



WARDSAUTO 2018 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	11,520	3,564	\$730,731,836	\$34,954,648
2	Jim Koons - Tysons GM/Chrysler	Jim Koons Automotive Group	Vienna	VA	5,178	2,710	\$321,558,968	\$19,793,261
3	Al Hendrickson Toyota	Al Hendrickson	Coconut Creek	FL	6,752	3,673	\$293,220,591	\$17,613,563
4	Ray Skillman GMC Truck	Ray Skillman	Indianapolis	IN	3,144	4,047	\$223,198,256	\$17,338,585
5	Fletcher Jones Motorcars	Fletcher Jones	Newport Beach	CA	6,181	2,347	\$587,320,892	\$17,214,287
6	Jim Koons - Tyson's Toyota	Jim Koons Automotive Group	Vienna	VA	5,100	3,566	\$275,979,920	\$16,174,544
7	Universal Toyota	Gary V. Woods/ Red McCombs Automotive Group	San Antonio	TX	3,215	3,123	\$196,956,000	\$14,935,000
8	Classic Chevrolet	Tom Durant	Grapevine	TX	5,109	2,256	\$403,920,510	\$14,583,185
9	Findlay Toyota	Cliff Findlay; Tyler Corder; Rich Abajian	Henderson	NV	5,485	2,291	\$276,106,374	\$13,698,267
10	Al Serra Auto Plaza	Matthew Serra/Serra Automotive	Grand Blanc	MI	9,387	5,620	\$467,444,099	\$13,597,107
11	Jim Koons - White Marsh	Jim Koons Automotive Group	White Marsh	MD	2,249	2,184	\$147,226,485	\$13,493,441
12	Cardinale GMC, Nissan - Audi of Monterey	Joseph Cardinale; Thomas Cardinale	Seaside	CA	1,282	4,230	\$167,410,150	\$12,880,140
13	Hendrick Honda	Hendrick Automotive Group	Charlotte	NC	3,685	1,950	\$176,527,523	\$12,840,195
14	Zeigler Chrysler Dodge Jeep - Schaumburg	Aaron J. Zeigler; Harold J. Zeigler	Schaumburg	IL	2,795	1,158	\$152,237,255	\$12,335,840
15	Jim Koons - Baltimore Ford	Jim Koons Automotive Group	Baltimore	MD	2,315	1,367	\$149,109,391	\$12,254,476
16	Michael Cadillac	Michael L. Rosvold	Fresno	CA	3,340	1,667	\$204,599,046	\$12,253,211
17	Rick Hendrick Toyota Sandy Springs	Hendrick Automotive Group	Atlanta	GA	1,756	2,730	\$137,757,022	\$12,066,649
18	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	3,544	1,879	\$188,624,555	\$12,002,875
19	Toyota of Orange	David W. Wilson	Orange	CA	8,652	1,960	\$347,741,200	\$11,843,595
20	Red McCombs Toyota	Marsha M. Shields/ Red McCombs Automotive Group	San Antonio	TX	2,810	2,100	\$167,299,000	\$11,180,000
21	Rick Hendrick Chevrolet	Hendrick Automotive Group	Duluth	GA	2,573	1,507	\$164,776,249	\$11,049,429
22	Earnhardt's Gilbert Dodge	Hal J. Earnhardt	Gilbert	AZ	3,918	1,251	\$218,321,937	\$11,026,090
23	Jeff Gordon Chevrolet	Hendrick Automotive Group	Wilmington	NC	1,382	1,937	\$131,921,903	\$10,633,677
24	Greenway Ford	Frank Rodriguez; Carl Atkinson/ Greenway Automotive	Orlando	FL	1,985	3,453	\$172,723,754	\$10,598,040
25	Hendrick Toyota North Charleston	Hendrick Automotive Group	North Charleston	SC	2,812	1,527	\$135,458,331	\$10,459,932
26	Central Florida Toyota	Penske Automotive Group	Orlando	FL	5,000	3,532	\$201,949,875	\$10,405,807
27	Atlanta Toyota	Penske Automotive Group	Duluth	GA	4,160	2,329	\$174,638,647	\$10,039,037
28	Hendrick Toyota Apex	Hendrick Automotive Group	Apex	NC	3,661	1,757	\$166,203,369	\$9,943,686
29	Rusnak/Pasadena	Paul Rusnak; Victoria Rusnak	Pasadena	CA	5,137	1,677	\$463,461,357	\$9,938,464
30	Toyota of Riverside	David W. Wilson	Riverside	CA	4,055	1,588	\$184,284,235	\$9,848,699
31	Hendrick Toyota Wilmington	Hendrick Automotive Group	Wilmington	NC	2,823	1,550	\$142,693,740	\$9,827,391
32	Braman Motorcars	Norman Braman	West Palm Beach	FL	3,652	2,380	\$481,145,973	\$9,798,069
33	Rick Hendrick Toyota	Hendrick Automotive Group	Fayetteville	NC	2,470	1,408	\$121,689,557	\$9,568,182
34	Darrell Waltrip Honda Volvo Subaru	Hendrick Automotive Group	Franklin	TN	2,889	1,680	\$145,414,541	\$9,488,244
35	Rick Case Honda	Rick Case	Davie	FL	6,369	5,599	\$260,681,160	\$9,315,920
36	Future Ford	G. Steven Pleau/ Future Automotive Group	Roseville	CA	2,919	1,559	\$188,353,950	\$9,309,599
37	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	2,535	1,751	\$128,555,909	\$9,263,845
38	Jim Koons - Sterling Ford	Jim Koons Automotive Group	Sterling	VA	2,407	1,022	\$137,618,057	\$9,139,946
39	Brickell Honda, Buick, GMC & Mazda	Mario Murgado/ Murgado Automotive Group	Miami	FL	4,778	1,898	\$208,781,904	\$9,068,074
40	Honda of Concord	Hendrick Automotive Group	Concord	NC	2,624	1,837	\$141,463,194	\$9,050,236
41	Fred Anderson Toyota	Fred H. Anderson	Raleigh	NC	3,757	2,522	\$188,561,991	\$9,015,355

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WARDSAUTO 2018 F&I 150

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42	Puente Hills Toyota	Frederick E. Hitchcock	City of Industry	CA	3,043	1,655	\$149,834,747	\$8,941,670
43	Chapman Chevrolet	John H. Chapman; Jerry B. Chapman; J. Baxter Chapman	Tempe	AZ	2,243	1,604	\$138,073,494	\$8,930,529
44	Chapman's Las Vegas Dodge	John H. Chapman; Chris Strahan	Las Vegas	NV	1,664	1,278	\$120,137,699	\$8,913,915
45	Performance Automall	Hendrick Automotive Group	Chapel Hill	NC	2,276	1,911	\$176,840,643	\$8,887,548
46	Jim Koons - Falls Church Ford	Jim Koons Automotive Group	Falls Church	VA	1,926	1,591	\$129,075,876	\$8,880,389
47	Rock Honda	William R. Piercey; Tom A. Chadwell; David Latif	Fontana	CA	4,713	1,521	\$173,148,114	\$8,878,275
48	Greenway Chrysler Jeep Dodge Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson/Greenway Automotive	Orlando	FL	2,323	2,129	\$148,277,508	\$8,676,439
49	Red McCombs Ford	Marsha M. Shields/ Red McCombs Automotive Group	San Antonio	TX	2,789	2,185	\$188,514,000	\$8,580,000
50	Suburban Ford of Sterling Heights	David T. Fischer/ The Suburban Collection	Sterling Heights	MI	5,814	3,737	\$275,947,963	\$8,552,879
51	Toyota Direct	Performance Automotive Network	Columbus	OH	3,258	3,742	\$173,406,719	\$8,528,291
52	Mac Haik's Southway Ford	Mac Haik	San Antonio	TX	3,114	2,302	\$189,989,649	\$8,521,409
53	Right Toyota	David W. Wilson	Scottsdale	AZ	4,979	1,593	\$248,130,159	\$8,515,964
54	Rusnak/Westlake	Paul Rusnak; Victoria Rusnak	Thousand Oaks	CA	3,806	1,906	\$365,884,170	\$8,473,548
55	Rick Case Automall Davie	Rick Case	Davie	FL	6,448	4,479	\$289,765,372	\$8,248,749
56	Rick Hendrick Chevrolet of Buford	Hendrick Automotive Group	Buford	GA	1,819	1,442	\$127,536,451	\$8,200,577
57	Fred Anderson Toyota of Charleston	Fred H. Anderson	Charleston	SC	2,883	1,517	\$145,252,301	\$8,164,217
58	CardinaleWay Mazda - Arizona	Joseph Cardinale; Thomas Cardinale	Mesa	AZ	2,727	3,872	\$132,842,764	\$8,111,601
59	Bommarito Buick-GMC-Audi-Mazda-Infiniti	Frank J. Bommarito; John J. Bommarito	Ellisville	MO	2,661	1,659	\$182,895,139	\$8,103,127
60	Wilde Toyota	Mark Wilde; Patrick Donahue; Sharon Bloom	West Allis	WI	2,391	3,433	\$154,090,269	\$8,091,347
61	Hendrick Toyota Merriam	Hendrick Automotive Group	Merriam	KS	1,999	1,697	\$114,593,496	\$8,080,378
62	Hendrick Toyota Concord	Hendrick Automotive Group	Concord	NC	2,517	1,376	\$124,254,982	\$8,065,934
63	Hendrick BMW	Hendrick Automotive Group	Charlotte	NC	1,682	1,772	\$183,704,909	\$8,018,963
64	Mac Haik Chevrolet	Mac Haik	Houston	TX	3,324	1,598	\$206,899,437	\$7,957,456
65	Herb Chambers BMW/Mini of Boston	Herbert G. Chambers	Boston	MA	1,993	1,423	\$178,615,016	\$7,814,621
66	Hudson Toyota	Penske Automotive Group	Jersey City	NJ	3,814	2,229	\$184,474,848	\$7,774,022
67	Hendrick Lexus Charlotte	Hendrick Automotive Group	Charlotte	NC	1,588	1,496	\$155,395,647	\$7,769,644
68	Chapman Chrysler Jeep	Chris Strahan; John H. Chapman	Henderson	NV	1,166	1,420	\$90,755,801	\$7,752,607
69	Mercedes-Benz of Ontario	Fletcher Jones	Ontario	CA	2,067	1,029	\$179,939,913	\$7,733,189
70	CardinaleWay Acura - Mazda	Joseph Cardinale; Thomas Cardinale	Las Vegas	NV	2,180	881	\$97,801,398	\$7,718,660
71	McCombs Ford West	Marsha M. Shields/ Red McCombs Automotive Group	San Antonio	TX	2,089	2,278	\$154,329,000	\$7,660,000
72	Hendrick Chrysler Dodge Jeep Ram of Concord	Hendrick Automotive Group	Concord	NC	1,960	1,425	\$121,957,690	\$7,548,994
73	Capitol Toyota	Jerry G. Brassfield/Autofocus	San Jose	CA	2,705	1,020	\$129,187,180	\$7,546,661
74	Hendrick Chevrolet	Hendrick Automotive Group	Cary	NC	1,731	818	\$126,538,366	\$7,520,727
75	Toyota of Las Vegas	David W. Wilson	Las Vegas	NV	3,078	1,162	\$141,278,087	\$7,480,757
76	Jim Koons - Annapolis Toyota	Jim Koons Automotive Group	Annapolis	MD	1,970	1,188	\$105,753,596	\$7,468,746
77	Chapman Chevrolet Chandler	John H. Chapman; Jerry B. Chapman	Chandler	AZ	1,603	964	\$89,369,896	\$7,444,660

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78	Larry H. Miller Dodge Ram Avondale	Karen Gail Miller/Larry H. Miller Dealerships	Avondale	AZ	2,549	1,280	\$148,866,758	\$7,383,181
79	Chapman Ford	Jerry B. Chapman; John H. Chapman; J. Baxter Chapman	Scottsdale	AZ	1,431	1,055	\$90,307,162	\$7,379,717
80	Big Two Toyota of Chandler	Christopher E Hoeye	Chandler	AZ	4,235	1,338	\$203,534,512	\$7,353,279
81	CardinaleWay Hyundai - Genesis - Volkswagen - Mazda	Joseph Cardinale; Thomas Cardinale	Corona	CA	3,347	2,424	\$140,093,747	\$7,284,846
82	Rick Case Acura Hyundai	Rick Case	Ft. Lauderdale	FL	3,473	3,132	\$173,057,643	\$7,263,802
83	Chapman Scottsdale Autoplex	Jerry B. Chapman; John H. Chapman; J. Baxter Chapman	Scottsdale	AZ	2,022	1,060	\$110,652,719	\$7,255,448
84	Hendrick Honda Hickory	Hendrick Automotive Group	Hickory	NC	1,871	1,300	\$91,135,167	\$7,194,240
85	Cardinale - Coast BMW Nissan	Joseph Cardinale; Thomas Cardinale	San Luis Obispo	CA	1,325	1,716	\$109,100,743	\$7,183,673
86	Ancira Motor Company dba Ancira Chrysler Jeep Dodge	Ernesto Ancira	San Antonio	TX	2,549	904	\$137,106,489	\$7,173,627
87	Ancira Nissan	Ernesto Ancira	San Antnio	TX	2,662	1,095	\$115,846,350	\$7,145,995
88	Honda World	William R. Piercey; Jim Kitzmiller	Westminster	CA	4,407	1,351	\$166,835,217	\$7,092,009
89	Fitzgerald Auto Mall - Gaithersburg, MD	Jack Fitzgerald	Gaithersburg	MD	3,764	1,967	\$184,912,000	\$7,045,000
90	Honda of El Cerrito	Hendrick Automotive Group	El Cerrito	CA	1,654	872	\$72,904,202	\$7,006,864
91	Northside Ford	Mark Woods; Gary V. Woods/Red McCombs Automotive Group	San Antonio	TX	2,690	1,238	\$172,950,000	\$6,947,000
92	Chapman BMW on Camelback	Jerry B. Chapman; Ted Chapman; John H. Chapman; J. Baxter Chapman	Phoenix	AZ	1,245	2,160	\$150,337,371	\$6,927,210
93	Chapman BMW I-10	Jerry B. Chapman; Ted R Chapman; J. Baxter Chapman	Chandler	AZ	1,078	1,543	\$138,822,401	\$6,894,480
94	Larry H. Miller Toyota Scion Peoria	Karen Gail Miller	Peoria	AZ	2,724	1,351	\$138,742,166	\$6,842,566
95	Phil Long Ford of Denver	Gerald Cimino/Phil Long Dealerships, Inc.	Denver	CO	2,499	1,647	\$166,107,930	\$6,834,094
96	Jim Koons - Koons of Catonsville	Jim Koons Automotive Group	Baltimore	MD	1,001	899	\$108,924,311	\$6,758,906
97	Elmore Toyota	Judith Elmore; David McHowell	Westminster	CA	2,339	1,137	\$109,783,185	\$6,715,051
98	Lexus of Pleasanton	Hendrick Automotive Group	Pleasanton	CA	1,709	1,125	\$135,687,355	\$6,692,131
99	Rick Hendrick Imports	Hendrick Automotive Group	Charleston	SC	1,230	1,784	\$138,811,878	\$6,664,585
100	Criswell Chevrolet	Harry E. Criswell	Gaithersburg	MD	3,012	1,034	\$171,712,205	\$6,664,346
101	Mac Haik Ford	Mac Haik	Houston	TX	2,676	1,826	\$191,990,775	\$6,657,986
102	BMW of Gwinnett Place	Penske Automotive Group	Duluth	GA	1,083	3,155	\$196,595,313	\$6,575,719
103	Findlay Honda Henderson	Cliff Findlay; Tyler Corder	Henderson	NV	2,731	1,536	\$119,365,324	\$6,509,417
104	Larry H. Miller Ford Lincoln Sandy	Karen Gail Miller	Sandy	UT	2,235	1,225	\$191,144,711	\$6,497,993
105	Northridge Toyota	Frederick E. Hitchcock	Northridge	CA	2,346	1,074	\$109,135,078	\$6,487,458
106	Earnhardt Enterprises	Hal J. Earnhardt	Mesa	AZ	4,138	1,586	\$186,397,974	\$6,483,955
107	Peoria Kia	Hal J. Earnhardt	Peoria	AZ	4,138	1,586	\$186,397,974	\$6,483,955
108	Hendrick Honda Woodbridge	Hendrick Automotive Group	Woodbridge	VA	2,087	879	\$88,843,996	\$6,480,584
109	Jim Koons Arlington Toyota	Jim Koons Automotive Group	Arlington	VA	2,000	1,179	\$92,324,356	\$6,443,529
110	Terry Labonte Chevrolet	Hendrick Automotive Group	Greensboro	NC	1,025	993	\$80,551,818	\$6,439,034
111	Hendrick Chevrolet	Hendrick Automotive Group	Hoover	AL	966	1,392	\$101,217,907	\$6,373,810
112	Gillman Honda South	Stacey Gillman Wimbish; Jason R. Gillman	Houston	TX	3,840	1,633	\$165,671,368	\$6,340,956
113	Larry H. Miller Chrysler Jeep Avondale	Karen Gail Miller/Larry H. Miller Dealerships	Avondale	AZ	2,199	1,209	\$107,916,133	\$6,334,538
114	BMW/MINI of Austin	Penske Automotive Group	Austin	TX	1,822	2,398	\$204,338,644	\$6,307,648
115	Ray Skillman Ford	Ray Skillman	Greenwood	IN	2,427	2,560	\$158,753,594	\$6,306,306

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116	East Bay BMW	Hendrick Automotive Group	Pleasanton	CA	1,348	1,289	\$134,518,213	\$6,303,617
117	Hendrick Volkswagen Frisco	Hendrick Automotive Group	Frisco	TX	1,411	1,491	\$71,379,326	\$6,241,562
118	Ray Skillman Chevrolet	Ray Skillman	Indianapolis	IN	1,187	1,643	\$86,983,140	\$6,222,222
119	Rick Case Automall	Rick Case	Duluth	GA	2,424	4,417	\$196,703,589	\$6,188,651
120	Jim Koons - Westminster Toyota	Jim Koons Automotive Group	Westminster	MD	1,910	1,184	\$95,271,013	\$6,186,490
121	Rick Hendrick City Chevrolet	Hendrick Automotive Group	Charlotte	NC	1,581	1,210	\$131,220,697	\$6,186,397
122	Crevier BMW/MINI	Donald Crevier/Penske Automotive Group	Santa Ana	CA	3,397	2,973	\$327,077,803	\$6,156,472
123	Rick Hendrick Chevrolet Buick GMC	Hendrick Automotive Group	Richmond	VA	1,496	608	\$105,874,951	\$6,125,511
124	Piercey Toyota	William R. Piercey; Brian Ressler; Art Wicker	Milpitas	CA	3,799	1,275	\$165,798,197	\$6,109,158
125	Future Nissan	G. Steven Pleau	Roseville	CA	2,093	1,636	\$109,165,490	\$6,104,306
126	Toyota of Pharr	Penske Automotive Group	Pharr	TX	2,789	2,339	\$150,820,790	\$6,099,317
127	Hendrick Chrysler Dodge Jeep Ram	Hendrick Automotive Group	Hoover	AL	1,239	1,139	\$86,194,381	\$6,057,242
128	Hendrick Honda of Charleston	Hendrick Automotive Group	Charleston	SC	1,880	1,044	\$90,352,762	\$6,047,040
129	Jimmie Johnson Chevrolet	Hendrick Automotive Group	San Diego	CA	1,608	704	\$95,953,021	\$6,044,298
130	Mullinax Ford of Central Florida	Gerald Mullinax; Lawrence E. Mullinax; Ed Mullinax	Apopka	FL	2,693	3,883	\$193,543,993	\$5,983,099
131	Hendrick Lexus Northlake	Hendrick Automotive Group	Charlotte	NC	1,131	1,174	\$108,598,237	\$5,979,895
132	The Ancira-Winton Chevrolet	Ernesto Ancira	San Antonio	TX	1,689	1,311	\$110,189,709	\$5,907,517
133	Bob Baker Chrysler Jeep Dodge Mazda	Chris Baker; Kurt Anderson; Robert H. Baker	Carlsbad	CA	3,222	1,258	\$153,219,044	\$5,889,288
134	Hendrick Chevrolet Buick GMC Cadillac Southpoint	Hendrick Automotive Group	Durham	NC	1,324	788	\$100,562,612	\$5,883,481
135	Herb Chambers BMW of Sudbury	Herbert G. Chambers	Sudbury	MA	1,337	1,154	\$143,493,449	\$5,876,765
136	Wilde Chrysler Jeep Dodge Subaru	Mark Wilde; Patrick Donahue; Sharon Bloom	Waukesha	WI	2,175	1,710	\$117,282,527	\$5,870,553
137	Future Ford of Sacramento	G. Steven Pleau/ Future Automotive Group	Sacramento	CA	2,258	1,375	\$147,357,849	\$5,823,830
138	Coral Springs Honda	Kenneth E. Page/ Ken Page Auto Group	Coral Springs	FL	5,727	1,084	\$166,127,942	\$5,811,099
139	Hendrick Buick GMC Cadillac	Hendrick Automotive Group	Cary	NC	1,404	740	\$102,671,164	\$5,791,107
140	Rick Hendrick Chevrolet	Hendrick Automotive Group	Charleston	SC	1,124	1,193	\$91,604,475	\$5,749,813
141	Zeigler Nissan Infiniti of Orland Park	Aaron J. Zeigler	Orland Park	IL	1,234	1,130	\$88,575,331	\$5,748,655
142	Mike Shaw Subaru	Michael J. Shaw	Thornton	CO	2,134	1,005	\$92,779,280	\$5,735,548
143	Honda World Downey	Jeff Hodge; William R. Piercey	Downey	CA	3,568	955	\$125,776,470	\$5,719,106
144	Frontier Leasing & Sales	Ken Smith	Coeur d'Alene	ID	45	2,398	\$65,206,964	\$5,716,037
145	Russell & Smith Honda	Michael G. Smith; Charles M. Smith; William C. Smith	Houston	TX	3,118	1,436	\$129,567,168	\$5,698,001
146	Audi Beverly Hills	Fletcher Jones	Beverly Hills	CA	2,934	1,088	\$208,551,499	\$5,697,220
147	Fletcher Jones Motorcars of Fremont	Fletcher Jones	Fremont	CA	1,777	772	\$155,533,197	\$5,666,540
148	Braman Motors	Norman Braman	Miami	FL	3,405	1,106	\$374,024,536	\$5,639,973
149	Larry H. Miller Dodge Ram Peoria	Karen Gail Miller/ Larry H. Miller Dealerships	Peoria	AZ	1,969	1,116	\$130,259,135	\$5,610,658
150	Harold Zeigler Lincoln BMW Chrysler Honda	Aaron J. Zeigler; Harold J. Zeigler	Kalamazoo	MI	1,477	1,930	\$111,110,264	\$5,570,113

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