Cos. Inc. ....73
David Wilson Automotive Group .....14	Jeff Wyler Automotive Family Inc.....51	Priority Auto Group .....68	Wilde Automotive Group .....51
Day Automotive Group .....98	Jim Koons Automotive Cos. ....16	Ray Catena Motor Car Corp. ....30	World Auto Group .....120
Don Davis Auto Group .....107	Joe Machens Dealerships.....87	Reedman-Toll Auto World .....111	World Class Automotive Group.....57
Downtown LA Motors .....78			

Please note that unit sales, number of dealerships and group revenue may include dealerships outside the United States



# Fist Pump

It's the moment you realize your dealership has no limits. Creating your Fist Pump is why we're here. **Find out more at [nolimits.dealer.com](http://nolimits.dealer.com).**

*Christopher Della Bella, Vice President/CFO, D'ELLA Auto Group*

**DEALER.COM**<sup>TM</sup>  
AUTOMOTIVE DIGITAL MARKETING  
888.785.5418 | [nolimits.dealer.com](http://nolimits.dealer.com)